



# What is SMG?

A division of Content Ventures (separate from USA TODAY Sports), dedicated to niche sports entertainment and off-platform audience development.



# What does SMG do?

SMG serves Owned and Operated properties, Tentpole events, and Affiliate Partners.

SMG's focus is on engaging audiences that are passionate about a sport, league, team or a player.



# Who is SMG?

SMG employs its own teams for operations, sales, marketing, product, development, and UX.

Most teams report up to Content Ventures or other appropriate management groups at Gannett.

# **BUSINESS**

USA TODAY SPORTS MEDIA GROUP

**Chris Pirrone** 

General Manager

Los Angeles

# **SALES**

**Philip Vonthron** 

Director, Sports Sales

New York

# **AD SALES**

**Brett Gandel** 

Ad Sales

Park City / Los Angeles

**Brandt Best** 

Ad Sales

Los Angeles

# **AD OPS**

**Felipe Vasquez** 

Ad Ops

Los Angeles

# **MARKETING**

**Jason Ford** 

VP, Sports Marketing

Los Angeles

# **CLIENT SOLUTIONS**

**Bob Schrumpt** 

Dir, Properties

New York

Marissa Thurman

Dir, Client Solutions

New York

**Thomas DeFina** 

Mgr, Client Solutions

New York

# **EDIT**

**David Meeks** 

Managing Editor

Los Angeles

**Steve Henson** 

Content Coach Los Angeles

**Neal Coolong** 

Editor, SDP

Pennsylvania

# **PRODUCT**

**Brett Krasnove** 

**Product Director** 

New York

**Ryan Dice** 

Product Manager

New York

**Tom Auel** 

Scrum Master

Cincinnati

UX

Joe Myers

Director, UX/UI Park City

**Evan Russell** 

**UX** Designer

New York

**Craig Shultz** 

UX Designer Cincinnati

# **DEVELOPMENT**

Kris Koston

Lead Developer

New York

**David Parsons** 

Developer

New York

**Tim Dunham** Developer

Pittsburgh

**Eric Fraze** 

Developer

Orlando

Ryan Konig

Developer

Arizona

**Ryan Domingue** 

Developer

Seattle

**Tom Harrigan** 

Developer

.

**Matthew Graham** 

Developer

Arizona

**Matthew Zwick** 

Developer

?

# **SPECIAL TEAMS**

Michael Zitman

QA

New York

John Lin

Data Engineer

New York

**Kent Lee** 

Data Engineer Pittsburgh





# What does SMG build?

- Niche content designed around quick consumption, heavy engagement, and virality
- Deep dive special interest sites
- Special events or interactivityrich companion engagement

# GANNETT

# Content Ventures



### **Tentpole Events/Properties**

















## **Owned & Operated Properties**



BENGALSWIRE \*\*\*

BILLSWIRE \*\*\*

BRONCOSWIRE 75

BROWNSWIRE (\*\*)

BUCSWIRE 🔝

CARDSWIRE 🌦

CHARGERSWIRE 🔵

CHIEFSWIRE >>>

COLTSWIRE \*\*\*

COWBOYSWIRE 🛣

DOLPHINSWIRE (S

DRAFTWIRE 1

EAGLESWIRE 4

FALCONSWIRE 🦠

Primary Brands

BASEBALL

COM

BNQT

**FORTHEW!N** 

Golfweek

**→**HOOPSHYPE

USA TODAY
HIGH SCHOOL SPORTS

**3**THE**HUDDLE** 

MMA\\JUNKIE

thebiglead

TRAINING\\JUNGE





NBA Wires









WARRIORSWIRE \*

More Wires





SPORTSWIRE~~

### **Affiliate Partners**

NCAA Wires









CFN COLLEGE FOOTBALL NEWS

Third Party

SBI

















WVU**WIRE** 









NFL Wires

JETSWIRE 👾



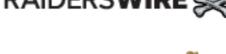






























GIANTSWIRE (















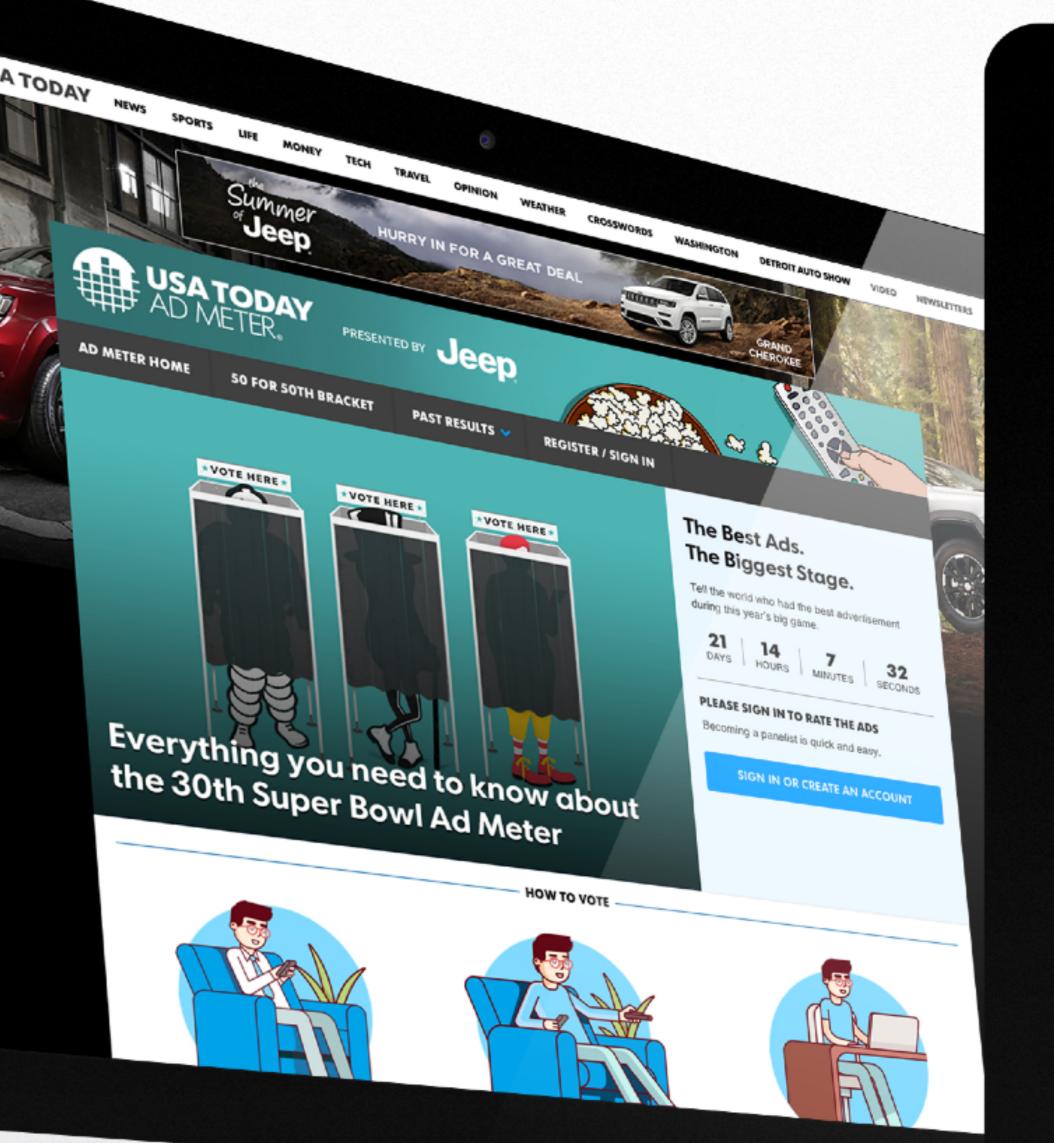


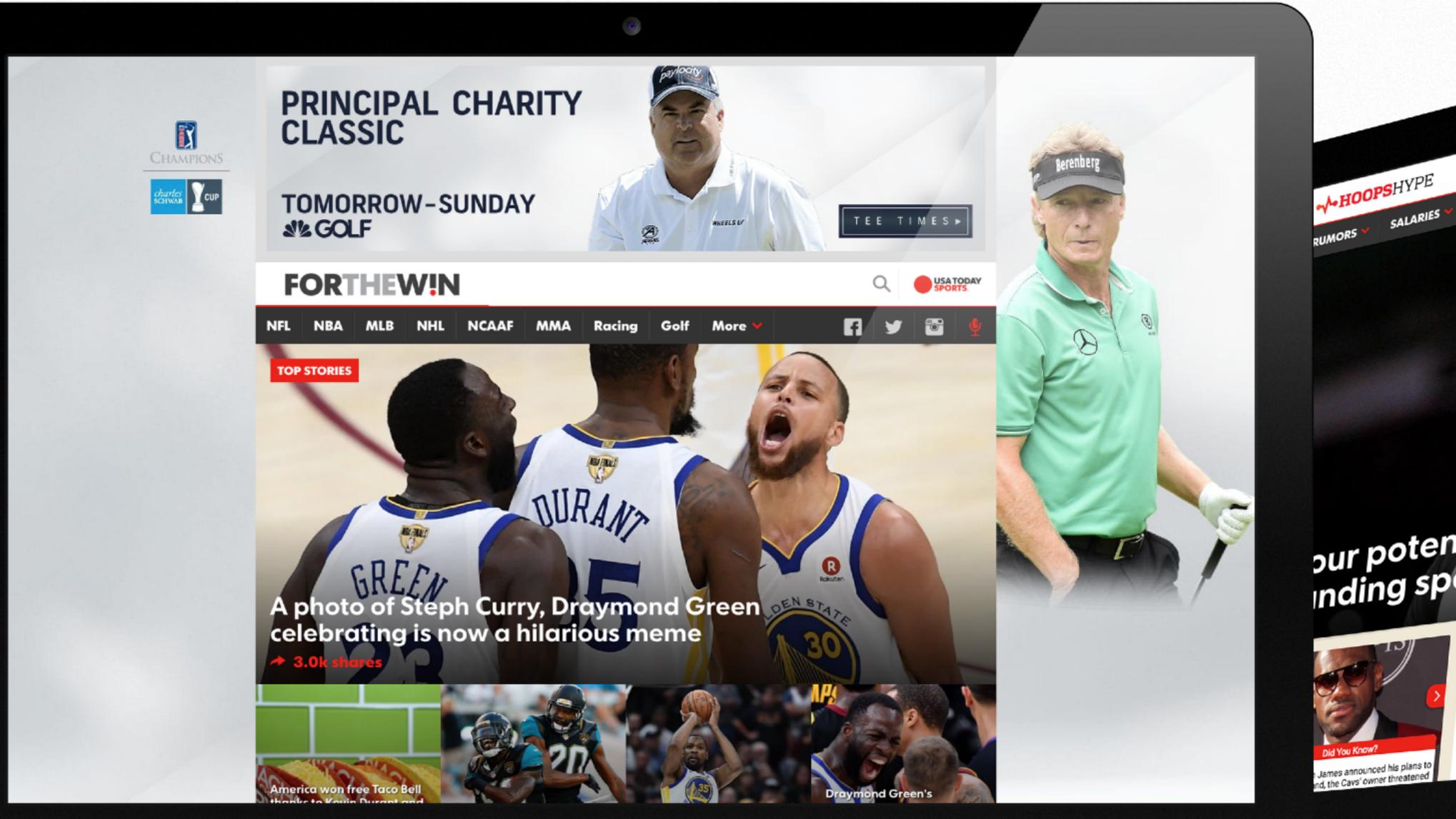


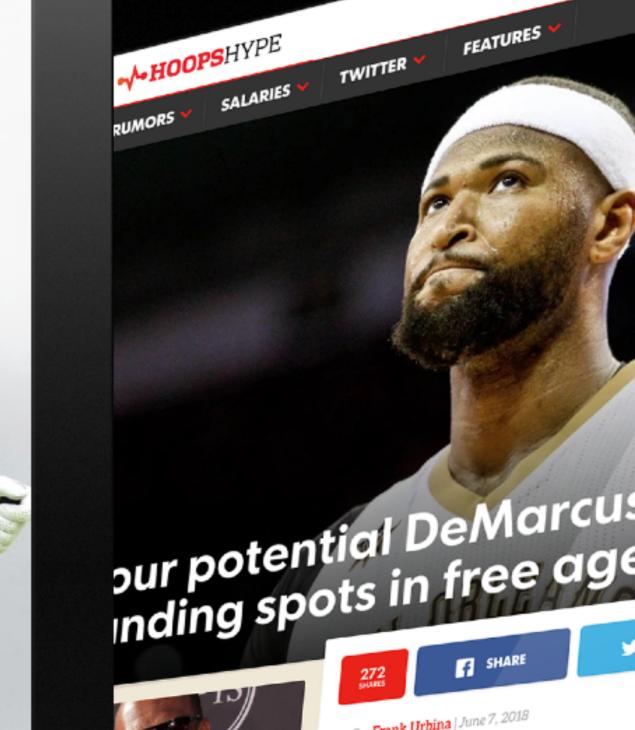












Prior to late January 2018, it appeared. his way to All-NBA honors and set to f

monstrous new contract from the New



# **AVIS**°

Official

sponsor of

sneaking in a

little golf.

AVIS

Rent a car for two days. We'll chip in on a round of golf.\*





**EMAIL** 

sponsor of sneaking in a little golf.

