



EVENTS
DIGITAL
2017 MEDIA KIT
BROADCAST
PUBLISHING

CONTENT CHANNELS

EVENTS

It doesn't get better than attending a **BLACK ENTERPRISE** event. Thousands of talented, ambitious African American men and women turn out for each of our four annual conferences: the **Black Enterprise Women of Power Summit**, the **Black Enterprise Entrepreneurs Summit**, **Black Enterprise Golf & Tennis Challenge**, and the **Black Enterprise Tech ConneXt Summit**. These are high-energy business events that are rich in entertainment and recreation, but are also filled with serious networking opportunities where up-and-comers mix freely with industry leaders. Our suite of events extends to partnerships with the **African American Film Festival, ABFF Honors**, and the African American Festival annually held in Baltimore, MD. Client-customized events include **The Good Life**, **BE Modern Man**, and **BE Smart** activations.

A **BLACK ENTERPRISE** event is always a draw for a potent mix of professionals and business owners you won't find anywhere else.

BROADCAST

Real people—a broad spectrum of African American entrepreneurs, corporate executives, innovators, investors, and entertainers—are the centerpiece of our two nationally syndicated television programs: **Women of Power and Our World with Black Enterprise**. **Women of Power**, hosted by Caroline Clarke, is a fresh new half-hour series providing success secrets, strategies, and advice to uplift, motivate, and celebrate women of color. **Our World with Black Enterprise**, hosted by Paul Brunson, provides a timely, in-depth, weekly examination of the issues and trends shaping the lives of African Americans.

Now reaching 90% of African American households, **BLACK ENTERPRISE** on TV is a direct connection to a vibrant consumer audience.

DIGITAL

Achieving "**Wealth for Life**" isn't a once-a-month task; it requires day-to-day, moment-to-moment engagement. With **BlackEnterprise.com**, our online audience is always connected to breaking financial news as well as helpful small business and career management content. Our rich digital content is accessible online, via iPad, and mobile and is shareable across a variety of social media platforms, from Facebook to Twitter.

BlackEnterprise.com is solution-oriented interactive engagement.

Wealth For Life

PUBLISHING

The audience of **BLACK ENTERPRISE** magazine is not only sizable (6 million readers, 500,000 paid circulation) it's unduplicated. With only a 10% reader overlap with other financial publications, **BLACK ENTERPRISE** is a direct line to an affluent, educated audience you won't find anywhere else. Here's why: Each month, we connect on a personal level with African Americans who are serious about success, who depend on our expertise, and who recognize that our coverage is about their lives, their challenges, their aspirations.

For our readers, **BLACK ENTERPRISE** is more than a magazine, it's a tool for living.

BE 360 INTEGRATION



CONTENT FRANCHISES

MAXIMIZING EVERY ASPECT OF YOUR LIFE

The centerpiece of **BLACK ENTERPRISE** content is our **Wealth For Life** initiative. **Wealth For Life** provides relevant information for success-minded people at every stage of their financial journey—from the recent college graduate working toward financial independence to the seasoned mid-lifer looking to maximize career options to the retiree who wants to be able to enjoy the fruits of a lifetime of hard work.



THE NATION'S LARGEST BLACK BUSINESSES

The companies who make the **BE 100s** list are the undisputed best in their fields. Only the most productive and prestigious African American businesses are honored; led by executives with the insight and passion to advance regardless of the economic climate. The cornerstone of the publication's June issue, this comprehensive analysis includes industrial/service companies, auto dealerships, financial services firms, and advertising agencies.



HELPING STUDENTS ACHIEVE THEIR DREAMS

We launched the **BE Smart** initiative to bring together educators, administrators, professionals, and business leaders to find new, inventive ways to improve educational opportunities for our children and prepare them for excellence and leadership in the 21st century. Our multiplatform approach seeks to promote engagement, collaboration, and action.



IT'S OUR NORMAL TO BE EXTRAORDINARY

BE ModernMan honors the essence, image, and works of today's modern man. With 100 features of entrepreneurs, agents of change, executives, leaders, creatives, students, politicians, and professionals of diverse walks, ages, and life stages, these men of color share the common thread of creating a new normal while setting the bar in tech, fashion, philanthropy, art, business, and beyond.



WOMEN OF POWER

They are among the most ambitious and influential executives in corporate America. They are America's fast-growing segment of entrepreneurs. And they are household CFOs who manage and invest billions of dollars in spending power. They are the Women of Power, the most powerful women in business, and no one captures this key group of influencers like **BE** across every media platform, culminating with the unduplicated Women of Power Summit, the nation's No. 1 professional development event for corporate and professional women of color.



INCLUSION IS A CORE BUSINESS STRATEGY

The **40 Best Companies for Diversity** are determined by a comprehensive outreach effort to the CEOs and diversity executives of the top publicly traded companies, and the diversity executives of the leading global companies with strong U.S. operations. The companies identified in the special report outperformed their peers in one or more of four key categories: supplier diversity, senior management, board involvement, and employee base.



