

2021 Sales & Marketing Review

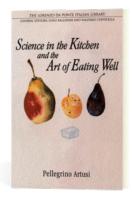
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Stronger than Ever on the Digital Homefront

As the Book Publishing Division at University of Toronto Press (UTP) touches down on its second year working remotely, we reflect on the many accomplishments of the Sales and Marketing Department. In particular, the digital homefront continues to be an area of growth and expansion.

If 2020 was our year to explore new modes of digital promotion, 2021 was our year to improve and integrate these digital initiatives into our list of marketing activities. In 2021 we launched our <u>brand new website</u> and expanded our <u>YouTube channel</u> with even more digital content, including enhanced book trailers, virtual conference exhibits, UTP Talks, and seasonal list previews. Our digital presence has enabled our team to connect and collaborate with our authors throughout the COVID-19 pandemic.

The Stanley Tucci Effect



Published by the University of Toronto Press in 2003, Pellegrino Artusi's classic cookbook <u>Science in the Kitchen and the Art</u> <u>of Eating Well</u> amassed popularity in 2021 thanks to its cameo appearance in CNN's must-watch series, *Stanley Tucci: Searching for Italy*. With a nod of approval from the award-winning actor, writer, director, and producer, the English translation of *Science in the Kitchen and the Art of Eating Well* has sold over 13,000 copies and counting after the episode aired last February. The sudden popularity of this book from the father of Italian cookery created a renewed interest in Artusi's classic and time-honoured recipes among gourmands and Stanley Tucci fans alike.

Planning for 2022

Our plans for 2022 include even more dynamic growth to meet the new world reality. We will continue to develop new ways to promote our books to the widest possible audience and, also, to advance knowledge for the betterment of society.

In this report you'll find highlights of how we grew to meet these goals throughout 2021. Our authors are at the heart of what we do. We hope you enjoy this update and are inspired to work with us in the future!

Visit utorontopress.com to learn more.

Learn how to Reach Your Audience with UTP.

A Message from CEO Jessica Mosher

When I took the helm at University of Toronto Press in November 2021, one of my priorities was to listen and learn from the team. I quickly discovered unanimous consensus on one point: UTP is motivated by a commitment to its authors. Bringing the work of thought leaders to the attention of a global audience can be difficult while everyone is working from home. Yet I've seen my colleagues come together with a sense of compassion for one another and a drive to fulfill the mission of the press. I'm fortunate to be part of such a dedicated crew, especially at this unprecedented time.

Despite our disrupted world and uncertain future, digital business transformation and commercial acceleration have remained priorities for this team. We've steadily shored up our online presence and continue to develop the initiatives outlined in this report. According to the well-established metrics for success in today's digital realm of scholarly communication, we're ahead of the curve. I look forward to working with the UTP team to build on this momentum and come up with innovative new ways to broadcast the voices of the world's top academics, activists, and authors.

- Jessica Mosher

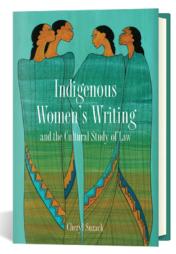
Stories of Impact

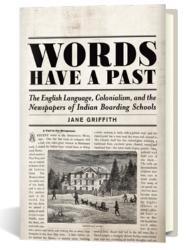
As Canada's largest scholarly press, we believe that words carry weight. Books can foster understanding and shape how people think, plan, and govern. They also inform and inspire UTP's ongoing work towards equity, inclusion, and justice. Here are three stories of impact:

- In keeping with our company's longstanding commitment to promoting diverse voices, we are proud to publish works by leading BIPOC academics. One important publication in 2021 was <u>Colour Matters: Essays on the</u> <u>Experiences, Education, and Pursuits of Black Youth by Carl E. James</u>.
- To help raise awareness about Indigenous History Month, we added two Indigenous studies titles, <u>Indigenous Women's Writing and the Cultural Study</u> of Law by Cheryl Suzack and <u>Words Have a Past: The English Language,</u> <u>Colonialism, and the Newspapers of Indian Boarding Schools by Jane</u> <u>Griffith</u> to the University of Toronto Open Monographs Collection at the <u>University of Toronto Library TSpace Repository</u>, which makes monographs freely available to readers around the world.
- UTP's pledge is to carry out its business activities in a manner that is welcoming and inclusive, and to foster a climate of mutual understanding and respect for the dignity of all members of our community. By constantly identifying and removing any barriers to accessibility, we endeavour to make our goods, services, and opportunities available to everyone. To that end, in 2021 we launched a project to make our ebooks more accessible to readers with special needs through the inclusion of alt-text.