Official

**AVIS**°

Rent a car for two days. We'll chip in on

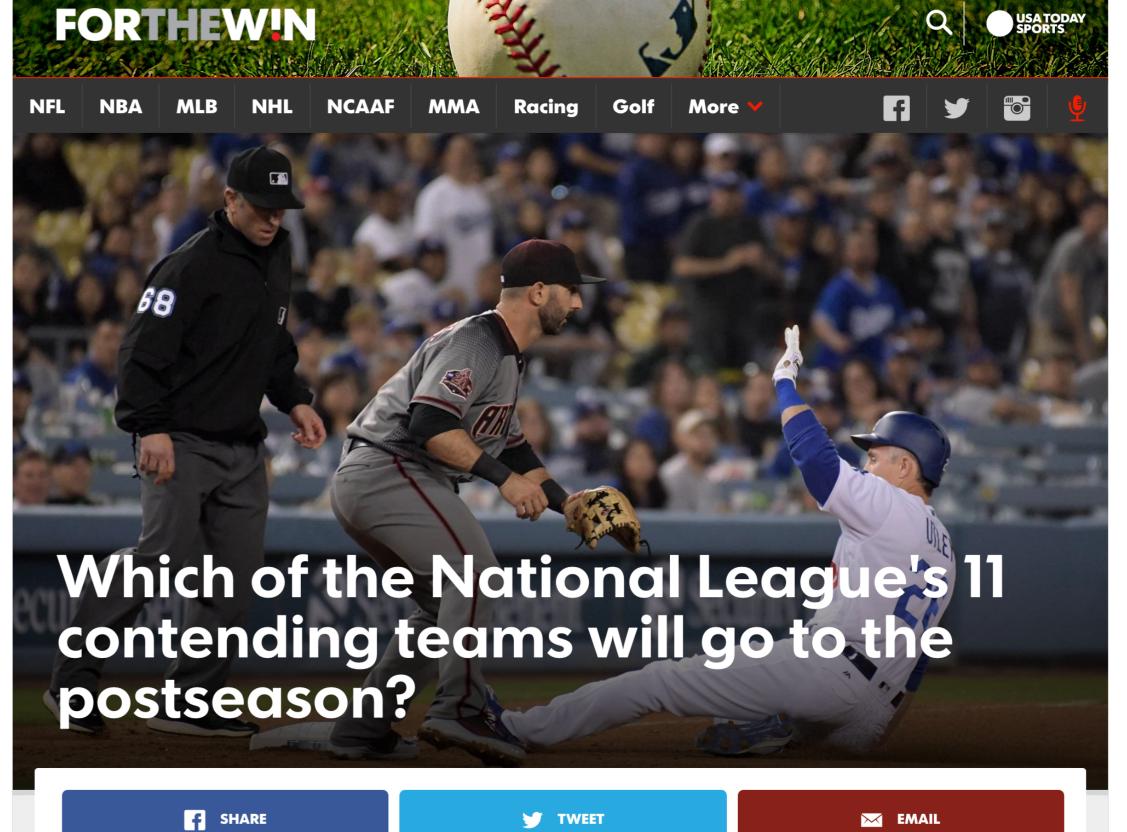
a round of golf.

**BOOK NOW** 

Rent a car for two days.

We'll chip in on a round of golf.\*

**BOOK NOW** 



Hey! It's August, the non-waiver trade deadline has come and gone, and while the American League pennant chases look like they might wind up historically boring there are really only six AL contenders for five postseason slots — the National League is jam-packed with competitive clubs. Entering play Friday, the NL features 11 clubs within five games of a pennant or a wild card, all within seven games of each other in the standings.

**TWEET** 

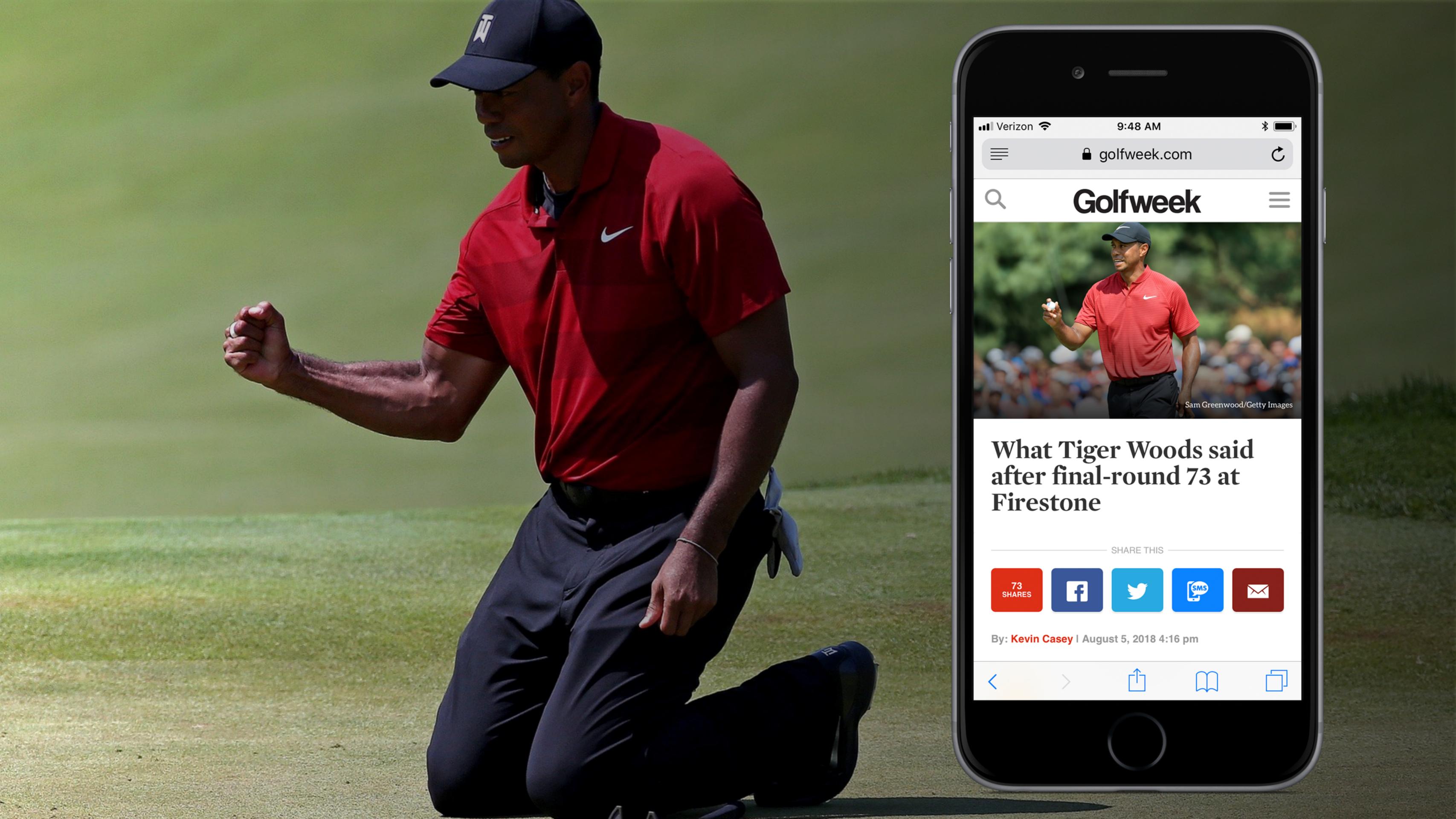
The Mets, Marlins, Reds and Padres will not be playing in the 2018 postseason, barring some sort of deus ex machina scenario. Every other National League team has at least some realistic shot at October baseball. Here's a look at the races — the three divisions and the wild cards — with my guesses as to their winners. Let's get after it, then. I'll start with the West to compensate for my East Coast bias.