CONTENT CALENDAR

JANUARY

FEBRUARY

EVENTS

- Road to the Women of Power Summit

DIGITAL

- New Year, New Beginnings**
- BE Modern Man "Men of Distinction" 2017 Kickoff
 - The Newest Tech Gadgets (CES)
 - Best Employers For Millennials
 - Mentoring Spotlight:** National Mentoring Month
 - North American International Auto Show
 - 45th Anniversary of the BE 100s: Yearlong Kickoff

EVENTS

- ABFF Awards:**
A Celebration of Hollywood
February 16, Los Angeles



- BE Modern Man Tour
- HBCU Summit at Morgan State University
- Road to TechConneXt (Black History Month)

DIGITAL

- Women of Power
- Valentine's Day Guide to Love & Money
- Black History Month
- The Business of Entertainment:**
ABFF Awards, the Oscars & the Grammys
- Sports Biz:** The Super Bowl
- Tax Prep Time:** Tax Planning Strategies

PUBLISHING

January/February: Women of Power Special Issue

- Power Women & Rising Stars in Corporate America
- Women in STEM
- Fashion and Beauty Entrepreneurs

- Where to Invest in 2017
- Black History Month
- 45th Anniversary of the BE 100s: Yearlong Kickoff

BROADCAST

Our World

- All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- Entrepreneur of the Week:** Successful Small Business features
- BE Modern Man:** Honoring the image and accomplishments of today's men
- TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- Slice of Life:** Everyday (s)heroes making a difference in their communities
- Special Branded programming:** North American International Auto Show coverage
- Customized sponsored segments/vignettes

Women of Power

- Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming:** North American International Auto Show coverage
- Customized sponsored segments/vignettes

BROADCAST

Our World

- All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
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- Customized sponsored segments/vignettes

Women of Power

- Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
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- Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming:** North American International Auto Show coverage
- Customized sponsored segments/vignettes

CONTENT CALENDAR

MARCH

APRIL

EVENTS

- 2017 Women of Power Summit
March 9–12 Arizona Grand Resort & Spa



- Road to the Entrepreneurs Summit

DIGITAL

- The Hottest Franchises
- Millennial Makers: Our 30 Under 30 List
- Women's History Month
- SXSW: The Black Tech Landscape
- Entrepreneurs Summit Preview: The Black & Latino Business Connection

EVENTS

- The Good Life

DIGITAL

- Entrepreneurs Summit Preview
- Financial Literacy Month
- BEing Green: Sustainable Businesses
- 30 Day Challenge: Spring Clean Your Life
- Summer Travel & Family Vacations

PUBLISHING

March/April: Entrepreneurs Summit Preview

- Small Business Awards Hall of Fame
- Top Grants and Other Sources of Free Money
- Best Franchises for African American Entrepreneurs
- Teaching Your Kids About Money

BROADCAST

Our World

- All Access: Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- Entrepreneur of the Week: Successful Small Business features
- BE Modern Man: Honoring the image and accomplishments of today's men
- TechConneXt: Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- Slice of Life: Everyday (s)heroes making a difference in their communities
- Special Branded programming: Women of Power Summit, SXSW, and BE Small Business Awards Hall of Fame
- Customized sponsored segments/vignettes

Women of Power

- Power Suite: A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- Power of the Purse: Money, Personal Finance & Consumer Education in wealth building and management
- Woman to Woman: Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life: Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming: The Good Life
- Customized sponsored segments/vignettes

BROADCAST

Our World

- All Access: Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- Entrepreneur of the Week: Successful Small Business features
- BE Modern Man: Honoring the image and accomplishments of today's men
- TechConneXt: Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- Slice of Life: Everyday (s)heroes making a difference in their communities
- Special Branded programming: 45th Anniversary of the BE 100s
- Customized sponsored segments/vignettes

Women of Power

- Power Suite: A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- Power of the Purse: Money, Personal Finance & Consumer Education in wealth building and management
- Woman to Woman: Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life: Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming: The Women of Power Summit
- Customized sponsored segments/vignettes

CONTENT CALENDAR

MAY

JUNE

EVENTS

- 2017 Black Enterprise Entrepreneurs Summit
May 17–20, Marriott Marquis Houston



- BE Modern Man Tour

DIGITAL

- Millennial Guide to Adulting
- Best Career Options for New Grads
- Mother/Daughter Success Stories
- Building Wealth Through Real Estate
- Supplier Diversity: Scaling Up Your Business

EVENTS

- 2017 American Black Film Festival
June 14–18 Miami



- BE Modern Man Tour
- ABFF Encore at the BET Experience
June 22–25, Los Angeles
- Road to TechConneXt Summit
(Entertainment)

DIGITAL

- BE 100s: The Nation's Largest Black Businesses
- Social Entrepreneurs: Black Global Game Changers
- I Do! Making Big Bucks in the Wedding Business
- BE Modern Man: Portraits of Black Fatherhood
- Black Music Month

PUBLISHING

May/June: BE 100s: The Nation's Largest Black Businesses

- 45th Anniversary of the BE 100s
- Supplier Diversity
- Business of Entertainment
- The Financial Benefits of Homeownership

BROADCAST

Our World

- All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- Entrepreneur of the Week:** Successful Small Business features
- BE Modern Man:** Honoring the image and accomplishments of today's men
- TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- Slice of Life:** Everyday (s)heroes making a difference in their communities
- Special Branded programming:** Entrepreneurs Summit and the BE Modern Man Tour
- Customized sponsored segments/vignettes

Women of Power

- Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming:** Entrepreneurs Summit and Celebrity Moms
- Customized sponsored segments/vignettes

BROADCAST

Our World

- All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- Entrepreneur of the Week:** Successful Small Business features
- BE Modern Man:** Honoring the image and accomplishments of today's men
- TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- Slice of Life:** Everyday (s)heroes making a difference in their communities
- Special Branded programming:** American Black Film Festival
- Customized sponsored segments/vignettes

Women of Power

- Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- Special Branded Programming:** American Black Film Festival and Summer Travel
- Customized sponsored segments/vignettes

CONTENT CALENDAR

JULY

AUGUST

EVENTS

- The Good Life

DIGITAL

- Summer Health & Fitness
- Summer School: College Prep
- The Business of Luxury
- Must Do's in Your 20s, 30s, 40s