COLOUR MATTERS Essays on the Experiences, Education, and Pursuits of Black Youth

Carl E. James





Global Impact Map

Northern Canada

Published in 2021, Health and Health Care in Northern Canada provides a comprehensive look at health and health care for those living in Canada's Northern and remote communities.

Home to our Canadian trade sales

which has reps on the ground in every

representatives, Ampersand Inc.,

Canadian province and territory.

The Arctic

This year we published Breaking Through, a collection examining security issues in the circumpolar Arctic.

Atlantic Northeast

The Archaeology of the Atlantic Northeast is the first textbook to focus on the prehistory of this important region.

Toronto

We published a special centenary edition of The Discovery of Insulin, by Michael Bliss, to mark the 100th anniversary of the dramatic discovery at the University of Toronto.

Chicago

In 2021 UTP welcomed Bruce Miller and Miller Trade Book Marketing as our new representative in the midwest USA.

BC

New York

Home of our northeastern USA trade representatives, Parson Weems.

Florida

and Virginia.

Mexico

In 2021 UTP was proud to partner with the United Nations to publish three Health Systems in Transition books for Canada, the



USA, and Mexico.



the region.

Southern Associates are our new sales representatives in Florida, Georgia, Tennessee, Alabama, Mississippi, North and South Carolina,

Scholarly Writing. Maine Maine is the setting for The Gatherings, the story of Indigenous-settler reconciliation in

Panama

In 2021 our popular Teaching Culture: UTP Ethnographies for the Classroom series grew with the publication of Esperanza Speaks: Confronting a Century of Global Change in Rural Panama.

Ollantaytambo, Peru

Site of our newest addition to the Teaching Culture: UTP Ethnographies for the Classroom series: The Living Inca Town: Tourist Encounters in the Peruvian Andes.

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UK

UTP books are sold in the UK by Oxford Publicity Partnership. Our UK and European distributor, Ingram Publisher Services UK, is located in Milton Keynes.

The UK is also home to Durnell Marketing Ltd., which represents UTP across Europe.

Spain

In 2021 we published the first graphic novel adaptation of Lazarillo de Tormes, the anonymous sixteenth-century work that is credited with founding the picaresque literary genre.

Italy

Studies.

Iberian Peninsula

UTP continues to garner attention and praise for Toronto Iberic, an innovative interdisciplinary series on topics ranging from the Middle Ages to modern times. One notable 2021 title is Chocolate: How a New World Commodity Conquered Spanish Literature, by Erin Alice Cowling.

Moscow



Moscow.

Russia In early 2021, we published Adnan

Our European trade representative,

India

Durnell Marketing Ltd. has an office in

in New Delhi.

Raghurajpur

Crafts Village.

This village is the subject

of our new ethnography

Legacies from an Indian

Painting Stories: Lives and

UTP is represented in India by VIVA Books Private Limited

Vatansever's Oil in Putin's Russia: The Contests over Rents and Economic Policy. Based on 10 years of research, it takes an innovative approach to understanding the contested allocation of resource rents.

Asia In 2021 we released The Politics of the Asia-Pacific: Triumphs, Challenges, and Threats, our first textbook for

complex region.



the politics of this vast and

South Korea

In 2021 UTP published the second, intermediate volumes of our popular world languages text, New Generation Korean





UTP books are sold into the Chinese market by Everest International Publishing Services, located in Beijing.

Thailand

Our newest graphic novel in the ethnoGRAPHIC series, The King of Bangkok tells the story of contemporary Thailand and how the waves of history lift, engulf, and crash against ordinary people.

Uganda

UTP publishes several innovative

scholarly series on Italian history,

literature, and culture, including

the Lorenzo Da Ponte Italian

Library and Toronto Italian

Site of our new book Global Health and the Village: Transnational Contexts Governing Birth in Northern Uganda, by Sarah Rudrum. This study brings the complex local and transnational factors governing women's access to safe maternity care into view.

Australia & New Zealand

This year we were excited to add new distributors and sales representatives in Australia and New Zealand: NewSouth Books.