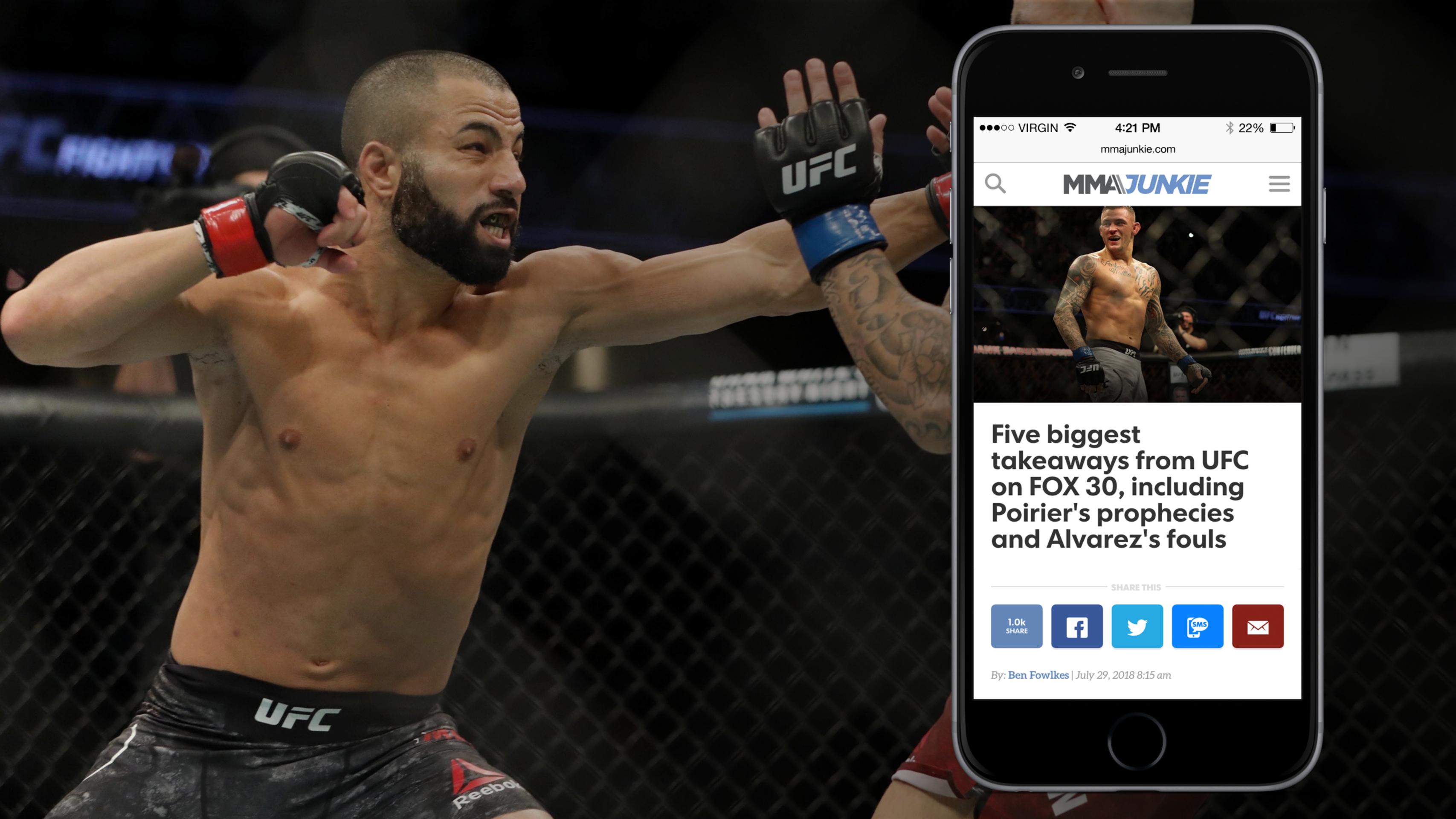
## **NL West**

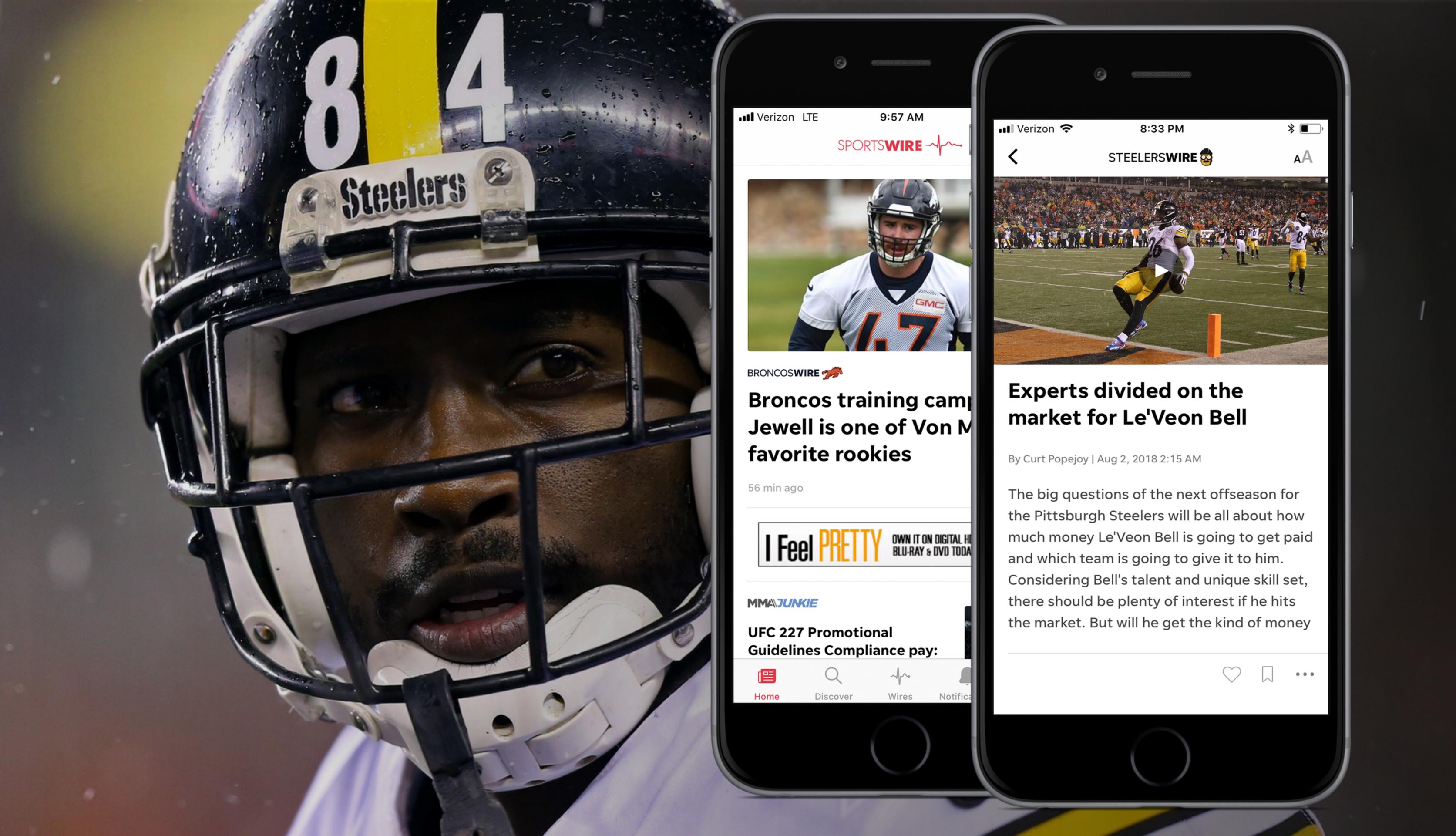
By: Ted Berg | August 3, 2018 3:20 pm Like Follow @ogtedberg

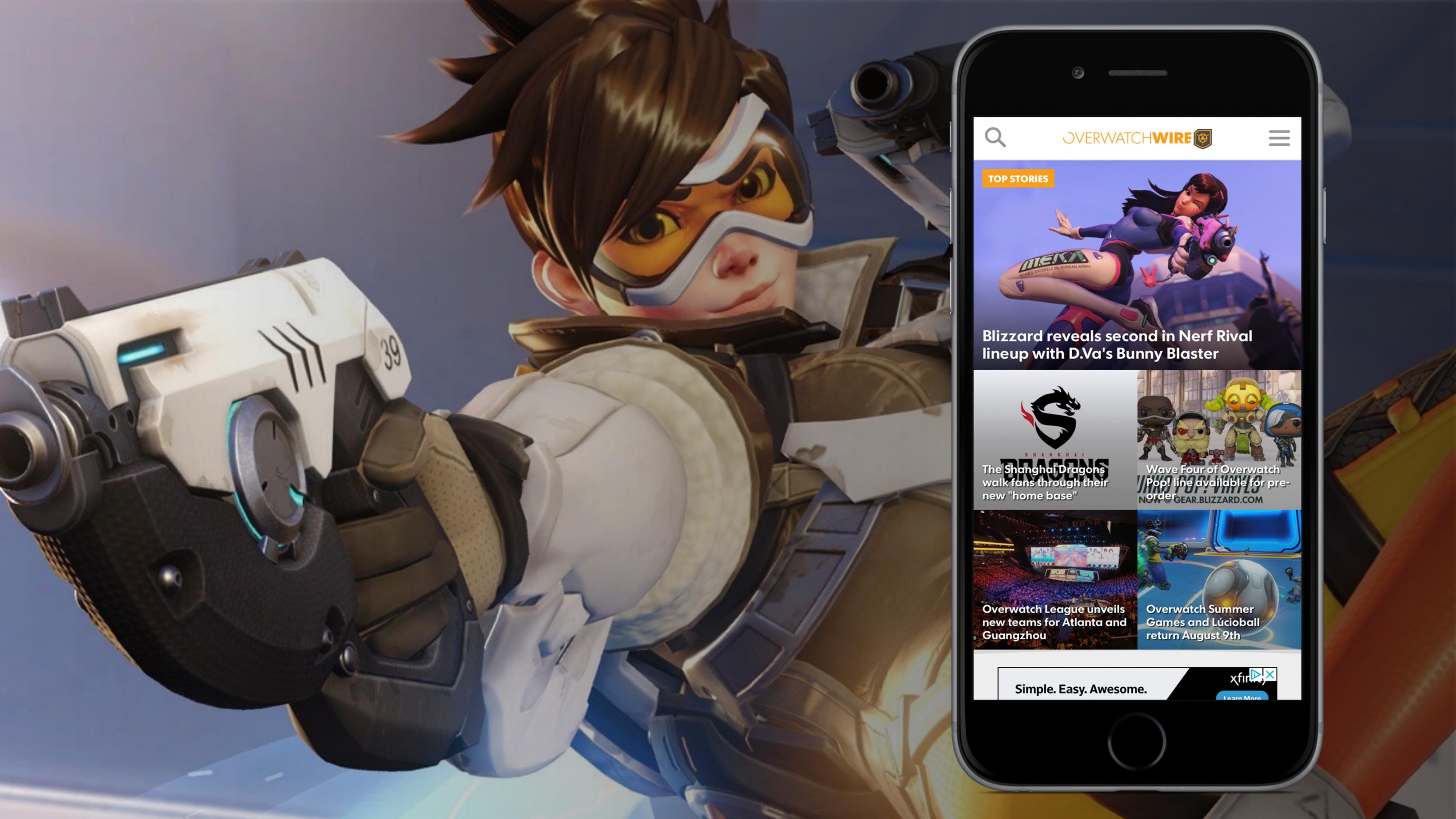




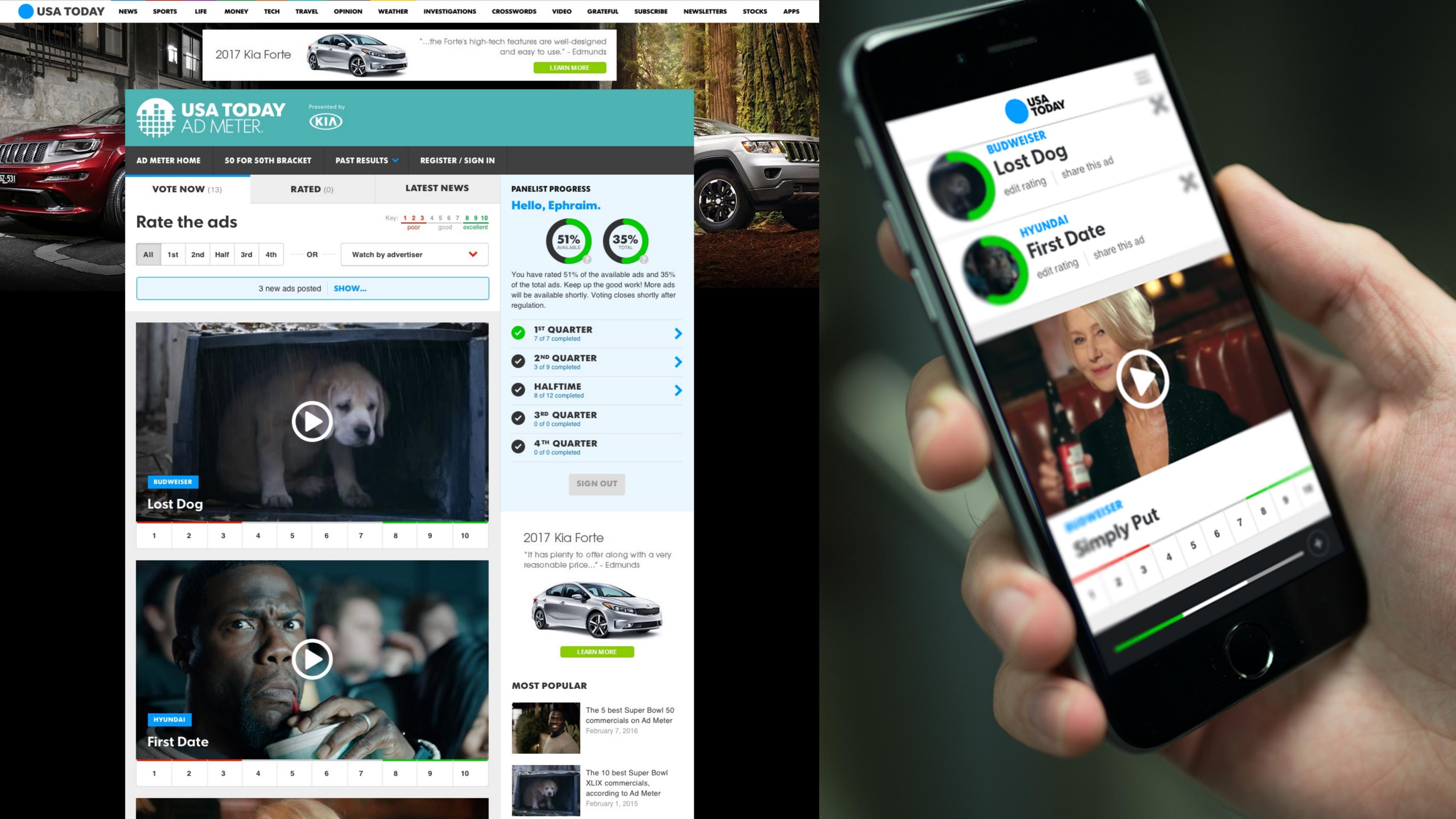


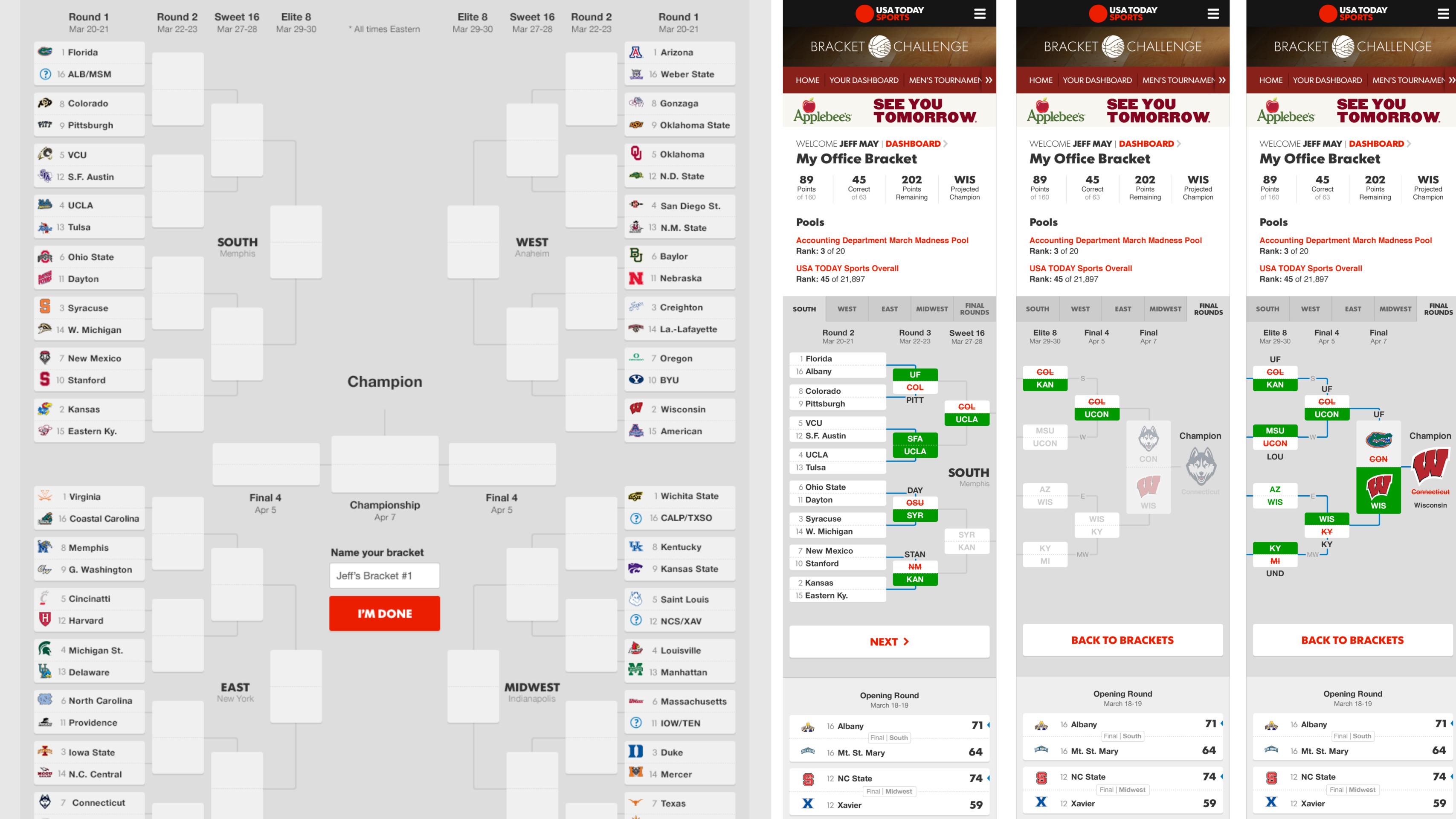






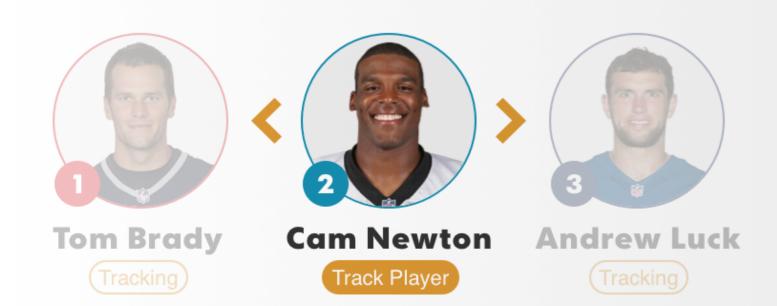






# Player Page Toggle

A method for navigating between players by rank and showing context.