EVENTS

- Road to TechConneXt Summit (Sports)
- BE Corporate Directors Retreat Martha's Vineyard

DIGITAL

- BE's Back to School College Guide
- Back to School for Adults: Professional Development
- BE Global: Study Abroad
- Lessons From the Boardroom

PUBLISHING

July/August: Power in the Boardroom: Corporate Directors Registry

- Corporate Executive of the Year
- C-Suite Strategies: How to Get Ahead at Work
- BE Modern Man
- Mid-Year Financial Checkup

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** Customized sponsored segments/vignettes

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** Customized sponsored segments/vignettes

CONTENT CALENDAR

SEPTEMBER

OCTOBER

EVENTS

- BE Smart HBCU Summit
- Road to TechConneXt Summit (Women in Tech Brunch)

DIGITAL

- The Road to TechConneXt
- Women in Tech: Female Entrepreneurs
- Six-Figure Side Hustles
- The Good Life Series
- Hispanic Heritage Month

EVENTS

- 2017 Black Enterprise TechConneXt Summit
October 9–10, Silicon Valley



DIGITAL

- Success Secrets From the Wealthiest Blacks
- Last Call: Achieve Your 2017 Goals
- Beating Breast Cancer
- Fall Nesting Guide: Home Décor & Renovations

PUBLISHING

September/October: 100 Most Powerful Executives in Corporate America

- TechConneXt Preview
- America's Urban Tech Hubs
- Tech Trends You Need to Know
- Best Colleges for Blacks
- Retirement Planning for Every Generation

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** Corporate Executive of the Year and features on Corporate Diversity
- Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** Corporate Executive of the Year and features on Corporate Diversity
- Customized sponsored segments/vignettes

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** TechConneXt Summit and features on Health and Wellness
- Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** TechConneXt Summit and features on Health and Wellness
- Customized sponsored segments/vignettes

CONTENT CALENDAR

NOVEMBER

DECEMBER

EVENTS

- BE Modern Man Tour

DIGITAL

- #BuyBlack 12 Days of Christmas
- BE Guide to Spirits
- The Next Billion-Dollar Entrepreneur
- Careers for Veterans

EVENTS

- BE Modern Man Tour

DIGITAL

- What You Can Learn From America's Most Diverse Companies
- 2017: The Year in Review
- 30 Day Challenge: Your Best New Year Ever
- Giving Back: Our Guide to Black Philanthropy

PUBLISHING

November/December: 50 Best Companies for Diversity

- Holiday Gifts & Entertaining
- Annual Auto Guide
- Family Finances 101
- Your 2018 "Best Life" Plan
- Family First: Health and Caregiving

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** The BE "50 Best Companies for Diversity"
- Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** Top women in the BE "50 Best Companies for Diversity" and Holiday Entertaining
- Customized sponsored segments/vignettes

BROADCAST

Our World

- **All Access:** Hottest personalities, celebrities & influential newsmakers and executives in entertainment and corporate America
- **Entrepreneur of the Week:** Successful Small Business features
- **BE Modern Man:** Honoring the image and accomplishments of today's men
- **TechConneXt:** Features on the movers & shakers in the Tech industry and the latest trends and gadgets
- **Slice of Life:** Everyday (s)heroes making a difference in their communities
- **Special Branded programming:** Philanthropy and gift-giving for the holidays
- Customized sponsored segments/vignettes

Women of Power

- **Power Suite:** A look from the corner office at the influencers in corporate America, tech, entrepreneurship, and philanthropy
- **Power of the Purse:** Money, Personal Finance & Consumer Education in wealth building and management
- **Woman to Woman:** Inspirational; a look at the most powerful women in entertainment and sports
- **Luxe Life:** Hottest trends in lifestyle, wellness, travel, tech and fashion
- **Special Branded Programming:** Holiday Gift Guide
- Customized sponsored segments/vignettes

SOMETIMES THE RIGHT CONNECTION IS ALL YOU NEED










The aim of **BLACK ENTERPRISE** Events is to create opportunities for its clients to reach the **BLACK ENTERPRISE** audience. **BLACK ENTERPRISE** Events offer sporting activities, special business and educational programs to meet the needs of our clients and the **BE** audience. Our signature events offer business opportunities, unrivaled networking for decision makers, and the best in leisure activity. No-where else can you experience such a combination in one place and time.

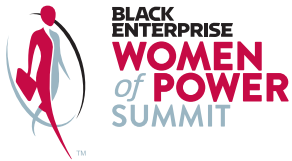
Our events, our audience, and our partnerships are first class. The benefits are tremendous with **BLACK ENTERPRISE** Events. Partnerships offer the opportunity to be associated with the nation's premier business and networking events. It also provides prospects for involvement, promotional placement, branding through event materials and advertisement across all of our multimedia platforms. Our partners take full advantage of the exposure and experience of interacting with our diverse audience of tastemakers and leaders. Additional benefits include full registrations, lead generation, pre-and-post marketing efforts and data, and integration within each event program element.