Reinforcing Our Digital Presence

New Website Launch

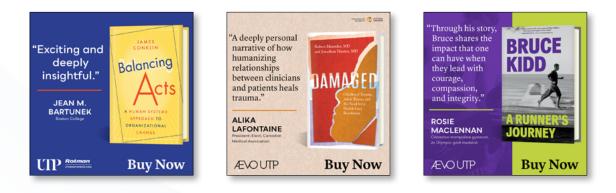
In the summer of 2021, we launched a <u>brand new website</u>. With enhanced browse and search capabilities and straightforward ecommerce functionality, the new website makes it easier for customers to find, purchase, enjoy, and share University of Toronto Press books.

Alongside our new website, the <u>UTP blog</u> continues to serve as a popular digital platform to showcase our authors and content related to our books. If you would like to write a post for the <u>UTP blog</u>, please be in touch with your ideas!



Digital Marketing Services

We continue to work closely with local digital marketing agencies Groundzero and Fractal Communications to promote select UTP titles directly to consumers. In 2021 we developed detailed and targeted digital marketing plans to promote our titles and key events through SEO, display and search ads, and social media ads.







Book Trailers and Quick Pitches

UTP book trailers have emerged as an invaluable way to promote our authors to an online audience of curious readers. In the past year, we created a series of new book trailers and "teaser" videos to provide brief and visually enticing introductions to our books – each garnering thousands of engaged viewers.

While our higher education sales representatives are still unable to visit instructors on campus, our Back to School and Quick Pitch videos serve a unique way to promote textbooks and to share messages directly from our authors.

Seasonal List Previews

In 2021 UTP launched two new seasonal catalogue previews: our Fall List Preview in early September and our Spring-Summer List Preview in late November. These online events featured a range of short book presentations by UTP staff and authors and helped ensure that booksellers were aware of important forthcoming titles in our new catalogues.

Virtual Author Events

2021 was a busy year for virtual author events, panel discussions, instructor workshops, and virtual book launches, many of them part of the UTP Talks series that we launched at the start of the pandemic. While we are eager to return to in-person events, we have enjoyed reaching a global audience with these very successful Zoom webinars!

Virtual Conferences

As many academic conferences remained virtual in 2021, we continued to produce virtual book displays along with other visual materials that could be accessed from our online exhibit spaces, our website, and our YouTube channel. Attendees could explore our books and connect with our editorial team.













Trade Publishing at UTP

In 2021 UTP continued to expand its general interest publishing. We took everything that we learned from the 2020 launch of our two new trade imprints – Aevo UTP and New Jewish Press – and applied it to our newest round of trade titles. We also released several new books in our well-established business imprint, Rotman-UTP Publishing.

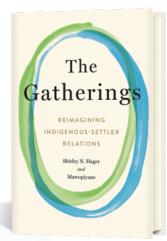
We are reaching wider audiences with every book that we publish in these unique trade imprints. Here's a quick overview of the imprints along with a few select titles.

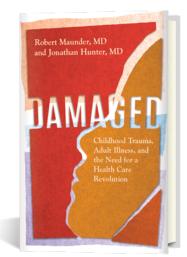


<u>Aevo UTP</u> books delve into major issues facing today's world. Written by leading experts and intended for the intellectually curious, these books tackle a range of topics including the climate crisis, urban development, mental health, and popular science. Drawn from the University of Toronto's coat of arms, "Aevo" loosely translates to "passing through time." Select 2021 titles include the following:

<u>The Gatherings: Reimagining Indigenous-Settler Relations, by Shirley N. Hager</u> <u>and Mawopiyane</u>

<u>Damaged: Childhood Trauma, Adult Illness, and the Need for a Health Care</u> <u>Revolution, by Robert Maunder, MD, and Jonathan Hunter, MD</u>









<u>New Jewish Press</u> is an imprint of University of Toronto Press, in partnership with the Anne Tanenbaum Centre for Jewish Studies, that includes outstanding books on Jewish culture, history, philosophy, literature, and religion. Books published under the New Jewish Press imprint will contribute to the Canadian and international Jewish cultural landscape by connecting with a broad and intellectually engaged readership.