# Career Hype Meter

Player rank by position over NFL Career



2016

20

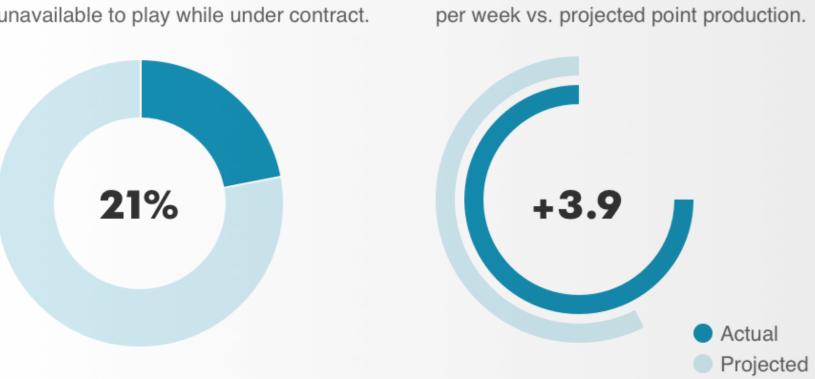
15

10

5

## **Risk Factor**

Percentage of games player was unavailable to play while under contract.

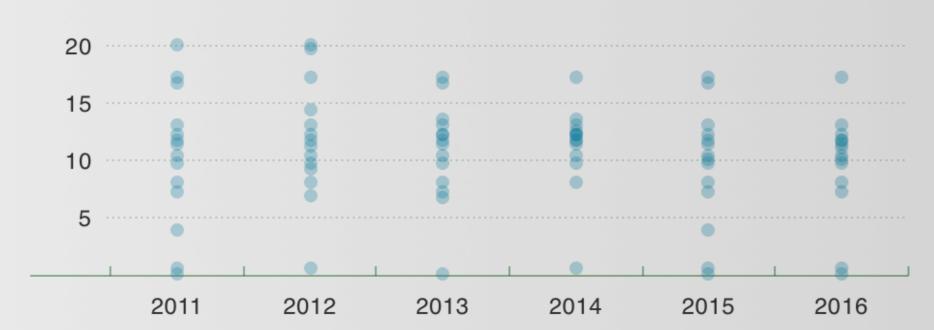


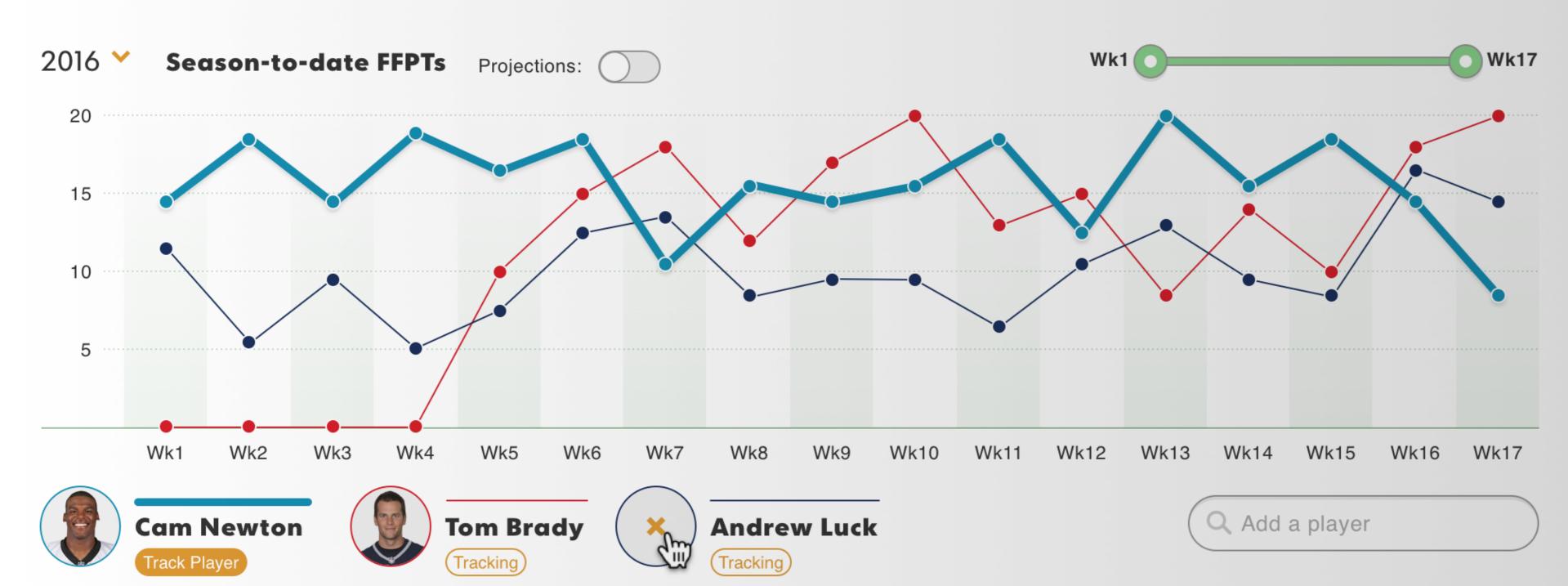
Avg FFPTs vs. Projected

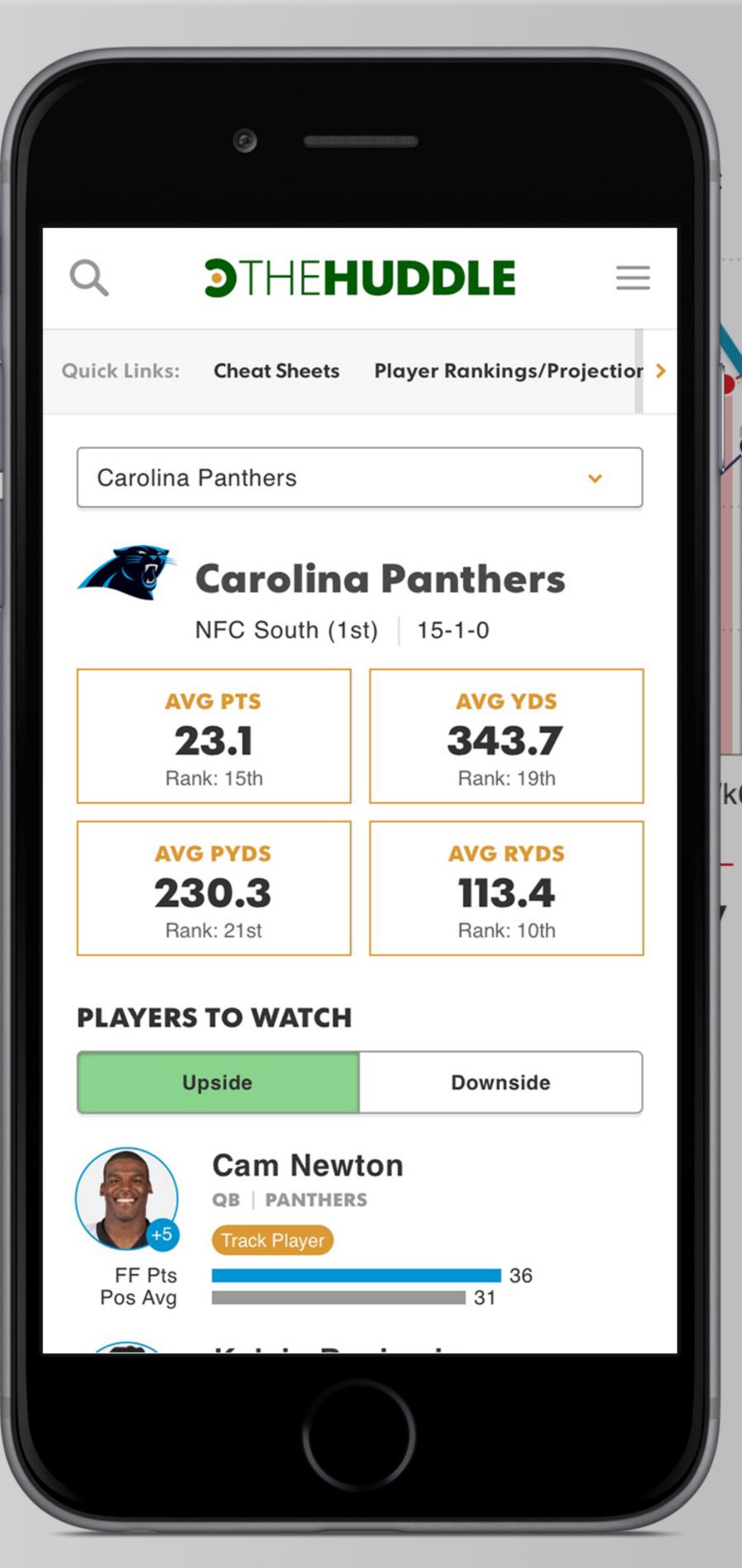
Average Fantasy Points player accumulated

## **Career Variance**

Range of week-to-week production showing a player's point consistency or volatility

