**AMERICAN INDIAN SCIENCE AND ENGINEERING SOCIETY**

**OUR MISSION:** The American Indian Science and Engineering Society (AISES) is a national nonprofit organization focused on substantially increasing the representation of American Indians, Alaska Natives, Native Hawaiians, Pacific Islanders, First Nations, and other Indigenous peoples of North America in science, technology, engineering, and math (STEM) studies and careers.

**KNOWLEDGE**
We are committed to the pursuit of knowledge and continuous growth in learning and teaching.

**INNOVATION**
We anticipate and embrace change and strive to learn and improve by trying new approaches and forward-thinking solutions.

**RELATIONSHIPS**
We actively build and continually steward transparent, honest, and ethical relationships with our partners, members, and all who are part of our AISES family.

**COMMITMENT**
We do what we say we are going to do and conduct our business with the highest standards of professional behavior and ethics.

**EMPOWERMENT**
We embrace the power of our people by encouraging them to take initiative, lead, and make decisions.

**CULTURE**
We honor our ancestors by carrying forward our cultural traditions and values in all that we do.

**Winds of Change**

THE ONLY CHOICE TO REACH INDIGENOUS NORTH AMERICANS IN STEM

2019 MEDIA KIT

AISES.org Banner Advertising

Winds of Change Website

Digital Newsletters
Winds of Change

The Only Choice to Reach Indigenous North Americans in STEM

THE STRUCTURE OF AISES
Organization, Chapters, and Programming

AISES DIRECTLY SUPPORTS EDUCATION AND JOB OPPORTUNITIES IN STEM FOR NATIVE AMERICANS

- STEM jobs in the field are set to increase 17% between 2014 and 2024, while non-STEM employment will grow just 12%.\(^1\)
- White non-Hispanics hold 71% of STEM jobs versus 0.4% held by American Indians/Alaska Natives.\(^2\)
- The average wage for all STEM occupations is $85,570, nearly double the average for all occupations ($47,230).\(^3\)
- 60% of the new jobs that will open in the 21st century will require skills possessed by only 20% of the current workforce.\(^4\)
- A strong tribal STEM workforce helps generate entrepreneurial opportunities to support tribal communities.

\(^1\) National Science Foundation
\(^2\) U.S. Census
\(^3\) Bureau of Labor Statistics data on occupational employment and wages, 2014
\(^4\) National Commission on Mathematics and Science for the 21st Century, 2000

MEMBER DISTRIBUTION

- 6,500+ Winds of Change total distribution per issue
- 4,600+ Individual Members
- 1,200+ High Members
- 1,200+ College Student
- 71% College Students and Young Professionals
- 25% Pre-College
- 30% Lifetime Members of AISES
- 53% Female
- 47% Male

AISES CHAPTERS AND AFFILIATES

- 190 College Chapters
- 158 Pre-College Affiliates
- 20 Professional Chapters

MEMBERSHIP BREAKDOWN

ALL MEMBERS BY REGION

CONTACT US: Candace McDonough • National Sales Director • 617.969.2137 • cmcdonough@aises.org
Winds of Change is published five times a year — four print issues and one digital-only issue — for American Indians, Alaska Natives, Native Hawaiians, Pacific Islanders, First Nations, and other Indigenous North Americans by the American Indian Science and Engineering Society.

### 2019 Issues: Special Editorial and Advertising Opportunities

<table>
<thead>
<tr>
<th>Issue</th>
<th>Distribution Date</th>
<th>Theme and Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPRING Distribution</td>
<td>April 2019</td>
<td>Top 50 Workplaces in STEM</td>
</tr>
<tr>
<td>SUMMER Distribution</td>
<td>June 2019</td>
<td>Top Jobs in a Growing STEM Field</td>
</tr>
<tr>
<td>FALL Distribution</td>
<td>October 2019</td>
<td>National Conference Issue</td>
</tr>
<tr>
<td>WRAP-UP Distribution</td>
<td>November 2019</td>
<td>National Conference Wrap-Up</td>
</tr>
<tr>
<td>SPECIAL COLLEGE ISSUE</td>
<td>December 2019</td>
<td>Top 200 Colleges</td>
</tr>
</tbody>
</table>

**Top 50 Workplaces in STEM**
*ISSUE FOCUS:* STEM employers committed to recruiting and retaining a diverse staff, with profiles of Native professionals in representative workplaces.