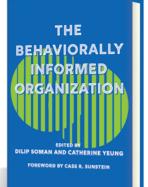
New in 2021:

<u>Connected Capitalism: How Jewish Wisdom Can Transform Work,</u> <u>by David Weitzner</u>

Forthcoming in 2022: But I Live: Three Stories of Child Survivors of the Holocaust, edited by Charlotte Schallié







Books from <u>Rotman-UTP Publishing</u> bridge research and practice, offering actionable learning for navigating today's complex business environment. Business professionals, students, and anyone interested in staying current with the latest in business thinking will be engaged by these titles, which reflect the Rotman School's vision for "a new way to think." Select 2021 titles include the following:

<u>The Behaviorally Informed Organization, edited by Dilip Soman and</u> <u>Catherine Yeung</u>

Decoding CEO-Speak, by Russell Craig and Joel Amernic

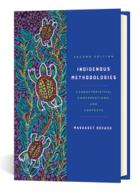


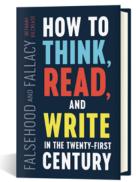
Innovative Publishing

In 2021 UTP published 170 books to fulfill our mission to publish exemplary works of scholarship and disseminate knowledge for the benefit of society. We are proud to publish innovative scholarship, course books, and general interest books in a wide range of formats in order to help bring research to life and to give voice to different authors from around the world.

Course Books

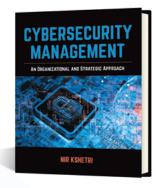
Part of our mandate is to publish materials for course use that are pedagogically valuable and that contribute to ongoing scholarship. The possibilities for rethinking how texts can be used in the classroom, along with new formats and affordable methods for their delivery, are endless. Here are some examples of our new and innovative textbooks:



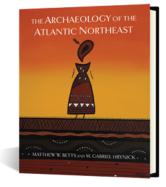


<u>Indigenous Methodologies:</u> <u>Characteristics, Conversations, and</u> <u>Contexts, Second Edition,</u> <u>by Margaret Kovach</u>





<u>Cybersecurity Management: An</u> <u>Organizational and Strategic Approach,</u> <u>by Nir Kshetri</u>



The Archaeology of the Atlantic Northeast, by Matthew W. Betts and M. Gabriel Hrynick

Graphic Novels

Over the past few years, UTP has cultivated a rich collection of graphic works for the classroom and the general reader. Here are some of our recent releases:



<u>The King of Bangkok,</u> by Claudio Sopranzetti, Sara Fabbri, and Chiara Natalucci

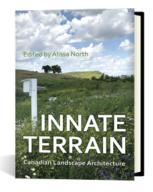


Lazarillo de Tormes: A Graphic Novel, by Enriqueta Zafra, illustrated by Jesús Mora

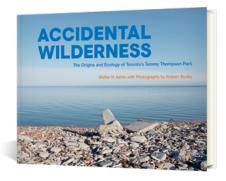
Art and Coffee Table Books

In recent years, UTP has produced a number of art and coffee table books with beautiful, full-colour illustrations and art programs. Some examples include the following:

Forthcoming 2022

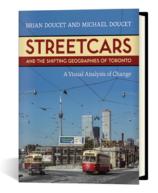


Innate Terrain: Canadian Landscape Architecture, edited by Alissa North



Accidental Wilderness: The Origins and Ecology of Toronto's Tommy Thompson Park, by Walter H. Kehm and photographer Robert Burley

Forthcoming 2022



<u>Streetcars and the Shifting</u> <u>Geographies of Toronto: A</u> <u>Visual Analysis of Change,</u> <u>by Brian Doucet and Michael</u> <u>Doucet</u>

Rights Sales

In 2021 we signed thirty-eight translation rights licences for UTP titles, compared to twenty-three licences in 2020! It is great to see our books reach thirteen different language markets, despite the continuing impacts of COVID-19.

We saw strong interest in our backlist titles, with UTP books launching two series: a Northrop Frye series in Turkish, and a Keith Thor Carlson series on Indigenous studies in Chinese (simplified characters). UTP textbooks also found new markets: *Experiencing Medieval Art* will be translated into Italian; *Narratology*, Fourth Edition into Albanian; and *A Short History of the Ottoman Empire* into Turkish.

In addition to A Short History of the Ottoman Empire, some of our other frontlist titles also achieved key rights sales: *The Typewriter Century* will be translated into Spanish by a publisher that translated the author's previous book; *Superfluous Women* will be translated into Polish by an art gallery publisher; and *Harbin* will be translated into Chinese (simplified characters).