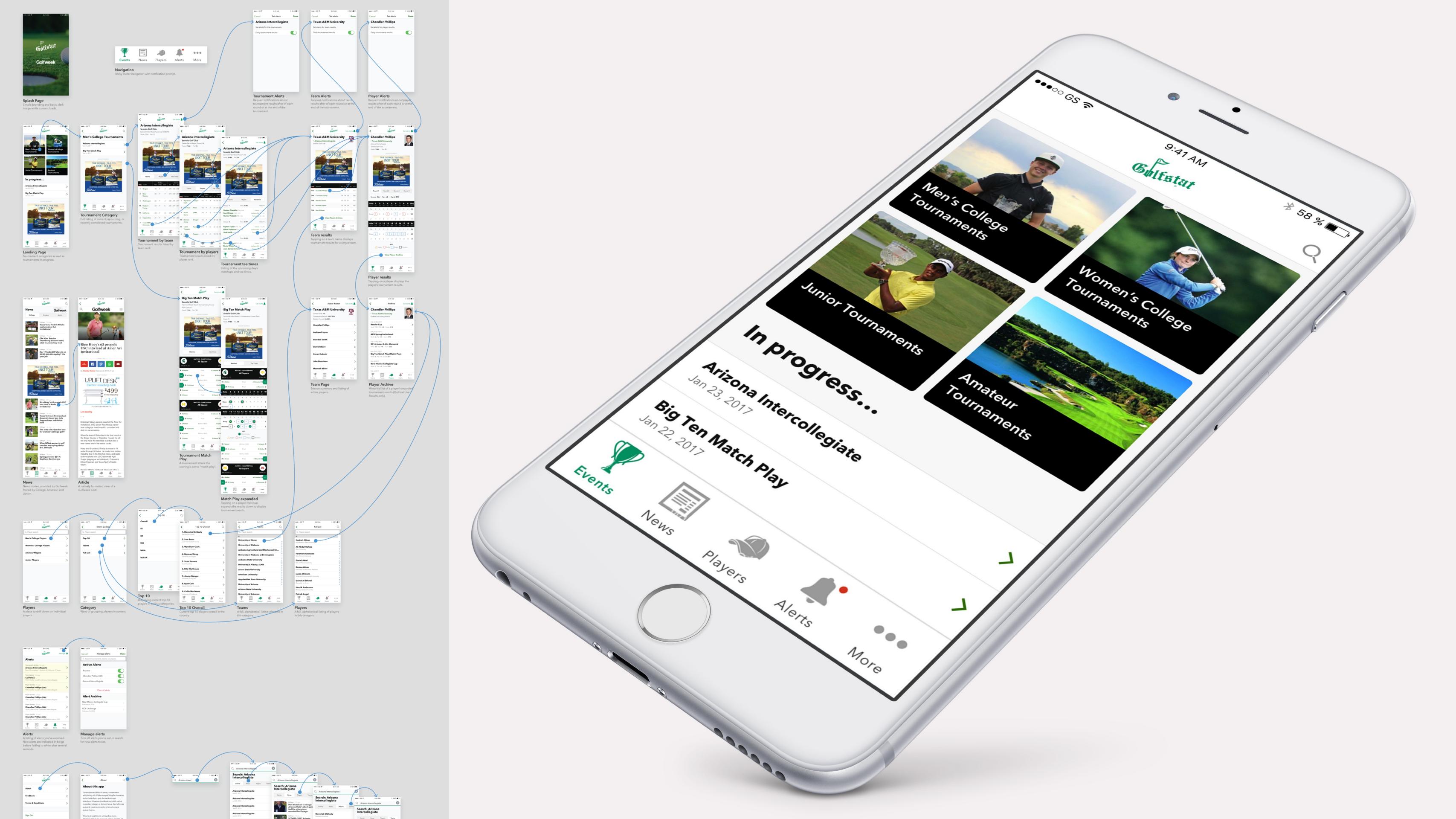


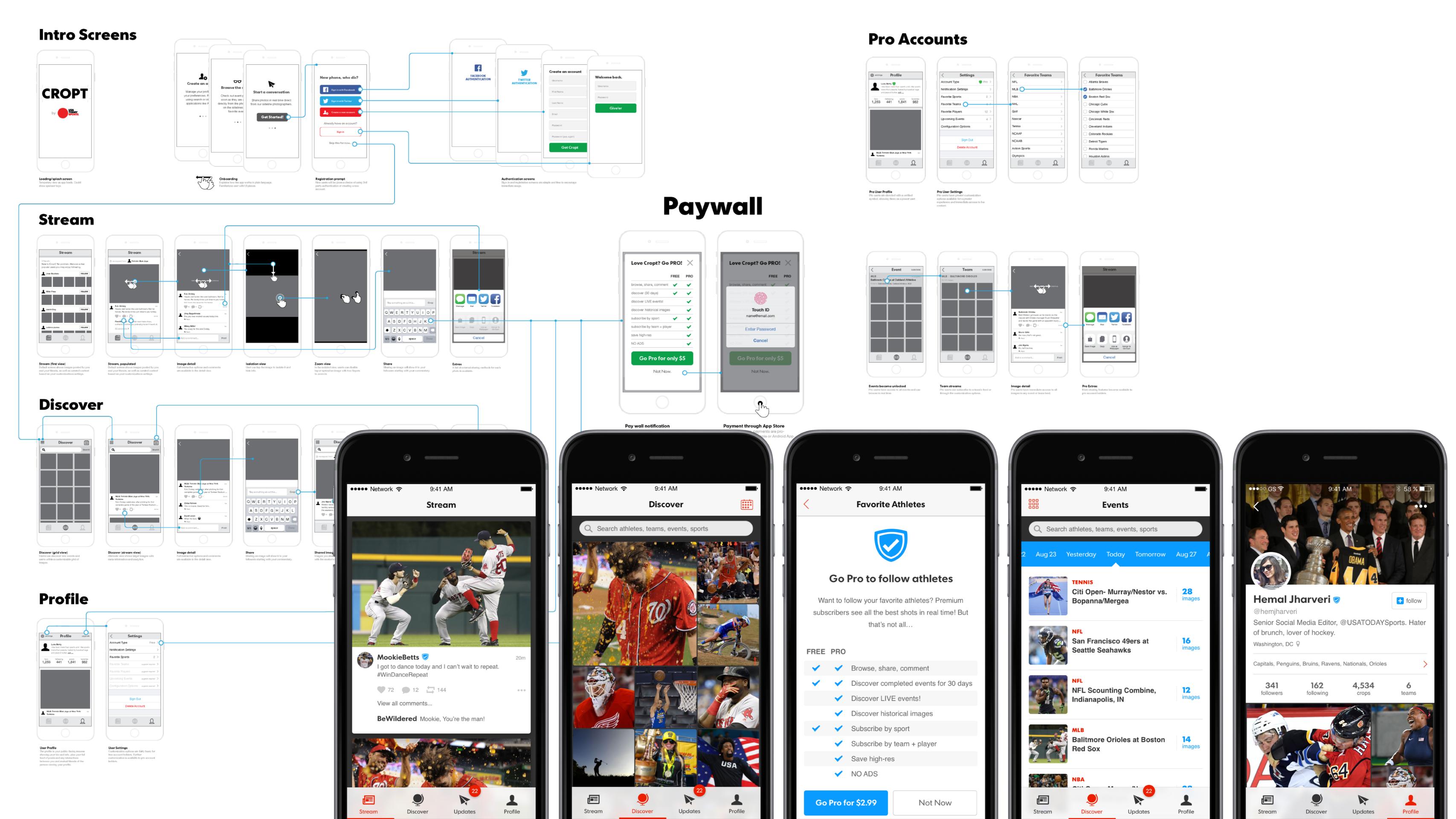




Wk7

An









# What is Lawrence?

- A Wordpress-based platform, created in 2013, housing most of SMG's branded properties.
- A nimble editorial platform designed to accommodate all media types and third-party embeds.
- Allows for quick launch of new sites and has grown organically to house over 70 properties.
- Due for a refactoring of its code base and an upgrade to retain its nimbleness while matching the evolution of digital audiences and publishing.





# INTRODUCING

# Project Fishburne

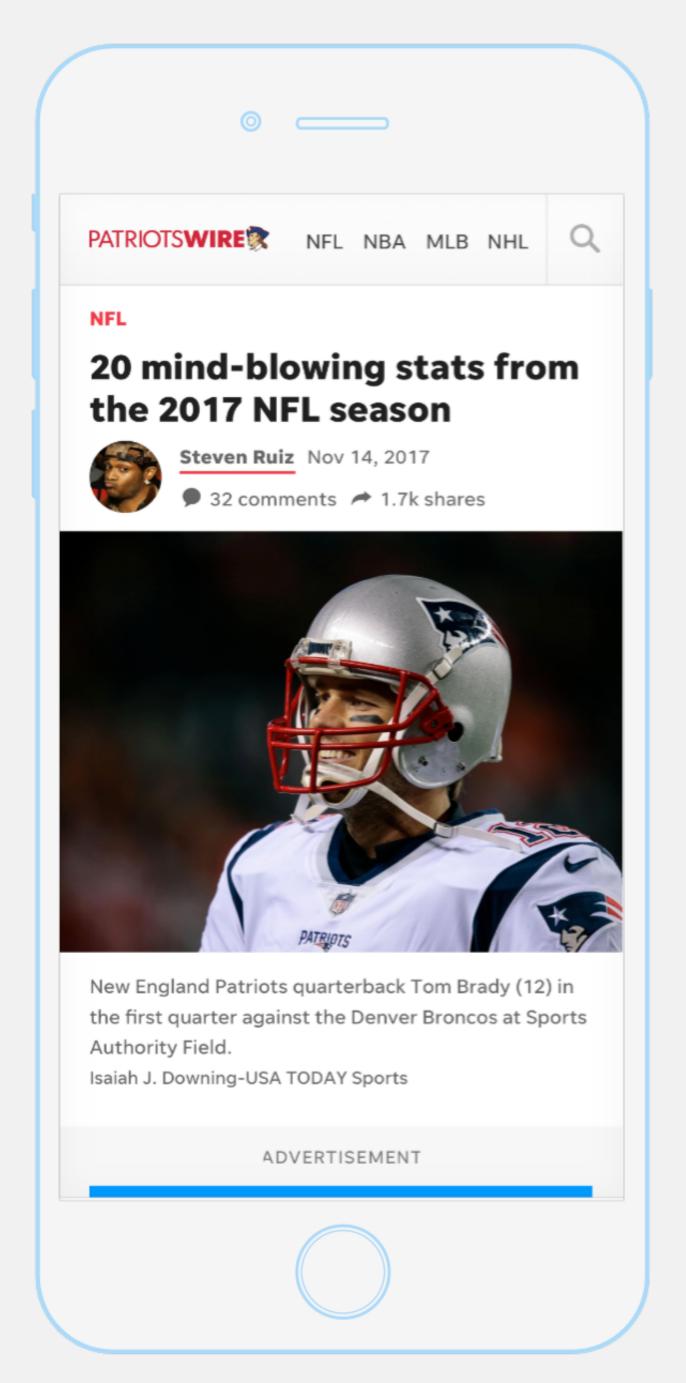
A full front-end overhaul of the Lawrence platform designed to:

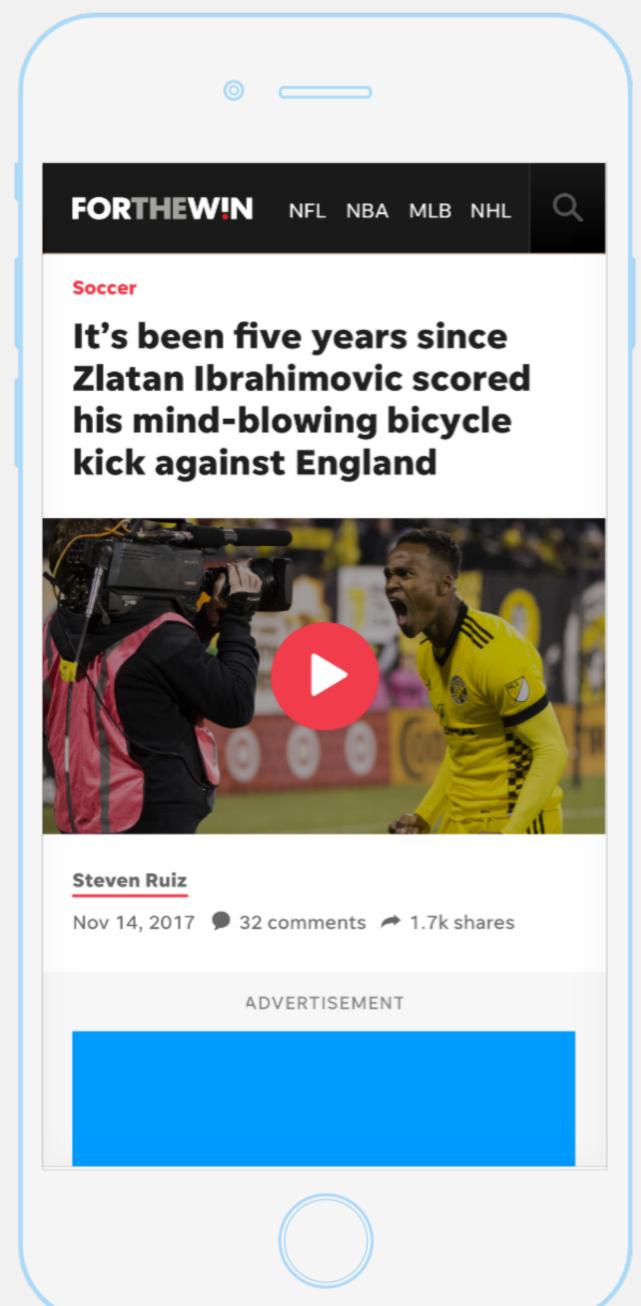
- Accommodate the scale of our current portfolio
- Create a more premium environment for our content and advertisers to co-exist
- Provide simple customization options to distinguish our brands
- Compliment Universal Web, acting as a proud extension of the USA TODAY brand