**Top Jobs in a Growing STEM Field**
*ISSUE FOCUS:* Opportunities in an expanding STEM field are the focus of this article, which puts industry experts in the spotlight to describe the roles most in demand.

**National Conference Issue**
*ISSUE FOCUS:* 25 Tribal STEM Enterprises to watch, with content relevant to the AISES National Conference.

**National Conference Wrap-Up**
*ISSUE FOCUS:* A recap of the AISES National Conference events and people.

**Top 200 Colleges**
*ISSUE FOCUS:* Preparing for, getting in, and making the most of college and graduate school. Includes Top 200 Colleges for Indigenous North Americans.

### In Every Issue

- **Career Builder**
  Includes Q&As with members talking about their experiences in the workplace as an employee or intern

- **AISES People**
  Profiles of AISES student and professional members

- **AISES Notebook**
  News about AISES members and chapters

- **Paths in Education**
  A compilation of enriching learning and career development opportunities for students and professionals, including internships, fellowships, conferences, workshops, and scholarships

- **Last Word**
  Final page includes thoughts from an individual who has an interest in furthering the AISES mission

### Digital Edition Platform

Our new digital magazine edition platform introduced in 2018 flows across all devices to improve mobile viewing quality. All digital issues are posted on aises.org and emailed to 14,000+ readers. Our digital editions offer advertisers unique opportunities to extend your reach beyond print circulation.

### All Print Issues are Promoted through Our Social Media Channels

User engagement per issue:
- Facebook: 10,555
- Instagram: 1,119
- Twitter: 3,630

### Contact Us:

Candace McDonough • National Sales Director • 617.969.2137 • cmcdonough@aises.org
Winds of Change Print Edition

All programs are subject to specific advertising requirements in Winds of Change media. Winds of Change is published exclusively by the American Indian Science and Engineering Society.

Print Publications & Digital-Only National Conference Wrap-Up Issue Advertising Rates (Gross)

<table>
<thead>
<tr>
<th>Ad Location/Size</th>
<th>1x</th>
<th>2x</th>
<th>3x</th>
<th>4x</th>
<th>5x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover</td>
<td>$4,605</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inside Front Cover</td>
<td>$4,600</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Inside Back</td>
<td>$7,650</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/3 Page Spread</td>
<td>$6,580</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Page</td>
<td>$6,890</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/3 Page (vertical)</td>
<td>$7,245</td>
<td>$3,280</td>
<td>$2,381</td>
<td>$2,138</td>
<td>$2,042</td>
</tr>
<tr>
<td>1/2 Page (horizontal)</td>
<td>$7,195</td>
<td>$2,445</td>
<td>$1,545</td>
<td>$1,318</td>
<td>$1,196</td>
</tr>
<tr>
<td>1/3 Page (vertical)</td>
<td>$7,175</td>
<td>$1,845</td>
<td>$1,245</td>
<td>$1,062</td>
<td>$1,005</td>
</tr>
<tr>
<td>1/4 Page</td>
<td>$7,175</td>
<td>$1,395</td>
<td>$1,065</td>
<td>$1,005</td>
<td>$1,005</td>
</tr>
<tr>
<td>College/University Logo or Job Opportunity</td>
<td>$620</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

PLEASE NOTE:
- Advertisers in Fall only or College Issue only will be charged an additional 15% over the gross price indicated.
- Advertisements placed in the National Conference Wrap-Up Issue are discounted 15% off the gross rate.

2019 ISSUE AD DATES

<table>
<thead>
<tr>
<th>Issue</th>
<th>Ad Sales Close</th>
<th>Ad Materials Due</th>
<th>Magazine Distributed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spring 2019</td>
<td>3/12</td>
<td>3/18</td>
<td>Week of 4/8</td>
</tr>
<tr>
<td>Summer 2019</td>
<td>5/29</td>
<td>6/3</td>
<td>Week of 6/24</td>
</tr>
<tr>
<td>Fall Conference 2019</td>
<td>9/10</td>
<td>9/13</td>
<td>Week of 10/7</td>
</tr>
<tr>
<td>(distributed at AISES National Conference)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conference Wrap-Up 2019 (digital only)</td>
<td>10/29</td>
<td>11/4</td>
<td>Week of 11/18</td>
</tr>
<tr>
<td>College Guide 2019–2020</td>
<td>11/5</td>
<td>11/12</td>
<td>Week of 12/2</td>
</tr>
</tbody>
</table>

NEED ASSISTANCE IN AD DEVELOPMENT?
AISES is here to help with ad development, graphic design, or ad type that puts you in touch with customers and generates interest in what they get from your services. For advertising questions and general costs, contact your sales representative.