Firsts this year:

- First Latvian translation: Bassler, Alfred Valdmanis and the Politics of Survival
- First foreign-language audiobook: Duffin, *History of Medicine,* Second Edition Chinese audiobook

Notable seconds:

- Second Albanian translation: Bal, Narratology, Fourth Edition
- Second ethnoGRAPHIC translation: Carrier-Moisan/Flynn/Santos, *Gringo Love* Brazilian Portuguese



Full list of new rights deals:

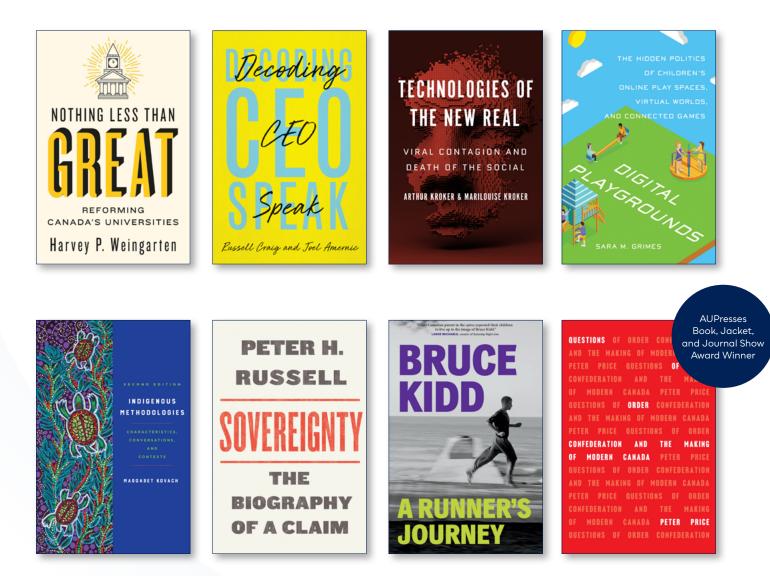
Bal - Narratology, Fourth Edition - Albanian Bassler - Alfred Valdmanis and the Politics of Survival - Latvian Berg/Seeber - The Slow Professor - Spanish (world excl. Latin America) Bliss - The Discovery of Insulin: Special Centenary Edition - Chinese (simplified) and German Capobianco - Heidegger's Way of Being - Italian Carlson - The Power of Place, the Problem of Time—Chinese (simplified) Carlson/Fagan - Call Me Hank - Chinese (simplified) Carlson/Fagan/Khanenko-Friesen - Orality and Literacy - Chinese (simplified) Carrier-Moisan/Flynn/Santos - Gringo Love - Brazilian Portuguese Copenhaver/Copenhaver - From Kant to Croce - Italian Duffin - History of Medicine, Second Edition - Chinese audiobook Ede/Cormack - A History of Science in Society, Fourth Edition - Chinese (simplified) Ellis - They Need Nothing - Spanish Erickson/Murphy - A History of Anthropological Theory, Sixth Edition - Greek Fowler - Beau Monde on Empire's Edge - Ukrainian Frye - Creation and Recreation - Turkish Frye - The Double Vision - Turkish Frye - Fools of Time - Turkish Frye/Denham - Northrop Frye's Uncollected Prose - Turkish Frye/Gill - Northrop Frye on Twentieth-Century Literature - Turkish Frye/Macpherson - Biblical and Classical Myths - Portuguese and Turkish Frye/Salusinzky - Northrop Frye's Writings on the Eighteenth and Nineteenth Centuries - Turkish Gamsa - Harbin - Chinese (simplified) Kessler - Experiencing Medieval Art - Italian Kobrak/Martin - From Wall Street to Bay Street - Chinese (simplified) Kristeva - Hannah Arendt: Life Is a Narrative - Korean Lonergan - A Second Collection (Volume 13) - Italian Lyons - The Typewriter Century - Spanish McDonough - Canada's National Security in a Post-9/11 World - Chinese (simplified) McLuhan - The Gutenberg Galaxy - Chinese (simplified), Korean, and Polish Morgan - An Explanation of Constrained Optimization for Economists - Chinese (simplified) Wittman - The Tomb of the Unknown Soldier, Modern Mourning, and the Reinvention of the Mystical Body - Italian Woodcock - Anarchism - Greek Worringer - A Short History of the Ottoman Empire - Turkish

Zychowicz - Superfluous Women - Polish

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Book Design Highlights

Visually sophisticated imagery is constantly competing for our attention on all fronts, from social media platforms and digital storefronts, to magazine advertisements and bookstore shelves. So, how do we stand out in the crowd? As you can see from the small selection below, our team of editors, designers, and production coordinators are experts when it comes to choosing cover artwork that not only accurately conveys a book's tone and subject, but also has a finger on the pulse of contemporary design trends and styles. We aren't the only ones who think so: the thoughtfully compelling cover of Peter Price's *Questions of Order*, designed by Kathleen Lynch, was selected for a 2021 AUPresses Book, Jacket, and Journal Show award by the Association of University Presses.



