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PUBLICATION DESCRIPTION

BUSINESS FACILITIES is written for C-level executives, business owners, commercial real estate professionals and other executives in high-growth companies who are the primary decision-makers for the world's largest corporate expansions and relocations. In print and online, *Business Facilities* provides site selectors with the information they need to help them identify prime locations in North America and around the world. Regular features include global, state and local community profiles, workforce initiatives, infrastructure and more.

FIELD SERVED/DEFINITION OF RECIPIENT QUALIFICATION

BUSINESS FACILITIES serves the information needs of executives in manufacturing, transportation/distribution/warehousing, and business services.

Qualified recipients are Chief Executive Officers, Partners, Chairmen, Presidents, Owners, VPs, and other real estate management personnel.

AVERAGE BIMONTHLY CIRCULATION: JANUARY 1, 2019 – JUNE 30, 2019

QUALIFIED CIRCULATION	Non-Paid Print	Paid Print	Non-Paid Digital	Paid Digital	Total Qualified Unduplicated
Individual Subscription	12,810	-	9,957	-	22,767
Association/Group/Directory Lists	17,196	-	38	-	17,234
TOTAL QUALIFIED CIRCULATION	30,006	-	9,995	-	40,001

TOTAL NON-QUALIFIED CIRCULATION	2,183
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Please see the following pages for Recipient Classification, Subscription Source, Recency of Renewal, Business/Industry and Job Title Classification, Geographical Distribution, Digital Activity Report, Qualified Circulation by Issue, Explanation, Audit of Internal Records, and Affidavit.

RECIPIENT CLASSIFICATION

RECIPIENT	Non-Paid Print	Non-Paid Digital	Total Qualified Unduplicated	Percent
Individual by Name and Title and/or Company	30,000	10,000	40,000	100.0%
Individual by Name Only	-	-	-	-
Title Only	-	-	-	-
Company Name Only	-	-	-	-
Total Qualified Circulation	30,000	10,000	40,000	100.0%

SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

RECIPIENT	Non Paid Print	Non-Paid Digital	Renewed, Requested, or Updated Within		Total Qualified Unduplicated	Percent
			1 - 3 Years	3+ Years		
Direct Request from the Recipient	12,876	9,962	22,838	-	22,838	57.1%
Request from Recipient's Company	-	-	-	-	-	-
Association/Group/Directory Lists	17,124	38	17,162	-	17,162	42.9%
Total Qualified Circulation	30,000	10,000	40,000	-	40,000	100.0%

BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

Business Description			CEOs, Partners, Chairmen, Presidents & Owners	VPs, Treasurers, Secretaries & Other Corporate Officers	VPs, Managers, Directors of Real Estate and/or Facilities & Other Real Estate Facility Personnel	Corporate Managers & Directors	Architects & Engineers	Other	Total Qualified Unduplicated	Percent
	Print	Digital								
Food & Kindred Products	5,445	274	3,388	1,017	108	1,169	5	32	5,719	14.3%
Tobacco Products	11	6	10	1	4	2	-	-	17	0.0%
Textile Mill Products	86	41	91	18	12	4	-	2	127	0.3%
Apparel & Other Finished Products	206	99	248	27	15	11	-	4	305	0.8%
Lumber & Wood Products	233	246	318	26	86	36	2	11	479	1.2%
Furniture & Fixtures	102	94	141	14	16	17	1	7	196	0.5%
Paper & Allied Products	844	80	460	80	38	331	4	11	924	2.3%
Printing, Publishing & Allied Products	2,234	591	2,341	205	170	74	2	33	2,825	7.1%
Chemicals & Allied Products	2,263	134	1,747	513	77	35	11	14	2,397	6.0%
Drugs & Pharmaceuticals	66	51	66	13	15	14	2	7	117	0.3%
Petroleum Refining & Related Industries	45	26	33	7	15	7	3	6	71	0.2%
Rubber & Miscellaneous Products	524	46	263	67	26	209	1	4	570	1.4%
Plastics	588	98	328	70	34	250	-	4	686	1.7%
Leather & Leather Products	3	3	4	1	-	-	1	-	6	0.0%
Stone/Clay/Glass & Concrete Products	139	148	181	22	48	27	1	8	287	0.7%
Primary Metal Industries	220	128	199	35	54	50	6	4	348	0.9%
Fabricated Metal Products including Ordnance & Accessories	5,210	410	3,621	1,067	131	751	11	39	5,620	14.1%
Machinery (except Electrical) including Computers & Office Equipment	915	198	768	209	74	35	13	14	1,113	2.8%
Electrical Machinery, Equipment & Supplies	94	102	117	18	23	23	8	7	196	0.5%
Electronic Components & Communications Equipment	80	107	99	18	26	27	11	6	187	0.5%
Transportation Equipment	282	234	269	42	123	40	19	23	516	1.3%
Professional Scientific & Controlling Instruments	17	16	15	1	5	6	1	5	33	0.1%
Medical Instruments	35	16	28	7	7	7	1	1	51	0.1%
Renewable Energy	57	60	64	15	22	6	3	7	117	0.3%
Other Manufacturing Industries	153	146	187	19	34	27	3	29	299	0.7%
Subtotal: Manufacturing	19,852	3,354	14,986	3,512	1,163	3,158	109	278	23,206	58.0%
Trucking & Warehousing	220	218	250	29	93	47	3	16	438	1.1%
Wholesalers & Distributors	547	486	621	99	168	95	7	43	1,033	2.6%
Subtotal: Transportation, Distributors & Warehousing	767	704	871	128	261	142	10	59	1,471	3.7%
Computer Software Developers, Data Processing, Communications	2,922	335	2,325	664	139	90	15	24	3,257	8.1%
Insurance, Financial Institutions, Legal and/or Accounting	478	469	525	94	198	74	4	52	947	2.4%
Realtor, Brokers & Private Developers	324	470	340	101	206	101	11	35	794	2.0%
Telemarketing Services	39	28	58	3	5	1	-	-	67	0.2%
Retail Trade, Mail Order Houses	1,161	501	1,283	93	186	72	2	26	1,662	4.2%
Accommodations, Hotels, Restaurant, Health Care	838	1,049	588	96	746	303	28	126	1,887	4.7%
Services, Other Business Services	897	516	725	170	326	107	8	77	1,413	3.5%
Consultants, Design Engineers, Management Services, Architects, R & D	705	1,062	1,133	121	206	162	89	56	1,767	4.4%
General Contractors, Builders, Building Services	676	912	996	130	282	110	24	46	1,588	4.0%
Biotech/R & D	953	49	715	212	46	17	4	8	1,002	2.5%
Subtotal: Business Services	8,993	5,391	8,688	1,684	2,340	1,037	185	450	14,384	36.0%
Others Allied to the Field	388	551	250	73	211	121	18	266	939	2.3%
Total Qualified Circulation	30,000	10,000	24,795	5,397	3,975	4,458	322	1,053	40,000	100.0%