CONTACT US: Candace McDonough • National Sales Director • 617.969.2137 • cmcdonough@aises.org
Winds of Change uses a new digital platform that flows across any device to improve mobile viewing quality. Content will adjust automatically to look great on any screen size. Along with a simplified reading experience, integrated advertising is more visually appealing.

Annual issues are distributed by email and are included in all AISES social media posts upon publication. Moreover, the Winds of Change website, launched in 2018, is home to past and present issues.

**Digital Issue Sponsorship:**
$2,700 per issue

- Sponsor the digital version of Winds of Change magazine. A bottom banner will pop up as the issue loads and at the beginning of several articles throughout the issue. This banner is sized at 728 x 90. Extend your presence in the digital issue with a pop-up bottom banner running throughout the issue.

**Animated Effect: $150 per ad**
- Basic animation can be added to your ad, making it pop on the page. It can bounce, flash, shake, bounce in, fade in, flip in vertical, flip in horizontal, rotate in, roll in, zoom in, slide in down, slide in up, slide in left, or slide in right.

**Other Advertising Opportunities Include:**
- Single article sponsor, footer ad
- Call-to-action in article
- Pulsing ad links
- Video

Samples and pricing available. Please send a request to cmcdonough@aises.org or call 617-969-2137 for further information.

---

**Web Banner Advertising**

**Accepted File Formats:** JPEG, GIF, PNG

**Max File Size:** 100KB

Ad materials for Web Banners due on the 20th of the month prior to ad running.

**Extend Your Reach Online to More AISES Members**

- **19,000 average page views every month**
- **Winds of Change** is widely viewed on desktop browsers, with increasing mobile device views

**Net Ad Rates (Monthly rates)**

- **New! AISES Home Page Premium Scrolling Banner**
  - **MONTHLY NET RATE:** $1,000
  - **REQUIRED CONTENT:**
    - Background Color: Please specify a color for the background. (Preferably a hex color)
    - Image: 960 x 475 px maximum size. JPEG or PNG format only
    - External Link

- **aises.org Web Banners**
  - **AD SIZE:** 180 x 150 px
  - **MONTHLY NET RATE:** $450
  - Change your ad and your message month to month
  - Choose placement on the most visited pages on aises.org

- **conference.aises.org Web Banners (National Conference)**
  - **AD SIZE:** 180 x 150 px
  - **MONTHLY NET RATE:** $550
  - Change your ad and your message month to month
  - Choose placement on the most visited pages on conference.aises.org

- **woc.aises.org Winds of Change**
  - **WEB BANNERS:** 180 x 150 px
  - **MONTHLY NET RATE:** $450
  - Support your print campaign in Winds of Change magazine with exposure on the magazine’s preview page on aises.org and on the website

---

**TOTAL EMAIL DISTRIBUTION 14,000**

*Please note that this image is responsive and the top and bottom of the image will be cropped on wide monitors.*

**Digital Editions Emailed & Post Dates**
- **Spring Issue**
  - Week of 4/8
- **Summer Issue**
  - Week of 6/24
- **Fall Issue**
  - Week of 10/7
- **Conference Wrap-Up**
  - Week of 11/18
- **College Issue**
  - Week of 12/2

**CONTACT US:** Candace McDonough • National Sales Director • 617.969.2137 • cmcdonough@aises.org
Digital Newsletters

Paths to Opportunities is distributed monthly to more than 14,000 AISES members, subscribers, and supporters. Must-read digital newsletter Paths to Opportunities is published twice a month in dual versions for two key segments of the Winds of Change audience:

- PRE-COLLEGE, COLLEGE, AND GRADUATE STUDENTS
- STEM PROFESSIONALS AND EDUCATORS

Each version is customized with news of career-development opportunities along with editorial content targeted to its unique demographic segment of Indigenous North Americans in STEM fields. And each issue also has news from the AISES family on timely topics and upcoming events.

Paths to Opportunities for students includes news of scholarships, fellowships, and internships as well as articles that will help them succeed academically and stay on a path leading to a satisfying career in a STEM-related field.

Paths to Opportunities for active STEM professionals and educators includes news of career development, internships, and employment opportunities with outstanding organizations, agencies, universities, and corporations in multiple STEM fields, as well as articles and tips on building a flourishing career.