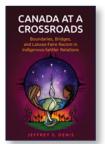
Award Winners in 2021

CREATING Gender-Inclusive Organizations

Choice 2021 Outstanding Academic Title



Speak Up Talk Radio Firebird Book Award



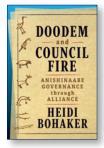
CSA John Porter Award



C.P. Stacey Award



CSN-RÉC Best Book Prize



CHA Best Book in Political History

OHS Joseph Brant Award

American Society for Ethnohistory Erminie Wheeler-Voegelin Book Award



Disability History Association Outstanding Book Award



CLSA W. Wesley Pue Prize

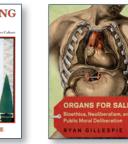
Fondation du Barreau du Québec prix des meilleures monographies



Society for Socialist Studies Errol Sharpe Book Prize



Choice 2021 Outstanding Academic Title



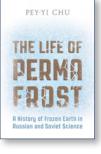
Choice 2021 Outstanding Academic Title



Canadian Association of Slavists / Taylor & Francis Book Prize



ASEEES Omeljan Pritsak Book Prize in Ukrainian Studies



ASEEES W. Bruce Lincoln Book Award



Phi Alpha Theta Best First Book Award



ASEEES Omeljan Pritsak Book Prize in Ukrainian Studies



Independent Publisher Book Awards (IPPY) - Europe - Best Regional Non-fiction



MLA Aldo and Jeanne Scaglione Prize for a Translation of a Scholarly Study of Literature



Society Romanian **Studies Book Prize**



American Association of **Italian Studies** Book Prize in Visual Studies, Film and Media



American Association of **Italian Studies** Book Prize in Literary Studies



PROSE Awards - World History Category



Canadian Association of Slavists / Taylor & Francis Book Prize

International Research Society for Children's Literature Book Award



CAWLS Best **Book Prize** in Work and Labour Studies



OHS Fred Landon Award



Walter Owen Book Prize

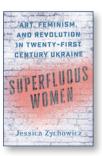
Cultures of the fragn



PROSE Awards -**Social Sciences** Textbook Category



CHA CBHA Best Book in Canadian Business Omeljan Pritsak History



ASEEES **Book Prize** in Ukrainian Studies

MLA Aldo and Jeanne Scaglione Prize for Studies in Slavic Languages and Literature



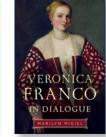
CHA Clio Prize



RSA Delmas **Foundation Book** Prize



Indexers Canada **Ewart-Daveluy** Award



MLA Aldo and Jeanne Scaglione Publication Award for a Manuscript in Italian Literary Studies



Foreword INDIES - Ecology & Environment



Foreword INDIES -Regional



Canadian Society of Landscape Architects National Award -**Research Category**

Heritage Toronto Book Award

Advertising

In the past year, UTP promoted its authors and books in both print and digital media. As we continued to adapt to the COVID-19 pandemic, we kept customers informed through display advertising. In 2021, UTP advertised in the following venues:

UPclose	Hoga	n's Alle	y].
Claren	nont	Canad	la's Bo	vres Ca oks / C	hada anadian
Review of		Hist	ory Stu	adies C	ollection
Books	CHA Int	ersections	Jaco	bin	Bulletin of the
The	New Re	public	Black	lock's ter	Comediantes
New Polity	Litera	TY ICCEE	S Confer	ence P	rogram
New Yoi	rk ^R	eview	ofCa	nad	a pmla
Review	of Rot	man L (gazine	ondo	nK	eview
Books	Choice				Books
	Magazin	Pub			
lai	The W	alrus V	Veek		of Higher Education
	Canadi	an Run	ning	BC	Bookworld
Our Times R.A.M.P. Seasonal					I.P. nal
The Canadi	an		_	Catalo	
Frie	Aware	_			
			Upta	ike	

Social Media

In 2021 social media allowed us to stay connected with our readers as the COVID-19 pandemic continued to limit travel and in-person events. We are always studying the social media landscape and adjusting our digital strategy in order to ensure that our books end up in front of intellectually curious customers. We welcome input from you about the social media accounts and trends that are most relevant to your book projects and your online communities!