EMPOWERERS



	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
SMALL BUSINESS & TECHNOLOGY												
PROFESSIONAL												
LIFESTYLE												
CUSTOM												



WOMEN OF POWER SUMMIT

An exclusive 3-day gathering of more than 700 women of color executives

Summit Attendees Are Educated And Affluent

Graduated college	94%
Post-graduate degree	50%
Average household income	\$193,000

Personal Profile

Attendees between ages 35 and 54	74%
Average age	43

Executive Level

More than 53% of the attendees are senior level managers	
President	4.4%
Vice President	15.6%
General Manager	1.1%
Owner/Partner	10.65%
Manager	33.3%
Executive Director	34.4%

ENTREPRENEURS SUMMIT

The country's premier business conference and networking event for 1,200 African American entrepreneurs and aspiring entrepreneurs

Conference Attendees Are Educated And Affluent

Graduated college+	83%
Post-graduate degree	36%
Average household income	\$123,000

Personal Profile

Male/Female	42%/58%
Attendees between ages 35 and 54	63%
Average age	42

Entrepreneurial Level

Own a business	71%
In business more than 5 years	62%
Average years in business	6

Businesses Represented

Marketing/Advertising/ Communications	37.1%
Education/Training	8.6%
Retail/Wholesale	7.8%
Computer/Technology	6.9%
Real Estate/ Construction	10.3%
Professional/Personal Services	8.6%
Medical	4.3%
Finance	3.4%
Creative/Design + Other	13%





GOLF & TENNIS CHALLENGE

The largest African American sporting event of its kind, attracting more than 1,000 affluent, educated consumers with significant buying power

Challenge Attendees Are Educated And Affluent

Average household income	\$183,000
Graduated college+	90%
Post-graduate degree	48%

Thought leaders and decision makers who represent a core segment of the BE subscriber base

Top and middle managers	75%
Own a business	43%
Married	44%

Personal Profile

Male/Female	33%/67%
Attendees between ages 35 and 54	65%

Nationally Dispersed Attendees

Northeast	31%
Southeast	39%
Midwest	13%
Southwest	11%
Northwest	6%

TECH CONNEXT SUMMIT

A unique and unparalleled opportunity, bringing the best and brightest of the tech community from Silicon Valley and beyond. There has never been an event quite like this.

Summit Attendees Are Educated And Affluent

Average household income	\$150,000
Average annual household spend	\$75,000
Graduated college+	87%

Industries Represented

Advertising/Marketing/Entertainment	21%
Sales	11%
Entrepreneurs	9%
Education	8%
Mobile/Telecom	7%
Finance	5%
Technology/Robotics	4%
VC/Incubators/Accelerators	3%

Personal Profile

Male/Female	51%/49%
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BLACK ENTERPRISE

TECHCONNEXT SUMMIT

Nationally Dispersed Attendees

CA	60%
NY	7%
GA	3%
NJ	3%
TX	3%
NC	3%

Data Consumption

Mobile	37%
Laptop/Desktop	46%
Tablet	9%
TV	8%



PRESENTING SPONSORSHIP

- Opportunity to host a main stage event/program
- Opportunity for involvement in programmatic elements of the event (i.e panel speaker, moderator, welcome remarks, etc.)
- Category exclusivity
- Advertisement in the Event App
- Reserved table(s) at main stage hospitality events
- Corporate identification in **BLACK ENTERPRISE** network's national promotional and PR campaigns.
- Conference Registrations
- Complete list of event attendees provided for post event direct marketing.
- Expo booth opportunities (excludes Women of Power Summit and Golf & Tennis Challenge)
- Digital branding and content integration on event dedicated landing page of www.blackenterprise.com

PLATINUM SPONSORSHIP

- Opportunity for involvement in programmatic elements of the event (i.e panel speaker, moderator, etc.)
- Create a customized afternoon Session.
- Advertisement in the Event App
- Reserved table at main stage hospitality events
- Corporate identification in **BLACK ENTERPRISE** network's national promotional and PR campaigns.
- Conference Registrations
- Complete list of event attendees provided for post event direct marketing.
- Expo booth opportunities (excludes Women of Power Summit and Golf & Tennis Challenge)
- Digital branding and content integration on event dedicated landing page of www.blackenterprise.com

Event	Presenting Rate (net)	Platinum Rate (net)	Corporate Rate (net)
Women of Power Summit	\$175,000	\$125,000	\$75,000
Entrepreneurs Summit	\$175,000	\$125,000	\$75,000
Golf & Tennis Challenge	\$175,000	\$125,000	\$75,000
Tech ConneXt Summit	\$175,000	\$125,000	\$75,000

RATES & BENEFITS SUBJECT TO CHANGE

CONNECTED & ENGAGED

BE Digital. BE Next. BE Now.

Accessed from via the Web, smartphones, and tablets, **BlackEnterprise.com** is the first-stop online destination for African American professionals and entrepreneurs. And with good reason: This interactive and user-friendly website offers expert advice, analysis, resources, and insight from **BLACK ENTERPRISE's** esteemed editors and the nation's top thought leaders in small business, money management, careers, and lifestyle. **BlackEnterprise.com** features photos and exclusive video series that keep you entertained and informed, and social media tools, including Facebook and Twitter, that help you connect and engage with your peers. Visitors can even view the latest editions of our TV shows, *Women of Power* and *Our World with Black Enterprise*, and connect live to our conferences and events via live streaming video. Innovative... authoritative... accessible... **BlackEnterprise.com** is the online nexus for people looking to stay informed and competitive.



INFORMS

Home Page Money, Career, Small Business, Technology, Lifestyle, News, Events, Women of Power, and Education

Money Investing, Planning & Budgeting, Homeownership, Love & Money, and more

Career Career Advice, Top Careers, Changing Lanes, and Find Jobs

Small Business Getting Started, Home Based, Franchises, and Financing

Lifestyle Arts & Culture, Travel & Leisure, SportsBiz, and Health & Wellness

Technology Tools, Products, and People

News Hot Topics and Washington Report

Photos Photo galleries featuring exclusive images and photo essays

Videos “The High Life,” “Ask the Experts,” “Small Business Advantage,” “One on One” as well as exclusive video from our events.

TV Shows Clips and full episodes from *Our World with Black Enterprise* and *Women of Power*.

Magazine A look inside the issues of **BLACK ENTERPRISE** magazine as well as exclusive Web extras from each issue.