Paths to Opportunities 2019 Topics Calendar

<table>
<thead>
<tr>
<th>Students</th>
<th>Professionals</th>
</tr>
</thead>
<tbody>
<tr>
<td>JANUARY</td>
<td>Watch your wallet: budgeting tips for the new year</td>
</tr>
<tr>
<td>FEBRUARY</td>
<td>Science fair prep</td>
</tr>
<tr>
<td>MARCH</td>
<td>Building — or strengthening — an AISES College Chapter</td>
</tr>
<tr>
<td>APRIL</td>
<td>Summer job or internship? How to decide which is best for you</td>
</tr>
<tr>
<td>MAY</td>
<td>Finding funding to pay for college</td>
</tr>
<tr>
<td>JUNE</td>
<td>College tour confidential: what prospective students should look for</td>
</tr>
<tr>
<td>JULY</td>
<td>A beginner’s guide to resume writing</td>
</tr>
<tr>
<td>AUGUST</td>
<td>Top 10 secrets of getting good grades</td>
</tr>
<tr>
<td>SEPTEMBER</td>
<td>The AISES National Conference: a guide for students</td>
</tr>
<tr>
<td>OCTOBER</td>
<td>Tips for balancing your life on campus</td>
</tr>
<tr>
<td>NOVEMBER</td>
<td>Think like a teacher — what do they look for in a successful student?</td>
</tr>
<tr>
<td>DECEMBER</td>
<td>Is graduate school for you?</td>
</tr>
</tbody>
</table>

Contact Us: Candace McDonough • National Sales Director • 617.969.2137 • cmcdonough@aises.org
PAYMENTS & CONTRACT CONDITIONS

Winds of Change is exclusively published by the American Indian Science and Engineering Society (Publisher).

FREQUENCY DISCOUNTS
Rates are based on the number of insertions run in a contract year. If within 12 months, fewer insertions are placed than specified, the rates will be short-rated accordingly. Two-page spreads count as two insertions toward earned frequency rates.

RATE CHANGES
The Publisher reserves the right to change the rates upon 60 days written notice. Contracts may be cancelled at the time a change in rates becomes effective without incurring a short-rate adjustment, provided the contract rate has been earned up to the date of cancellation.

RATE POLICIES
All insertion orders for advertising in Winds of Change magazines are accepted subject to the terms and conditions of the current advertising rate card. Publication of the advertisement represents acceptance of the order. No conditions, printed or otherwise, appearing on the space order, billing instructions, or copy instructions that conflict with the Publisher’s stated policies and current rate card will be binding with the Publisher. Any insertion of advertising made by the agency or advertiser represents an acceptance by both the agency and the advertiser of all the terms and conditions of the rate card applicable to the issue in which the insertion is to be published. The Publisher reserves the right to hold the advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to the Publisher. The Publisher will not extend credit for advertising orders or space reservations that claim sequential liability. Failure (by the advertiser) to make the order correspond in price or otherwise with the rate schedule is regarded only as a clerical error, and the publication of the advertisement will be made and charged for upon the terms of the rate schedule then in force without further notice. Advertising rates, terms, and conditions set forth in this rate card shall govern and supersede any other information published in previous rate cards, directories, media guides, or rate and data services.

CANCELLATIONS
Cancellations of signed insertion orders must be submitted in writing and shall not be considered accepted until confirmed in writing by the Publisher. Space reservations are binding and non-cancellable after published closing date. Covers are non-cancellable. Publisher reserves the right to not run the most recent advertisement submitted by the advertiser even if the material was indicated to be for a previous issue, but also charge the full amount as indicated on this agreement if the Publisher does not receive the material by the published space close date or by a Publisher-approved extension date. If no previous advertisement exists, the Publisher’s right to run a house advertisement in its place and charge the full rate as indicated on the advertising insertion order.

COMMISSIONS
Standard 15% commission of gross to recognized agencies provided payment is received within the terms of the sale. Commissions are not allowed on billings over 90 days past due from date of invoice. Only space charges are commissionable. Production or mechanical charges are billed at net and are non-commissionable.