Steady growth in followers in 2021 to over 3.7K! Page reach: 807,828

Surpassed 11.7K followers in 2021 and still growing! Impressions: 3,754,000



We are currently at 6.5K followers, finding new ways to showcase our books every day! Reach: 177,679

We posted 82 book trailers, author videos, virtual conference displays, and book discussions in 2021! Total views: 70,849

YouTube

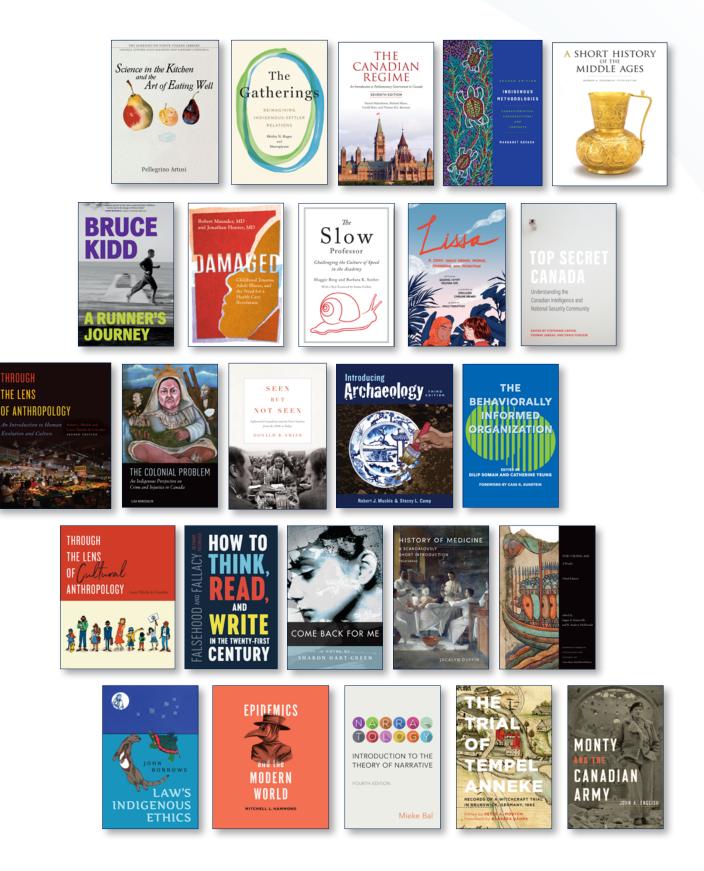


We reached 2.4K followers in 2021! Page views: 5,889

Follow us @utpress

Bestsellers in 2021

THE LENS



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Publish with UTP

"It was a pleasure working with the University of Toronto Press to get our book published. I felt a lot of attention was paid to ensuring that the research was academically sound and that the final product was of a high quality."

Eva Aboagye

"The sensitivity with which the entire UTP staff approached our book on Indigenoussettler relations must be unique and over-and-above in the publishing world. There was care and consultation shown to our project throughout, with authors' input welcomed and encouraged. And nothing can match the marketing support that UTP has provided. Thank you to the entire UTP staff from the bottom of our hearts." Shirley N. Hager

"UTP is supportive of its authors. Its outstanding acquisition editors offer leadership and advice from start to finish."

David Gay

"Everyone I worked with at UTP was top-notch - responsive, professional, and supportive." Amy L. Atchison

"The folks at the University of Toronto Press are enthusiastic, supportive, and efficient. When you publish with them, you feel like you are working WITH them, not in parallel or opposition. They go out of their way to help your project succeed." Gayle K. Brunelle

Odyle K. Drohelle

"I am proud to have published my book with UTP. The editorial staff in particular did a great deal of work with me bringing my manuscript up in quality, both before and after peer review, and the end product is something I am proud to have as one of the greatest achievements of my life. All of the staff lived up to UTP's stated goal, to produce high-quality books at affordable prices."

Robert Chrismas

"It was a pleasure to work with the University of Toronto Press on our edited collection. As a first-time book author, I really appreciated the clear communication and extensive support throughout the process."

Leah Levac

"UTP produces texts of the highest academic calibre that are not only relevant and exciting to read, but also beautifully designed in both digital and print formats." Jessica Zychowicz

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