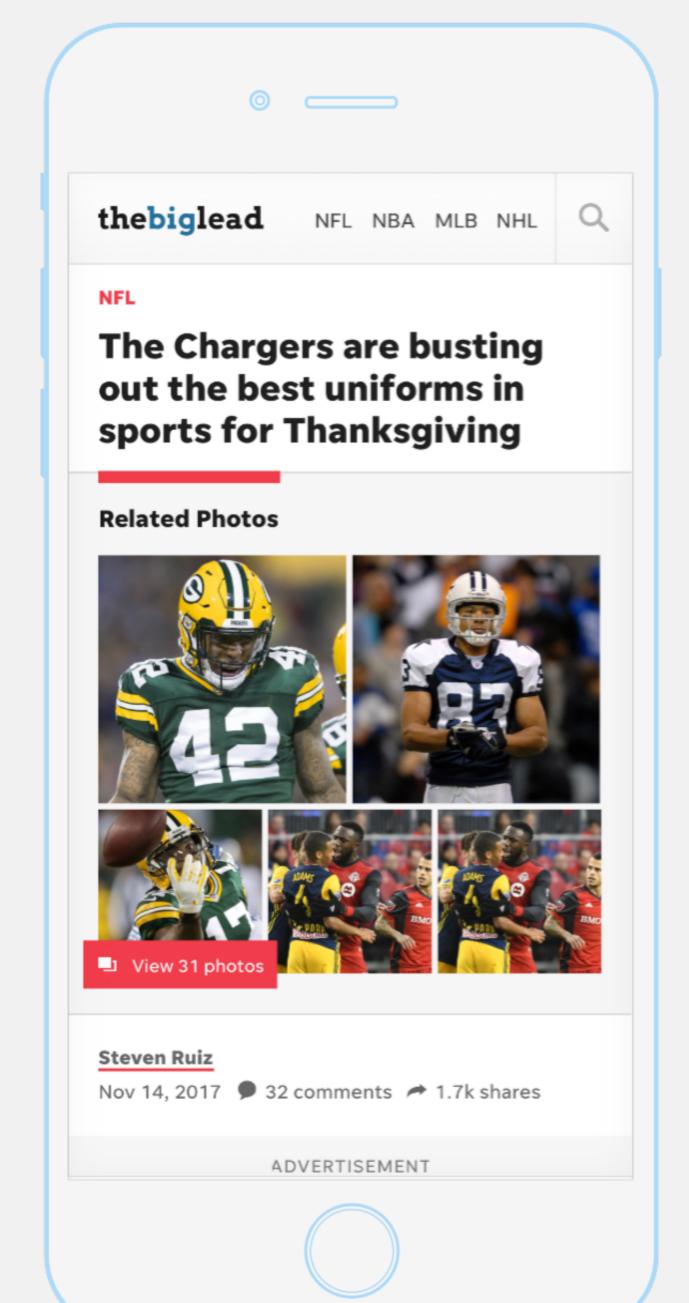


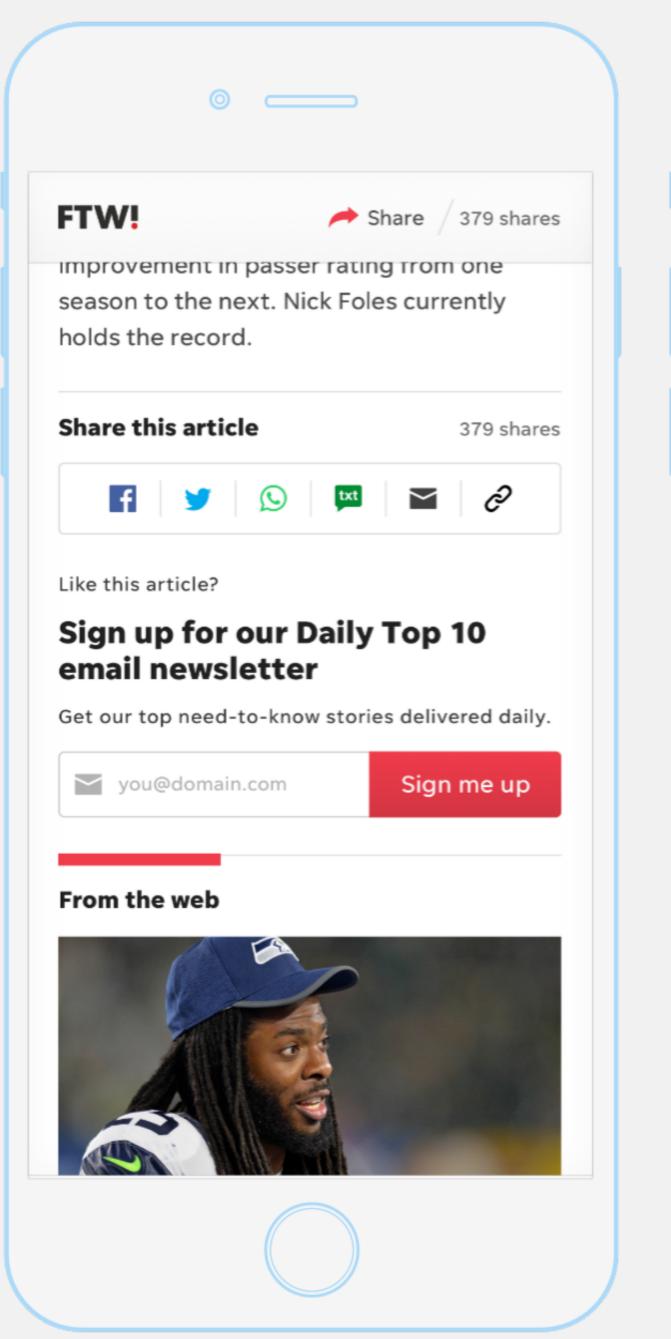
# Front-end Features

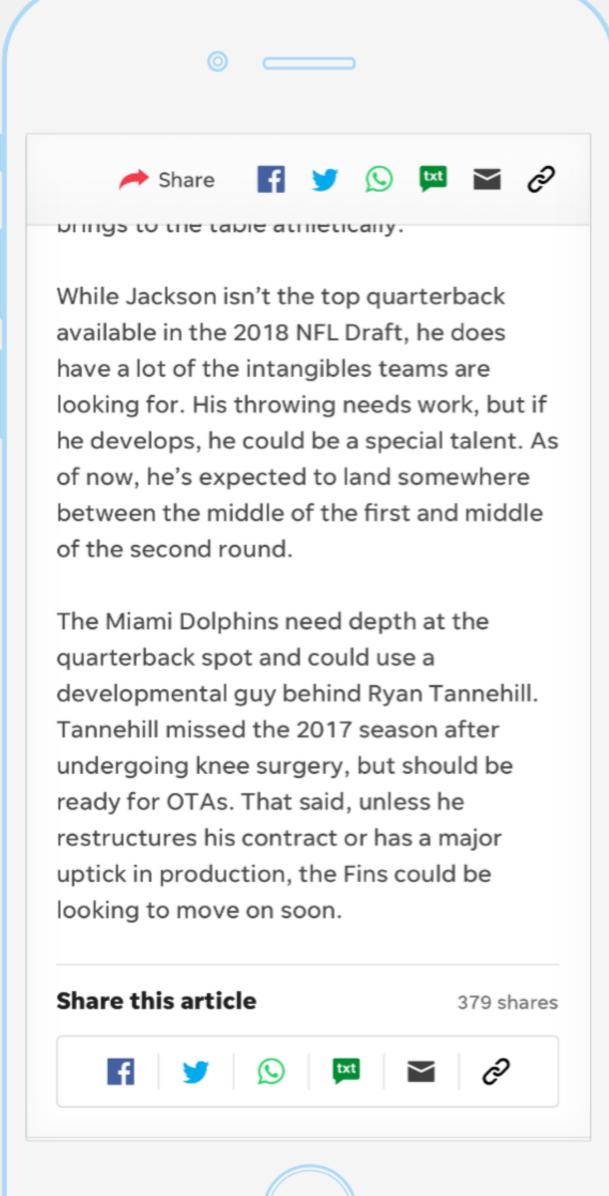
- Flexible and strategic monetization platform with new, valuable assets
- Editorial-controlled recirculation options at front and asset level
- Built-in sponsor opportunities
- Latest CSS grid layout techniques
- Quick configuration of look/feel, brand assets, font support for new properties