INVOCING POLICY
Prepayment Requirements: Prepayment via check or credit card is required for @-page and smaller placements. If paying by credit card, a completed credit card authorization form must accompany insertion orders to ensure placements. Please contact your sales representative for an authorization form if one is not provided with the insertion order. Payment by check must be mailed with a copy of the completed insertion order to the address below. New agencies/advertisers may be required to prepay for their first advertisement and submit a credit application. The Publisher reserves the right to revoke or deny credit terms at any time. Qualified advertising is invoiced at the time of publication. Payment is due within 30 days of invoice date. Finance charges accrue at a daily rate of 2% compounded, on payments received after that date. To ensure payment is accurately apportioned, please include the invoice number and the name of the advertiser on the check.

Make Checks Payable To: American Indian Science and Engineering Society

SEND PAYMENTS TO:
AISES National Headquarters
4263 Montgomery Blvd, NE, Ste. 200
Albuquerque, NM 87109

PHONE OR EMAIL CONTACT:
(505) 302-0076
vgish@aises.org

GENERAL CONDITIONS
All advertisements in Winds of Change magazines are accepted and published on the representation that both the advertiser and the advertising agency are authorized to publish the entire content and subject matter thereof. Failure to publish advertising matter invalidates the insertion order only for such matter, but does not constitute breach of contract. In consideration of publication of an advertisement, the agency and the advertiser, jointly and severally, will indemnify and hold harmless the Publisher, its officers, agents, and employees, against all expenses (including legal fees) and losses resulting from the publication of the contents of advertisements, including, without limitation, claims or suits for libel, violation of right of privacy or publicity, plagiarism, copyright or trademark infringement, and any other claims or suits that may arise out of the publication of such advertisements. All contents of the advertisement are subject to the Publisher’s approval. The publisher reserves the right to reject, exclude, or cancel any advertisement, insertion order, space reservation, or position commitment at any time. The Publisher will insert the word “advertisement” prominently into any advertisement that simulates editorial content. Terms of this agreement may be voided by the Publisher, in its sole discretion, for breach of any of the terms and conditions of the rate card applicable to the issue in which the advertisement is to be published. If the Publisher determines that any advertisement is not in compliance with the Publisher’s requirements the Publisher reserves the right to omit or cancel the advertisement. The Publisher’s liability for error will not exceed the charge for the advertisement in question. The Publisher assumes no liability for errors in the advertiser’s index or any type set by the Publisher. As used in the terms and conditions, the term “Publisher” shall refer to the American Indian Science and Engineering Society.

PRODUCTION REQUIREMENTS
If there are any questions regarding the process stated below, please contact mclark@aises.org

PRINTING PROCESS
Computer-to-plate, four-color process (CMYK); heat-set; web offset; SWOP specifications. Reproduction quality is contingent upon ad material furnished.

DIGITAL SPECS
Winds of Change requires that advertising materials be sent in digital format as a high-resolution (press-optimized) PDF. All fonts and images must be embedded in the file. All images must be converted to CMYK. RGB images are not acceptable. If sending an Adobe Illustrator file, please convert all type to outlines prior to shipment. Please contact Winds of Change with any questions regarding the creation of a high-resolution PDF. Native QuarkXPress or Adobe InDesign files are not acceptable.

FILE DELIVERY
EMAIL: mclark@aises.org

PRODUCTION CHARGES
Necessary conversions made by the publisher will be billed as a cost to the advertiser. Production charges are non-commissionable.

INSERTS
Special rates apply for preprinted inserts, insert cards, gatefolds, and special units. Availability and prices will be furnished upon request. Preprinted quotations also supplied upon request. All inserts must be pre-approved by AISES Media prior to insertion. For mechanical specifications, quantity, pricing, and shipping information, contact your sales representative.

ADDITIONAL DIGITAL EDITION SPECIFICATIONS
• Winds of Change Embedded Video Clip
Send video files as .flv or .avi files. Windows Media Player, REAL video, or QuickTime formats acceptable. Preferred video codec is H.264. When sending QuickTime video files, please avoid using the IMA 4:1 audio codec. The recommended audio codec for QuickTime is AAC. When sending .avi files, avoid using the Intel Indeo video codec. Streaming YouTube video is acceptable. Please supply URL using the following structure:
http://www.youtube.com/v/video_id, where video_id is the id that YouTube assigns to a video it hosts. 500 pixels wide as a minimum is recommended. Any aspect ratio is acceptable.

• Winds of Change Embedded Slide Show
Send 8–10 images in .jpg, .gif, or .png format at minimum 150 dpi, color RGB. For best results, all images should be the same dimensions. Preferred order of images must be clearly labeled in each image document title and specify desired seconds between slides (average is 3 seconds).