Events Go behind-the-scenes and hear from experts at our annual events including the **Black Enterprise Entrepreneurs Summit**, the **Black Enterprise Women of Power Summit**, the **Black Enterprise Golf & Tennis Challenge**, **Black Enterprise Tech ConneXt Summit**, **The American Black Film Festival**, and the **ABFF Honors Awards Show**

BE Lists Use this directory of the top black businesses, executives, colleges and more...

Women of Power Movers, shakers and dealmakers who are proud women of power—executives and business leaders who are breaking barriers and challenging the status quo. Get advice, insight and inspiration...



WEBSITE USER PROFILE

MOBILE OPPORTUNITIES

USER PROFILE

YOY Increase (Oct. 2014—Oct. 2015)

Users	+68%
Pageviews	+70%

User Profile

Average Age	36
Women	58%
Men	42%

Education

Holds Undergraduate Degree	44%
Holds Post-Graduate Degree	36%

Average Household Income

\$50k — \$100k	26%
\$100k+	37%

Employment

Professional/Managerial	68%
Owner/Part Owner of Business	31%
Company Size	
2,000+	23%
600 - 1,999	7%
100 - 599	15%
Less than 100	55%
Student	13%

Statistical, Behavioral, & Composition Data

Average Monthly Users	840,983
Page Views	1.7 Million
Visits	7.3 Million
Average Time Spent	1:22 Minutes

Magazine

Digital Subscribers	11%
Print Subscribers	89%

SOURCE: COMSCORE, QUANTCAST, GOOGLE ANALYTICS

SOCIAL MEDIA

The **BlackEnterprise.com** social media audience is highly interactive with the core content and are stimulated more by resources, primarily information tailored with the African American perspective.

In addition to support of daily content, we also support our social efforts by hosting a variety of social events. Some of our most engaging events include our Twitter and Facebook chats, live Periscope, and Blab.im sessions with business experts and entertainment personalities. We also host events in support of internal programs such as our BESmart and BEModern Man initiatives.

Importance of Content for Our Readers

- Business & News
- Career
- Lifestyle
- Education
- Money
- Music & Entertainment

Statistical, Behavioral, & Composition Data

Facebook Fans	583,348
Twitter Followers	219,159
Instagram	115,666
Periscope	33,534
LinkedIn Connections	19,757
Pinterest	4,522
YouTube	4,532



MOBILE

Consumers get easy access to the latest Money, Small Business, Career Tips, Lifestyle, Technology, Women, Education, Politics, How-Tos, News, Photos, and Videos on their phone.

Site Features

- Articles** Get all the info you need to know and weigh in on news, politics, and issues affecting our community.
- Photos** Browse through hundreds of photos of our celebrities, tastemakers, and events.
- Video** Gain access to our experts, editors, events, and TV shows (*Women of Power* and *Our World with Black Enterprise*).
- Branding** 320x50 or 300x50 banners contextually positioned to target **BE** audiences on the go.

Mobile Impressions

Average Monthly Page Views	181,226
Average Monthly Impressions	362,453

AD SPECIFICATIONS

Standard/High Impact

Standard Media	Formats	Max Flash	Max JPG/GIF	Loop Limit	Max Expansion
Leaderboard: 728x90	HTML5 (3rd Party Preferred), Flash, JPG, GIF, SWF, Static JPG	40k	40k	3 Loops max	728x270
Medium Rectangle: 300x250	HTML5 (3rd Party Preferred), Flash, JPG, GIF, SWF, Static JPG	40k	40k	3 Loops max	600x250
Half Page: 300x600	HTML5 (3rd Party Preferred), Flash, JPG, GIF, SWF, Static JPG	40k	40k	3 Loops max	600x600
Wallpaper: 1600x1024	Custom 1x1	—	40k	—	—
Pushdown: 970x90	1x1 Impression & click tracking. HTML5 (Preferred, 3rd party hosted only)	60k (SWF)	40k	3 Loops max	970x415r

Rich Media

Standard Media	File Type	Initial Load	Max File	3rd Party Tags	Specs
Leaderboard: 728x90	JPG, GIF, SWF	<15K	100K	Yes	Expands down; Max expanded size: 728x315
Medium Rectangle: 300x250	JPG, GIF, SWF	<15K	100K	Yes	Expands left; Max expanded size: 600x250
Half Page: 300x600	JPG, GIF, SWF	<15K	100K	Yes	Expands left; Max expanded size: 600x600
Interstitial: 640x480	JPG, GIF, SWF	60K	100K	Yes	"X-Close" button in upper right corner. 15 seconds, then auto-close. Please provide 3rd party ad tag, or if siteserved, SWF & FLA, and all corresponding fonts and build in a clickTag.

Newsletters

Unit	File Type	Max File	3rd Party Tag
728x90	JPG, GIF	40k	Ads are hardcoded via site: 1x1 tracking pixels accepted
300x250	JPG, GIF	40k	Ads are hardcoded via site: 1x1 tracking pixels accepted

Mobile/Video

Placement	Formats	Max JPG/GIF	Max Video
Static: 320x50 or 300x50	Static: JPG & 1x1 (3rd party tracking). TPT: Standard redirect. Static: DFA internal redirect	40k	—
Pre Roll	MOV, MP4 (3rd party impression & click tracking) 3rd Party Served: VAST 2.0, VAST 3.0, VPAID	—	:15 or :30

iPad

Unit	Max File	Format	Animation Time
1024x768	40K	GIF, JPG, HTML5	15 sec
768x1024	40K	GIF, JPG, HTML5	15 sec

For complete specifications, visit <http://www.blackenterprise.com/mediakit/ad-specs/>

FTP Site

ftp.blackenterprise.com
Login: artftp ■ Password: artftp

Corporate Headquarters New York Office

260 Madison Avenue, 11th Floor ■ New York, New York 10016
212-886-9555 Fax: 212-886-9618 ■ E-mail: beads@blackenterprise.com

FRESH INSIGHT FROM AN AUTHORITATIVE VOICE

Women of Power hosted by Caroline Clarke brings you the biggest names in business with our Power Suite interviews, essential Power of the Purse discussions on personal finance, Power Forward topics including work-life balance, and Luxe Life featuring the hottest lifestyle trends and luxury living.