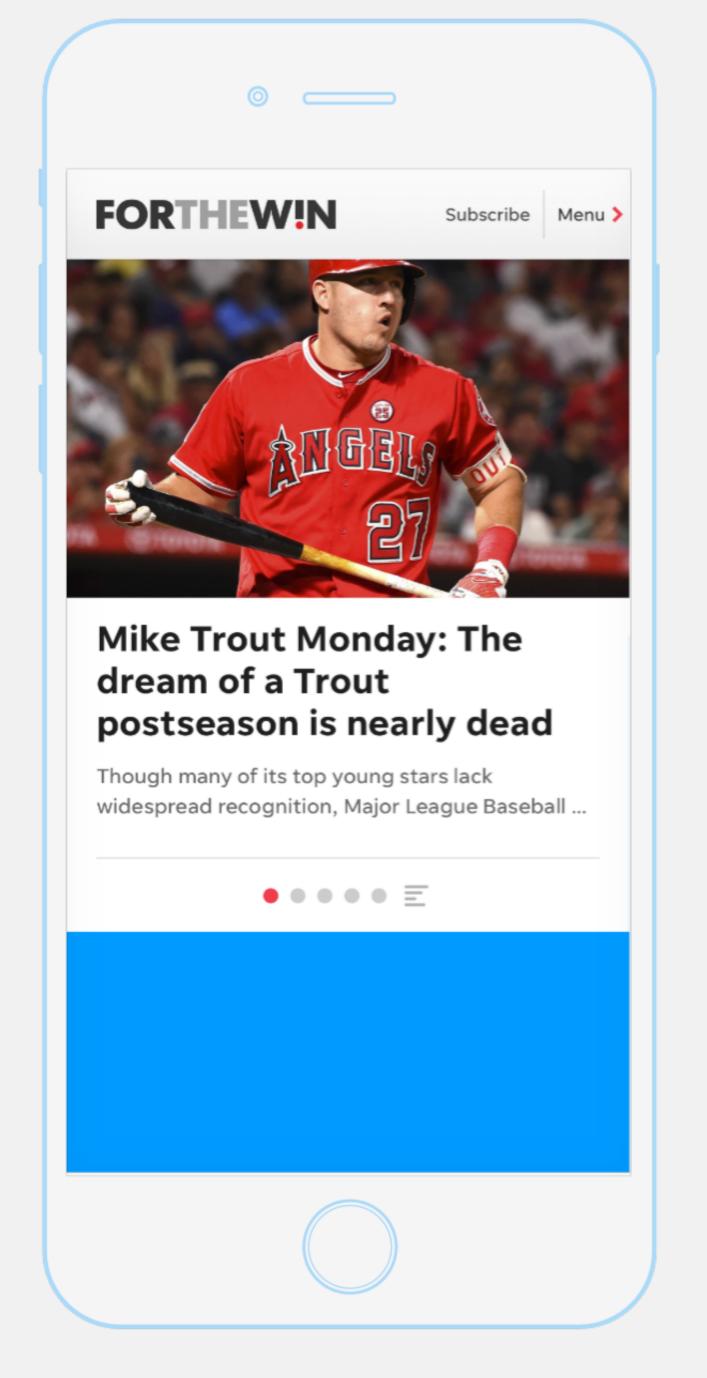


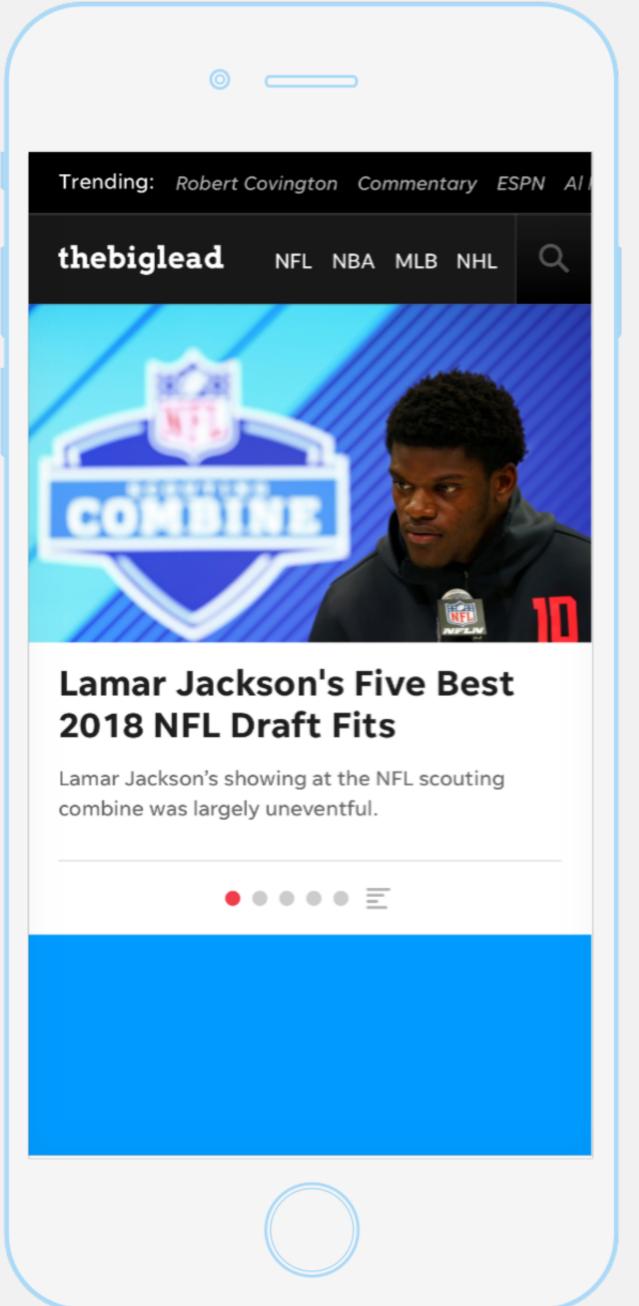


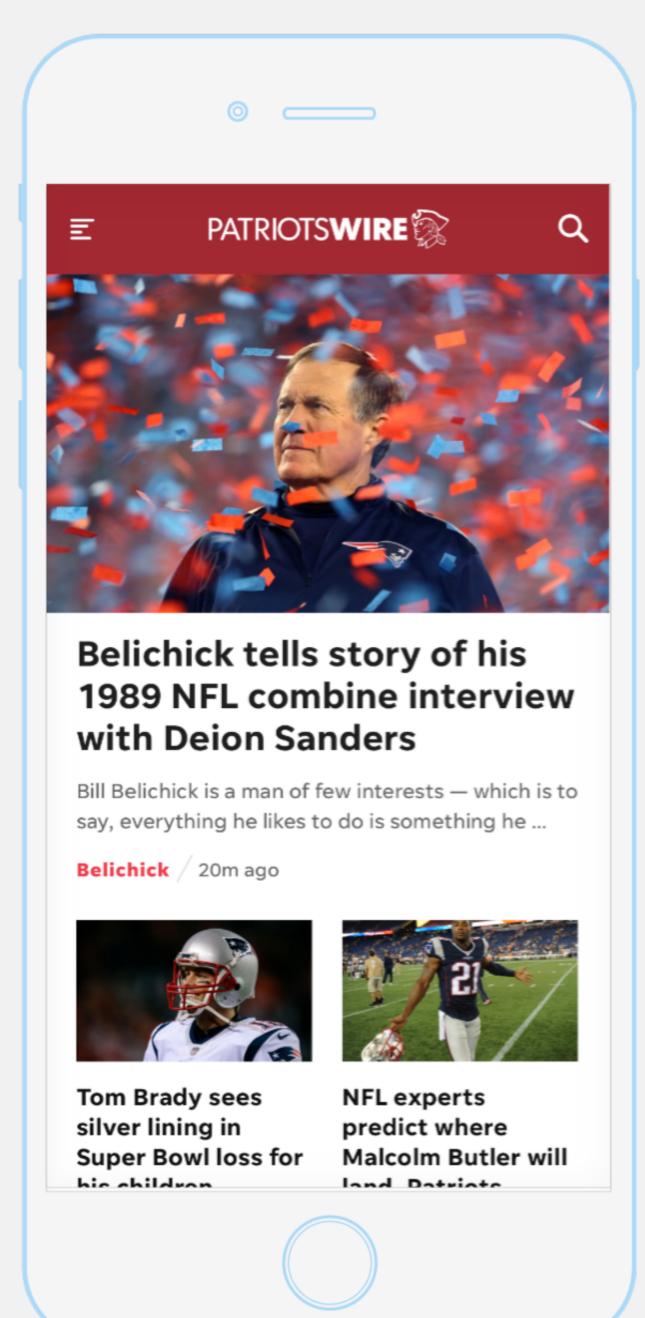


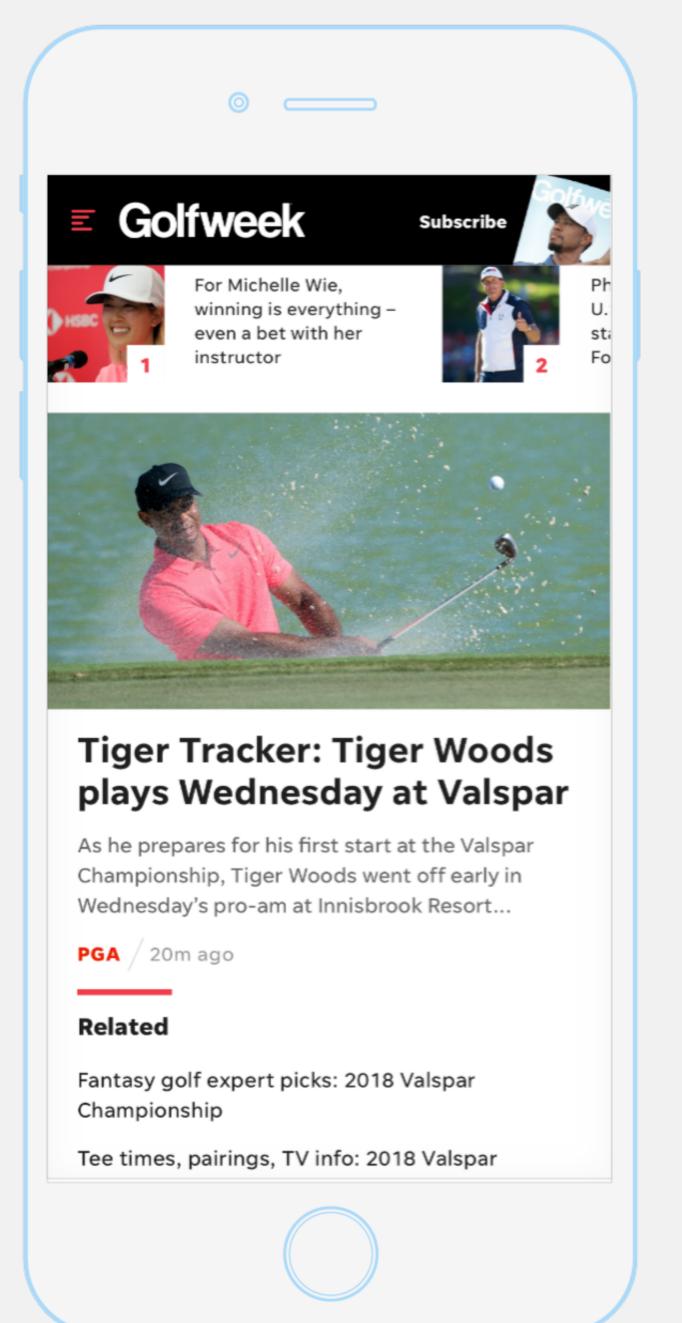


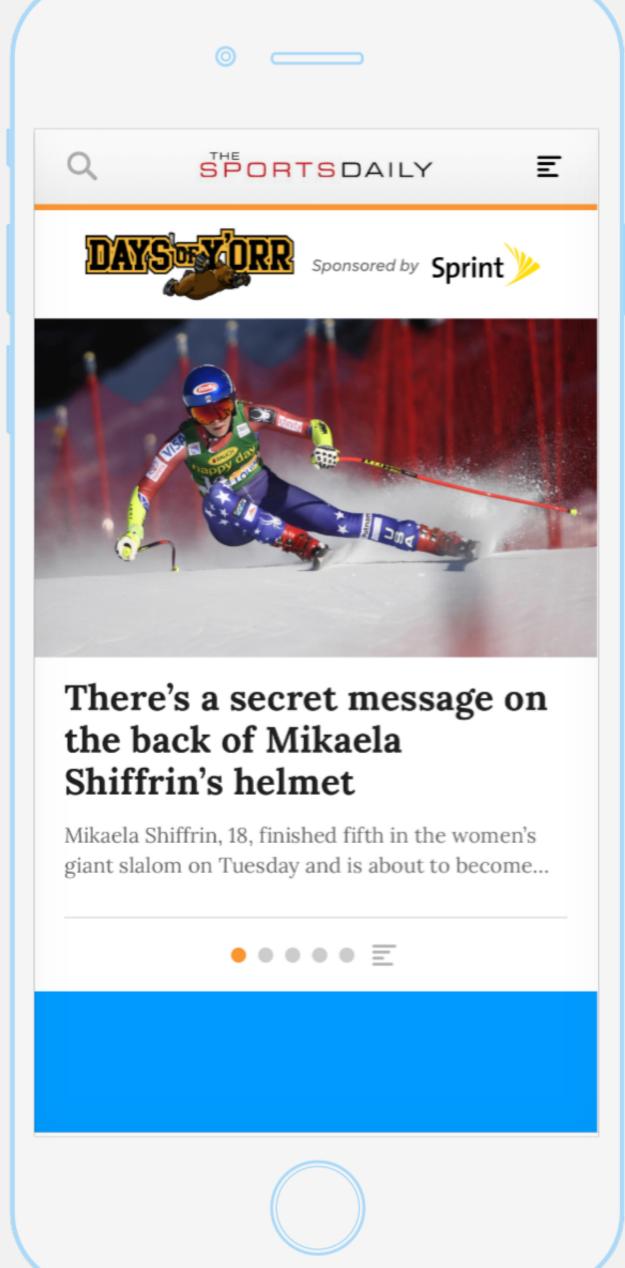










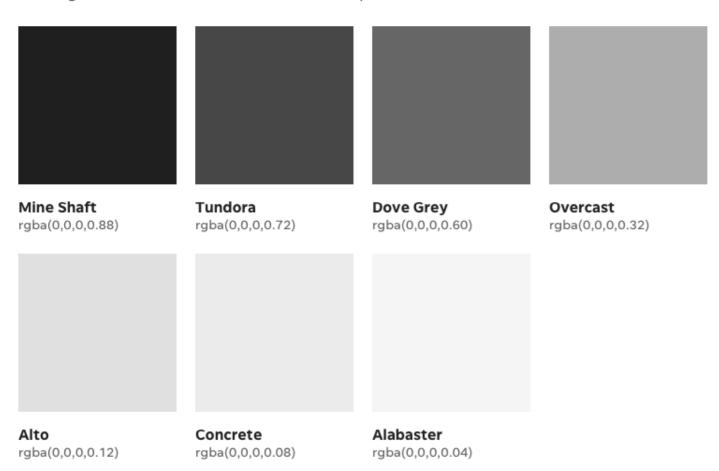


# Color

Our sites offer a suite of consistent colors and greys for intuitive semantic appropriation and flexibility. Care has been taken to be sure these colors meet web accessibility standards. Each site has a primary brand color that is intended to be editable on the fly as a single, site-wide variable.

# Grays

We have adapted an RGBa system for our grays. We use grays for our typography as well as for creating color shift variations in our established palette.

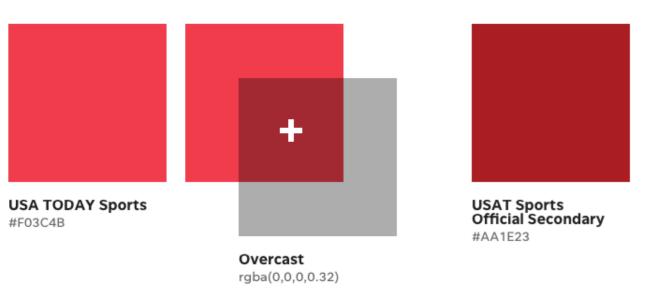


### **Color Reference Table**

Gray	Value	Hex Approx.*	Usage
mine-shaft	rgba(0,0,0,0.88)	#212121	primary text color
<b>t</b> undora	rgba(0,0,0,0.72)	#454545	secondary text color
dove-grey	rgba(0,0,0,0.60)	#666666	tertiary text color
overcast	rgba(0,0,0,0.32)	#B2B2B2	accent overlay color
alto	rgba(0,0,0,0.12)	#DEDEDE	borders & linebreak
concrete	rgba(0,0,0,0.08)	#F2F2F2	depth accent background
alabaster	rgba(0,0,0,0.04)	#F7F7F7	light accent background
white	rgba(255,255,255,1)	#FFF	text on dark backgrounds
off-white	rgba(255,255,255,0.72)		accent text on dark backgrounds

## **Primary Brand Color**

Each SMG/SDP site should have a Primary Brand Color set as a variable. It's value when set to grayscale should be no less than 50% for readability. The default color is USAT Sports Red. To replicate the relationship between USA TODAY primary colors and their secondary counterparts, the 30% gray value "Overcast" may be used as an additive overlay.

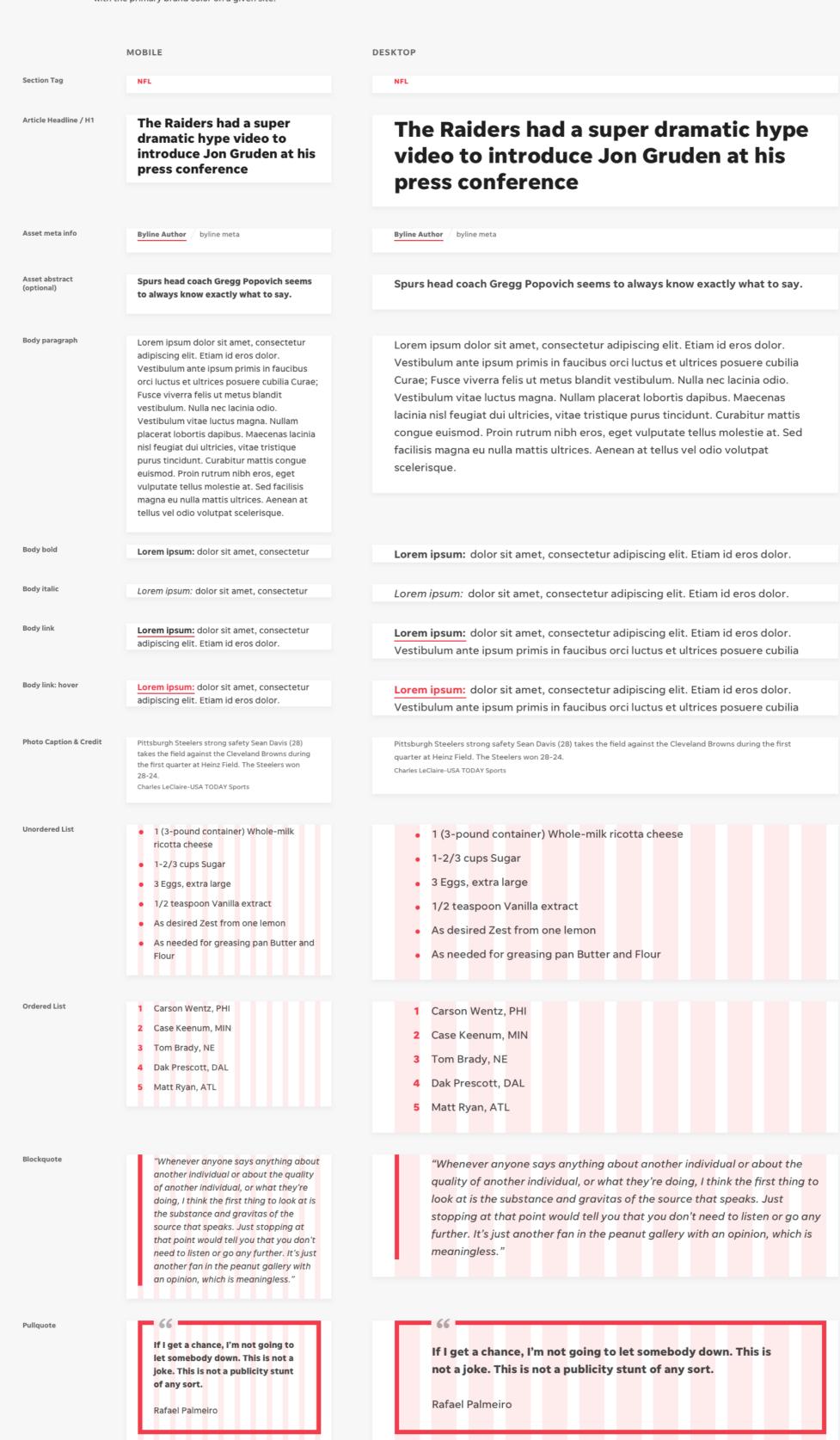


### **Branded UI**

Calls to action on site outside of imperative UI functions rely on the primary brand palette with

### **Asset Styles**

Below is an inventory of common type styles used in articles or other standalone assets. Tablet variants may be developed over time but the goal should be to reduce complexity by limiting variance as much as possible. Note that instance of red type or accents should be substituted with the primary brand color on a given site.