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Print	Digital	Total Qualified Unduplicated	Percent	REGION	Print	Digital	Total Qualified Unduplicated	Percent
Maine	136	68	204	0.5%	Kentucky	420	138	558	1.4%
New Hampshire	170	54	224	0.6%	Tennessee	610	238	848	2.1%
Vermont	62	17	79	0.2%	Alabama	412	167	579	1.4%
Massachusetts	749	238	987	2.5%	Mississippi	214	83	297	0.7%
Rhode Island	112	40	152	0.4%	E. S. Central	1,656	626	2,282	5.7%
Connecticut	421	146	567	1.4%	Arkansas	233	77	310	0.8%
New England	1,650	563	2,213	5.5%	Louisiana	347	139	486	1.2%
New York	1,567	580	2,147	5.4%	Oklahoma	321	122	443	1.1%
New Jersey	991	317	1,308	3.3%	Texas	2,142	680	2,822	7.1%
Pennsylvania	1,470	482	1,952	4.9%	W. S. Central	3,043	1,018	4,061	10.2%
Mid Atlantic	4,028	1,379	5,407	13.5%	Montana	89	44	133	0.3%
Delaware	76	26	102	0.3%	Idaho	147	77	224	0.6%
Maryland	449	176	625	1.6%	Wyoming	51	20	71	0.2%
D.C.	60	29	89	0.2%	Colorado	506	140	646	1.6%
Virginia	699	249	948	2.4%	New Mexico	100	45	145	0.4%
West Virginia	92	50	142	0.4%	Arizona	404	132	536	1.3%
North Carolina	873	314	1,187	3.0%	Utah	291	74	365	0.9%
South Carolina	355	163	518	1.3%	Nevada	146	48	194	0.5%
Georgia	802	293	1,095	2.7%	Mountain	1,734	580	2,314	5.8%
Florida	1,232	564	1,796	4.5%	Alaska	49	7	56	0.1%
S. Atlantic	4,638	1,864	6,502	16.3%	Washington	597	162	759	1.9%
Ohio	1,498	476	1,974	4.9%	Oregon	397	100	497	1.2%
Indiana	703	253	956	2.4%	California	3,295	802	4,097	10.2%
Illinois	1,745	559	2,304	5.8%	Hawaii	79	26	105	0.3%
Michigan	1,040	327	1,367	3.4%	Pacific	4,417	1,097	5,514	13.8%
Wisconsin	1,002	321	1,323	3.3%	U.S. Territories	5	8	13	0.0%
E. N. Central	5,988	1,936	7,924	19.8%	U.S. Total	30,000	9,993	39,993	100.0%
Minnesota	795	240	1,035	2.6%	Canada	-	5	5	0.0%
Iowa	448	152	600	1.5%	Foreign	-	2	2	0.0%
Missouri	739	257	996	2.5%	Foreign Total	-	7	7	0.0%
North Dakota	116	31	147	0.4%					
South Dakota	102	37	139	0.3%					
Nebraska	294	101	395	1.0%					
Kansas	347	104	451	1.1%					
W. N. Central	2,841	922	3,763	9.4%	Total Qualified	30,000	10,000	40,000	100.0%

QUALIFIED CIRCULATION BY ISSUE

ISSUE	Print	Digital	Total
January/February 2019	30,016	9,984	40,000
Sept/Oct 2019	30,001	9,999	40,000
May/June 2019	30,000	10,001	40,001
6 Month Average	30,006	9,995	40,000

EXPLANATION

Publisher is not required to submit data for all paragraphs/tables. This report does not include an analysis of Additions and Removals by Issue. Percentages are rounded to the nearest tenth. Due to this rounding, percentages may not total 100.0%.

Trade Show/Special Event	Date(s) Attended	Location	# of Copies
Business Facilities LiveXchange	04/07/19 – 04/09/19	Fort Worth, TX	75
BIO 2019	06/03/19 – 06/06/19	Boston, MA	650
TOTAL			775

Audit of Records and Affidavit

On a continuing basis, VERIFIED AUDIT CIRCULATION conducts audits of printing, distribution, financial records and other data presented by this publication in order to substantiate data submitted to Verified. These examinations follow guidelines prepared in conformity with generally accepted circulation auditing procedures, involving records covering all distribution methods utilized for qualified circulation during the period(s) covered by the reports. The results of these audits warrant the issuance of audit reports as true and accurate statements of the qualified circulation of the client publication.

We certify to the best of our knowledge all information set forth in this Publisher’s Statement is true and report circulation in accordance with VERIFIED AUDIT CIRCULATION Procedures and Regulations.

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Vice President of Marketing

Ted Coene
Publisher

08/26/2019