REACHING 70% OF AFRICAN AMERICAN
HOUSEHOLDS & GROWING!

Our World with Black Enterprise hosted by Paul Brunson highlights the contemporary African American experience with All Access interviews of today's top newsmakers and celebrities, From the Corner Office features on success secrets of movers and shakers, and Slice of Life profiles of ordinary people "paying it forward" in their communities.



INSPIRES



FROM THE EXECUTIVE SUITE ... TO THE RED CARPET!

From the executive suite...to the red carpet! Join us weekly for the who's who in Entertainment, Politics, and Corporate America. *Our World with Black Enterprise* features exclusive interviews with today's top newsmakers and celebrities, while spotlighting corporate executives, small business leaders, and community champions.

Segments

- All Access** Our celebrity headliners give our viewers an exclusive look inside their latest projects and high-profile lives.
- Entrepreneur of the Week** Features successful small business owners who provide our viewers with tips on growing their business ventures.
- From the Corner Office** We highlight success secrets of movers and shakers, from the most powerful people in business, entertainment, sports, and philanthropy.
- Slice of Life** We introduce you to everyday heroes making a difference by doing extraordinary things in their community.

Household Coverage & Reach

Total U.S. Households	113.8M
Syndication	55% or 62,590,000
Total African American Households	14.8M
Syndication	73% or 10,804,000
Cable (TV One) 210 Cable Markets	49% or 55,762,000

Top 3 Markets

- New York
- Chicago
- Dallas

Ad Unit	Time	Rate
Commercial/Spot	:30	\$7,500
Billboard/Bumper	:05	\$1,500
Segment Sponsorships	:05	\$3,000
Promotional Consideration	:05	TBA
Promotional Consideration	:10	TBA

Additional Sponsorship Opportunities

Tie-ins with other **BLACK ENTERPRISE** media platforms and other customized opportunities.

* Top 10 cable markets ** Airing in 7 of the top 10 AA broadcast markets

SOURCE: NIELSEN MEDIA RESEARCH. MARKETS SUBJECT TO CHANGE



IT'S A VIEW FROM THE TOP!

A fresh new half-hour series providing an in-depth, and intimate look, into the lives of some of the world's most fascinating women. **Women of Power** features success secrets, strategies, and advice from the corporate boardroom to the hills of Hollywood. This television series will uplift, motivate and celebrate women of color.

Segments

Power Suite We highlight success secrets of movers and shakers, from the most powerful women in business, entertainment, sports, and philanthropy.

Power of the Purse A step-by-step financial empowerment guide providing our viewers with vital information to build and grow their personal wealth.

Power Forward Rotating topics including work-life balance, health & wellness, and relationships.

Luxe Life Features the hottest trends in lifestyle, entertainment, and technology.

Woman to Woman This :60 second motivational segment inspires today's Woman of Power.

Household Coverage & Reach

Total U.S. Households	113.8M
Syndication	50% or 56,900,000
Total African American Households	14.9M
Syndication	65% or 9,685,000
Cable (TV One) 210 Cable Markets	49% or 55,762,000

Top 3 Markets

Los Angeles
Dallas
Detroit

Ad Unit	Time	Rate
Commercial/Spot	:30	\$7,000
Billboard/Bumper	:05	\$1,100
Segment Sponsorships	:05	\$3,000
Promotional Consideration	:05	TBA
Promotional Consideration	:10	TBA

Additional Sponsorship Opportunities

Tie-ins with other **BLACK ENTERPRISE** media platforms and other customized opportunities.

* Top 10 cable markets ** Airing in 7 of the top 10 AA broadcast markets

SOURCE: NIELSEN MEDIA RESEARCH. MARKETS SUBJECT TO CHANGE

THE GOLD STANDARD

BLACK ENTERPRISE is a magazine but it is also a gold-standard brand powered by four decades of targeted, aggressive audience building. A strong circulation (4 million readers every month; a paid circulation of more than 500,000) is only half the story. Behind the numbers is an audience of affluent men and women that no other financial publication is reaching. **BE's** audience overlap with our competitors is a mere 10%.

WHY THE EXCLUSIVE BRAND LOYALTY?

Because we deliver information that makes a difference in the lives of our readers. Because for four decades we've shown them how to best earn and manage their money. No other name in the industry speaks to affluent African Americans with the authority we've earned. It's a level of trust that extends to our advertising and marketing partners who have direct access to an elite, engaged, and influential audience of African American consumers.