Large subhead text looks like this and should be

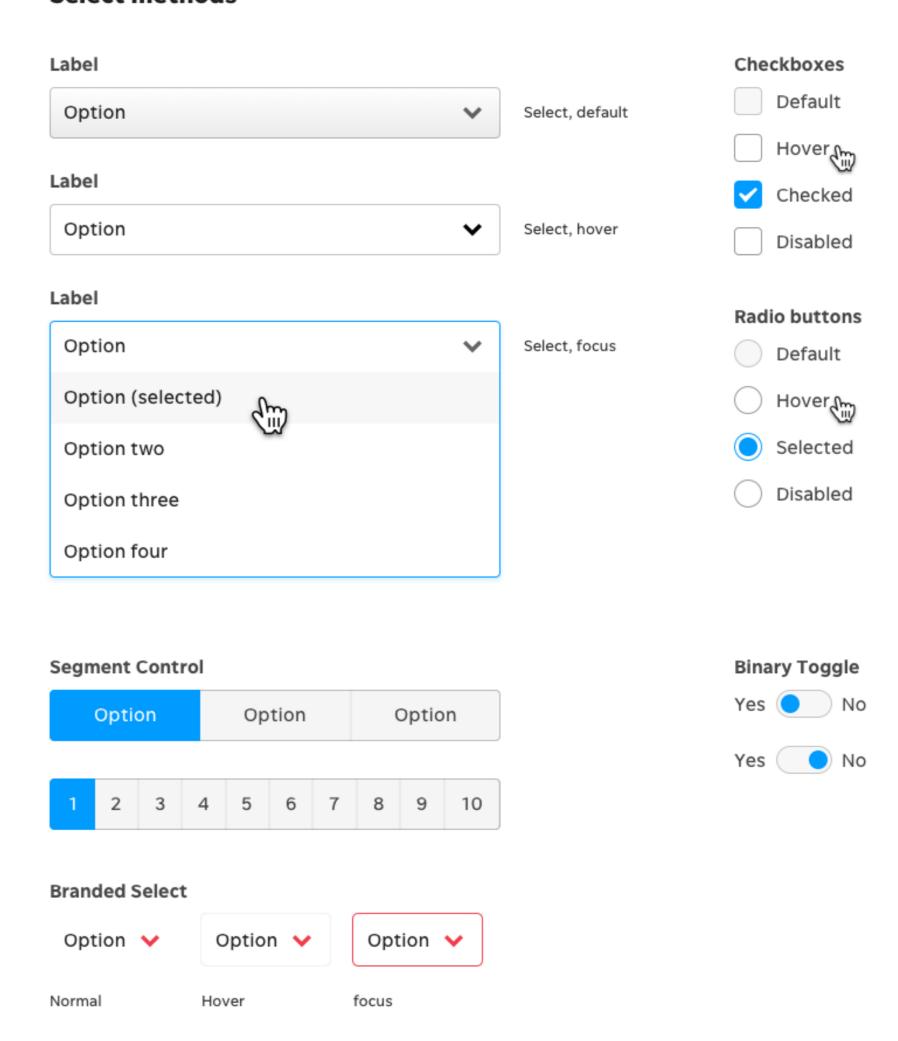
Large subhead text looks like this

and should be used sparingly

# **UI select fields**

Standardized treatments for form selection patterns across the platform. For optimum usability, standard or transactional UI patterns will rely on a conventional set of colors, rather than a customized branding color. Branded UI elements will make use of the custom branding color assigned by the site owner.

### **Select methods**



# Asset meta objects (1 of 2)

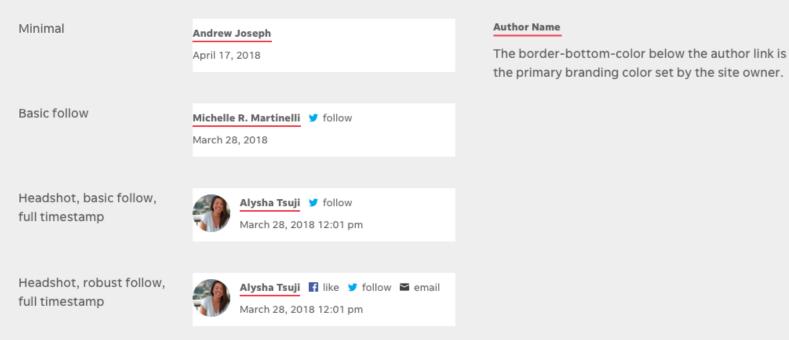
The top of each article asset will possess several common variable elements: titles, bylines, share tools, related posts, and lede media. These elements are key identifiers and will need to be treated as robust modules with their own grids and rules.

### **Article headline**

The Raiders had a super dramatic hype video to introduce Jon Gruden at his press conference

The Raiders had a super dramatic hype video to introduce Jon Gruden at his press conference

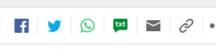
### Author byline & timestamp



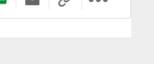
### Share button options

Share buttons are configurable by the site owner and may vary from mobile to desktop. Share options that don't fit in the default view will be available by tapping or hovering on the "meatball" icon (•••). Clicking/tapping on the shortened URL will copy the article permalink to the user's clipboard for sharing.









Mobile, expanded on tap Share this article → 379 shares

on Pinterest

f on Facebook

via text message

https://usat.ly/354adsf5

Mobile, bottom position w/CTA

Share this article 379 shares

Mobile, link copied

Share this article → 379 shares f on Facebook On Pinterest via Whatsapp

via Whatsapp via text message https://usat.ly/354adsf5 Desktop, top and bottom position w/CTA

Share this article

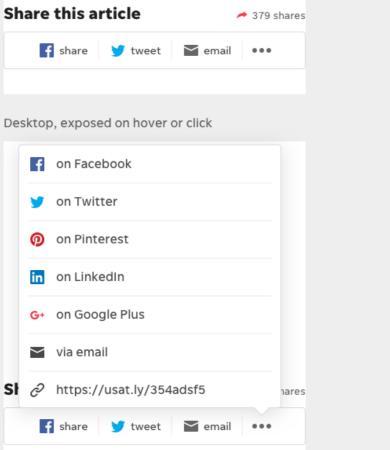
f on Facebook

on Twitter

in on LinkedIn

via email

G+ on Google Plus



# Related posts

Posts related by category will be displayed for recirculation and further reading. The default relationship will be by category. But an editor may choose to override these posts manually.

Mobile, related stories (down page)

More from NFL

Fantasy golf power rankings: 2018 Valspar Tee times, pairings, TV info: 2018 Valspar

Championship, Rounds 1-2 Golf's governing bodies fumble chance to make change with Distance Report

Desktop, related stories (top left)

## More from NFL

Fantasy golf power rankings: 2018 Valspar Championship

Tee times, pairings, TV info: 2018 Valspar

Championship, Rounds 1-2 Golf's governing bodies fumble chance to

make change with Distance Report

### Lede media options



Overrides container padding

Typical article posts will feature multiple options for lede media, based on their article type. Image assets should bleed to the edge of their parent containers, disregarding parent padding. Captions will respect the parent container padding.

Mobile, default (landscape, true crop)



New England Patriots quarterback Tom Brady (12) in the first quarter against the Denver Broncos Isaiah J. Downing-USA TODAY Sports

Captions will require titles (for MSN), caption body, and photo credit. Captions are not expected to be truncated at this time. Below captions, each image asset has a hairline border below for separation from the body content.

Desktop, default (landscape, true crop)



### Tom Brady

New England Patriots quarterback Tom Brady (12) in the first quarter against the Denver Broncos Isaiah J. Downing-USA TODAY Sports

Mobile, portrait



New England Patriots quarterback Tom Brady (12) in the first quarter against the Denver Broncos Isaiah J. Downing-USA TODAY Sports

When a featured image's height exceeds its width, Wordpress should respect the original aspect ratio and automatically assign a float to the desktop treatment, allowing it to live next to the headline, byline, and first paragraphs. Truecrop overrides should be available for editors to manually crop images to a horizontal format if

Desktop, portrait

# 20 mind-blowing stats from the 2017 NFL season



Alysha Tsuji ☐ like У fo March 28, 2018 12:01 pm

The 2017 NFL season has been a strange one that has produced plenty of crazy stats. Here are 20 of the most interesting stats from the first 10 weeks of the season...

Against the Chargers, Blake Bortles became the first quarterback to throw two interceptions in the final two minutes of a game and still win. Another way to look at it: The Chargers became the first team to intercept two passes in the final two minutes of a game and still lose.

New England Patriots quarterback Tom Brady (12) in the first quarter against the Denver Broncos at Sports Authority Field. Isaiah J. Downing-USA TODAY Sports

Jared Goff is on pace for the second largest improvement in passer rating from one season to the next. Nick Foles currently holds the record.

### Longform parallax scrolling photo (desktop)



Overrides container padding

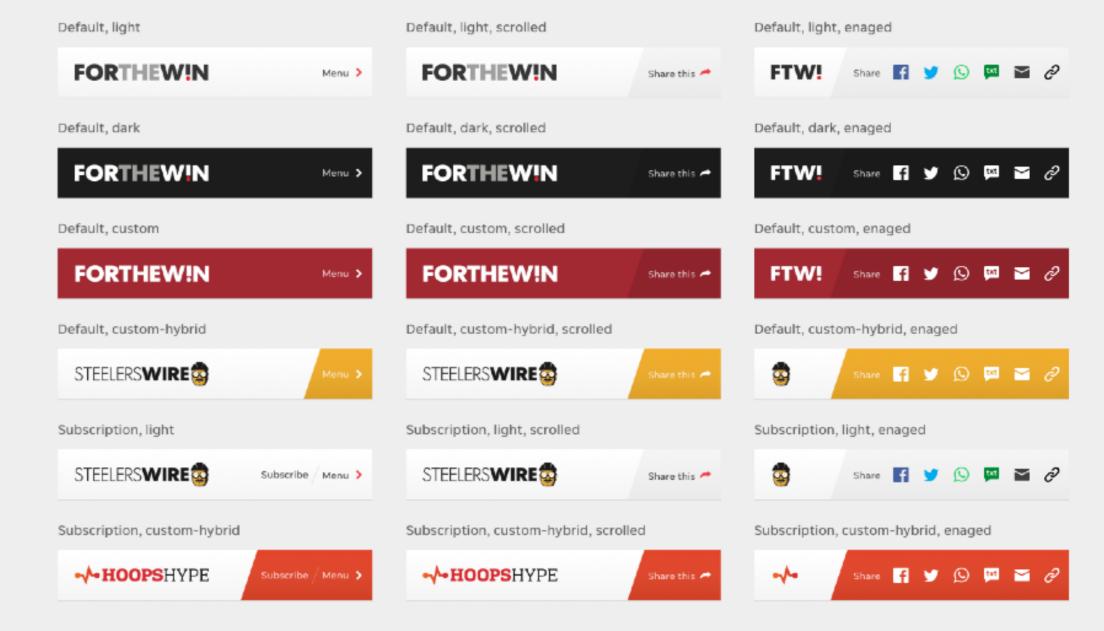
Longform articles will feature a full width layout and full-bleed imagery. To reign in the height of those images on desktop, a parallax masking effect is proposed to reveal the overflow portion upon scroll. The paralax effect reveal an image that's taller than the container masking it. As the user scrolls, more of the

# Header/nav modules (1 of 2)

Our header/nav module is designed to easily accommodate clear and prominent branding, primary navigation, search UI, social follow actions, parent branding for context. We're also proposing that the mobile header also offers a consistent place for sharing actions on asset pages, available upon scroll.

### Mobile header permutations

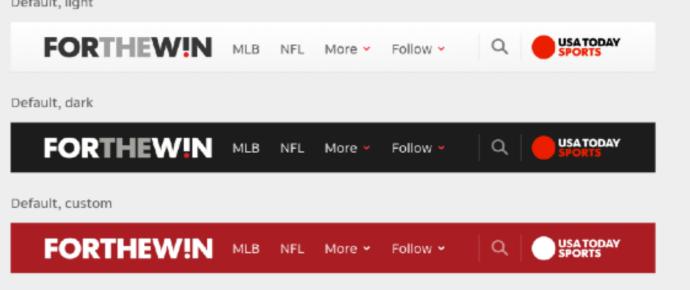
The following shows an array of possible header configurations based on two essential layout options (default and subscription) as well as 4 different color choices (light, dark, custom, cusom hybrid).



### Tablet header permutations

The tablet view of the header simply represents a worst-case scenario for the desktop implementation. There are no fundamental changes to the product requirements. Although there may be some minor scaling adjustments to the primary and parent logos.

Default, light



### Desktop header permutations

The following shows an array of possible header configurations based on two essential layout options (default and subscription) as well as 4 different color choices (light, dark, custom, cusom hybrid).

Default, light



Default, Hybrid branded



Default, Hybrid branded