ENRICHES



Technology

Uses Computer for Business or Personal Reasons	95%
Purchased/Leased Computer in Past 12 Months	40%
Purchased/Leased Laptop in Past 12 Months	22%
Purchased/Leased Printer in Past 12 Months	27%
Uses the Internet	95%
Uses the Internet Five or More Hours Per Week	75%
Average Hours Spent Online Per Week	19
Made Online Purchase in Past 12 Months	89%
Spent More Than \$500 Online in Past 12 Months	56%
Average Spent Online in Past 12 Months	\$1,760
Has Purchase Authority for Computer/IT/ Wireless Products/Services at Work	43%

Home Electronics

Purchased Flat-screen Television in Past Year	25%
Average Spent on Flat-screen Television	\$1,681
Average Spent on Home Theater System	\$905
Purchased Digital Music Player in Past Year	37%
Average Spent on Digital Music Player	\$362
Purchased DVD Player in Past Year	50%
Purchased DVR (TiVo, Replay TV) in Past Year	19%
Average Spent on DVR	\$393

Fashion and Jewelry

Purchased Women's Apparel in Past Year	88%
Average Spent on Women's Apparel	\$1,498
Purchased Men's Apparel in Past Year	74%
Average Spent on Men's Apparel	\$1,395
Purchased Jewelry or Watches in Past Year	68%
Average Spent on Jewelry/Watches	\$1,295

Entertaining

Entertains One or More Times per Month at Home	39%
Entertains One or More Times per Month Outside the Home	43%

Consumes or Serves Alcohol Occasionally/in Past 7 Days

Types of Alcohol	
Blended or Rye Whiskey	8%
Canadian Whiskey	7%
Irish Whiskey	5%
Scotch Whiskey	10%
Whiskey (any)	17%
Bourbon	10%
Gin	16%
Rum	28%
Tequila	23%
Vodka	32%
Table Wine	50%
Champagne/Sparkling Wine	36%
Wine Coolers	26%
Brandy or Cognac	26%
Cordials or Liqueurs	15%
Beer	42%



		INSERTION	MATERIALS	ON SALE
WOMEN OF POWER SPECIAL	Jan/Feb	1/10/17	2/1/17	2/28/17
ENTREPRENEURS SUMMIT PREVIEW	Mar/Apr	3/7/17	3/29/17	4/20/17
AMERICA'S LARGEST BLACK-OWNED BUSINESSES	May/Jun	5/1/17	5/24/17	6/22/17
POWER IN THE BOARDROOM	Jul/Aug	7/11/17	8/2/17	8/22/17
100 MOST POWERFUL EXECUTIVES IN CORPORATE AMERICA	Sept/Oct	9/12/17	10/4/17	10/26/17
50 BEST COMPANIES FOR DIVERSITY	Nov/Dec	11/7/17	11/29/17	12/21/17



2017 ADVERTISING RATES

Four Color

Size	1X	3X	6X	12X	18X	24X	36X
Full Page	\$42,000	\$39,480	\$38,225	\$36,960	\$35,280	\$33,600	\$31,500
2/3 Page	33,600	31,585	30,580	29,570	28,230	27,275	25,200
1/2 Page	27,300	25,670	24,850	24,040	22,935	21,845	20,480
1/3 Page	21,000	19,745	19,120	18,480	17,645	16,800	15,755
1/4 Page	16,800	15,800	15,295	14,785	14,115	13,445	12,600
1/6 Page	12,600	11,850	11,470	11,095	10,585	10,080	9,455

Black/White

Size	1X	3X	6X	12X	18X	24X	36X
Full Page	\$31,500	\$29,615	\$28,670	\$27,725	\$26,465	\$25,200	\$23,630
2/3 Page	25,200	23,700	22,940	22,185	21,170	20,160	18,910
1/2 Page	20,480	19,260	18,640	18,030	17,205	16,385	15,365
1/3 Page	15,755	14,810	14,345	13,865	13,240	12,600	11,825
1/4 Page	12,600	11,855	11,470	11,095	10,585	10,080	9,455
1/6 Page	9,455	8,895	8,605	8,320	7,950	7,565	7,095

Four Color Cover Rates (including bleed charge)

Size	1X	3X	6X	12X	18X	24X	36X
2nd/3rd	\$50,400	\$47,380	\$45,865	\$44,360	\$42,345	\$40,325	\$37,800
4th	54,600	51,330	49,695	48,050	45,865	43,680	40,955

Color Rates

Standard AAAA

Per page extra: \$1,825

Matched color

Per page extra: \$2,655

Bleed Rates

10% on earned rate

Regionals

BLACK ENTERPRISE can accommodate all types of regional ads. Contact your **BE** representative for details and rates.

Preferred and Special Positions

Space plus	10%
Island position	20%

Commissions and Discounts

Commission applies to space, color, bleed, and special position charges: 15% to recognized agencies if paid within 30 days of invoice date, 2% cash discount within 10 days of invoice date. Other charges are not commissionable. Terms net 30 days. Interest on any past-due balance is charged at the rate of 1.5% per month.

Inserts

Supplied or in-house inserts are accepted. Contact your **BE** representative for rates.

Multiple Page Discounts

6-11	10%
12+	20%



Four Color

Size	1X	3X	6X	12X
Full Page	\$31,500	\$29,615	\$28,670	\$27,725
2/3 Page	25,200	23,710	22,940	22,185
1/2 Page	20,480	19,260	18,640	18,030
1/3 Page	14,185	13,330	12,905	12,710
1/4 Page	11,035	10,370	10,040	9,705
1/6 Page	7,880	7,410	7,170	6,935

Black/White

Size	1X	3X	6X	12X
Full Page	\$23,635	\$22,220	\$21,515	\$20,805
2/3 Page	18,910	17,765	17,210	16,645
1/2 Page	15,365	14,445	13,985	13,720
1/3 Page	10,635	10,000	9,685	9,365
1/4 Page	8,035	7,555	7,315	7,070
1/6 Page	5,910	5,560	5,385	5,210

Display Classified

Size	1X	3X	6X	12X
1 Column X 1	\$1,080	\$1,010	\$980	\$965
1 Column X 2	1,875	1,755	1,700	1,655
1 Column X 3	2,800	2,620	2,550	2,485
1 Column X 4	3,700	3,485	3,375	3,290
1 Column X 5	4,620	4,350	4,225	4,125

Business Card Directory

Size	1X	3X	6X	12X
Standard Business Card Size	\$2,730	\$2,575	\$2,485	\$2,405

Non-display Classified

Size	1X	3X	6X	12X
Per Word (20-word minimum)	\$11.50	\$10.80	\$10.40	\$10.00

RATE CARD NO. 34 • EFFECTIVE JANUARY 2017 • 500,000 ABC AVERAGE PAID CIRCULATION

Classified Mechanical Specifications

All advertisements will consist of text material only. We will set all display ads. Camera-ready copy accepted. (Column width: 1 5/8 inches.)

Word Count

P.O.B. numbers, telephone numbers, and hyphenated words count as two words. Cities (Atlantic City) and states (New Jersey) count as one word. All abbreviations, zip codes, initials, single and group figures, or letters count as one word. E-mail and URL addresses count as three words.

Charge Orders

Telephone orders accepted with Visa, MasterCard, or American Express only.

Cash Orders

A check or money order must accompany copy.

Commission

15% of gross to recognized advertising agencies; no cash discount.

Bleed Rates

10% on earned rate

Commission and Discount

Commission applies to space, color, bleed, and special position charges. Other charges: 15% to recognized agencies if paid within 30 days of invoice date, 2% cash discount within 10 days of invoice date. Other charges are not commissionable. Terms net 30 days. Interest on any past-due balance is charged at the rate of 1.5% per month.

Color Rates

Standard AAAA

per page extra: \$1,825

Matched color

per page extra: \$2,655



Advertising Material Specifications

Trim size 8 x 10.5

Non-bleed Sizes:

Page 7 x 9.625	
Two page facing	14 x 9.625
2/3 page vertical	4.625 x 9.625
1/2 page horizontal	7 x 4.6875
1/2 page horizontal (spread)	14 x 4.6875
1/2 page vertical	3.5 x 9.625
1/3 page vertical	2.25 x 9.625
1/3 page horizontal	4.625 x 4.6875
1/4 page	3.5 x 4.4375
1/6 page horizontal	4.375 x 2.3125
1/6 page vertical	2.25 x 4.4375
Digest size	4.625 x 6.75

Bleed Sizes:

Page	8.25 x 10.75
Spread	16.5 x 10.75
2/3 page vertical	2.25 x 10.75
1/2 page spread (bleed)	16.5 x 5.4375
1/2 page horizontal	8.25 x 5.4375
1/2 page vertical	4.125 x 10.75
1/3 page vertical	3 x 10.75
1/3 page horizontal	5.25 x 5.4375
Digest size	5.25 x 7.3125

Safety - 3/8 from trim
 Gutter Bleed Safety - 1/4 each side
 Gatefold Availability - Sizes and rates upon request

Screen and Density

For run of magazine and covers:

- Black and white, two color: #133 line screen
- Four color
- Four color density not to exceed 280%

Four Color Copy for Offset Reproduction

All four color material must be accompanied by matchprints or high-quality proofs.

Digital files on CDs or DVDs accepted in the following forms:
 PDF/XIA (all imbedded images must be hi-res),

InDesign, or Quark document with hi-res images and fonts.

Binding

Perfect bound: All issues

Printing

Cover: Web offset
 Text: Web offset
 Four color rotation: Black, blue, red, yellow
 Four color ink: AAAA offset standard

Issuance and Closing Dates:

Published monthly; issued 15th of month preceding publication date. Complete, camera-ready art or reproduction proofs can be accepted 8 weeks prior to publication date.

No cancellations accepted after closing date for space reservation.

General

Advertisers and advertising agencies are jointly and severally liable for payment. Advertisers and advertising agencies also assume liability for content, including text, representations and illustrations of advertisements printed, and any claims arising therefrom made against the publisher. The publisher reserves the right to reject any advertisement that he feels is not in keeping with the publication's standards. All copy is subject to publisher's approval.

Direct Response

15% off one-time display rate; direct response rates are available to advertisers who offer merchandise and services solely by mail or mail-order catalogs, or establishments that make a direct offer solely by mail.

Production Inquiries

Please call Juan Diaz, production/advertising manager, at 212-886-9554 with any questions.

FTP Site

ftp.blackenterprise.com
 Login: artftp ■ Password: artftp

Corporate Headquarters New York Office

260 Madison Avenue, 11th Floor ■ New York, New York 10016
 212-886-9555 Fax: 212-886-9618 ■ E-mail: beads@blackenterprise.com

BE SALES CONTACT

DIRK J. CALDWELL

SVP/NATIONAL DIRECTOR OF MULTIMEDIA SALES

347-865-5892

CALDWELL@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST

BE SALES CONTACT

KYLE ALLMAN

VP OF MULTIMEDIA SALES

212-886-9507

ALLMANK@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST

BE SALES CONTACT

RENAU DANIELS

SR. DIRECTOR, EVENT SPONSORSHIP SALES

212-886-9544

DANIELSR@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST

BE SALES CONTACT

JACK CLARK

MULTIMEDIA SALES MANAGER

212-886-9762

CLARKJ@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST

BE SALES CONTACT

FABIOLA D. ROMAN

MULTIMEDIA SALES MANAGER

212-886-9592

ROMANF@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST

BE SALES CONTACT

ROBERT INGRAM

MULTIMEDIA SALES DIRECTOR, CORPORATE RESPONSIBILITY

646-275-6866

INGRAMI@BLACKENTERPRISE.COM



EVENTS

DIGITAL

PUBLISHING

BROADCAST