VERIFIED

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PUBLISHER'S STATEMENT
JANUARY 1, 2020 - JUNE 30, 2020

## Established 1968 <br> Issues Per Year: 6

Issues This Report: 3

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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, 2020 - JUNE 30, 2020

| QUALIFIED CIRCULATION | Non-Paid <br> Print | Paid <br> Print | Non-Paid <br> Digital | Paid <br> Digital | Total Qualified <br> Unduplicated |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Individual Subscription | 14,458 | - | 7,976 | - | 22,434 |
| Association/Group/Directory Lists | 13,209 | - | 4,357 | - | 17,566 |
| TOTAL QUALIFIED CIRCULATION | $\mathbf{2 7 , 6 6 7}$ | - | $\mathbf{1 2 , 3 3 3}$ | - | $\mathbf{4 0 , 0 0 0}$ |


| TOTAL NON-QUALIFIED CIRCULATION | 1,978 |
| :--- | :--- |

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 <br> Print | Non-Paid <br> Digital | Total <br> Qualified <br> Unduplicated |
| :--- | ---: | :---: | :---: |
| Individual by Name and Title and/or Company | 23,000 | 17,000 | 40,000 |
| Individual by Name Only | - | - | - |
| Title Only | - | - | - |
| Company Name Only | - | - | - |
| Total Qualified Circulation | $\mathbf{2 3 , 0 0 0}$ | $\mathbf{1 7 , 0 0 0}$ | - |

SUBSCRIPTION SOURCE AND RECENCY OF RENEWAL

| RECIPIENT | Non Paid Print | Non-Paid Digital | Renewed, Requested, or Updated Within <br> 1-3 Years <br> 3+ Years |  | Total Qualified Unduplicated | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Direct Request from the Recipient | 9,744 | 12,663 | 22,407 | - | 22,407 | 56.0\% |
| Request from Recipient's Company | - | - | - | - | - | - |
| Association/Group/Directory Lists | 13,256 | 4,337 | 17,593 | - | 17,593 | 44.0\% |
| Total Qualified Circulation | 23,000 | 17,000 | 40,000 | - | 40,000 | 100.0\% |

BUSINESS/INDUSTRY AND JOB TITLE CLASSIFICATION

| Business Description | Print | Digital | 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 <br> Managers <br> \& Directors | Architects <br> \& Engineers | Other | Total Qualified Unduplicated | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Food \& Kindred Products | 4,137 | 482 | 2,880 | 696 | 124 | 880 | 7 | 32 | 4,619 | 11.5\% |
| Tobacco Products | 6 | 13 | 9 | 1 | 5 | 3 | - | 1 | 19 | - |
| Textile Mill Products | 61 | 88 | 105 | 20 | 14 | 7 | 1 | 2 | 149 | 0.4\% |
| Apparel \& Other Finished Products | 137 | 192 | 262 | 29 | 18 | 13 | 2 | 5 | 329 | 0.8\% |
| Lumber \& Wood Products | 208 | 340 | 368 | 31 | 90 | 43 | 4 | 12 | 548 | 1.4\% |
| Furniture \& Fixtures | 88 | 159 | 176 | 19 | 23 | 20 | 1 | 8 | 247 | 0.6\% |
| Paper \& Allied Products | 603 | 181 | 405 | 72 | 40 | 251 | 4 | 12 | 784 | 2.0\% |
| Printing, Publishing \& Allied Products | 1,512 | 1,389 | 2,396 | 205 | 180 | 81 | 5 | 34 | 2,901 | 7.3\% |
| Chemicals \& Allied Products | 1,699 | 214 | 1,430 | 348 | 72 | 35 | 13 | 15 | 1,913 | 4.8\% |
| Drugs \& Pharmaceuticals | 63 | 107 | 96 | 20 | 24 | 20 | 3 | 7 | 170 | 0.4\% |
| Petroleum Refining \& Related Industries | 40 | 41 | 38 | 7 | 19 | 7 | 4 | 6 | 81 | 0.2\% |
| Rubber \& Miscellaneous Products | 390 | 96 | 247 | 50 | 30 | 154 | 1 | 4 | 486 | 1.2\% |
| Plastics | 455 | 166 | 315 | 65 | 35 | 199 | - | 7 | 621 | 1.6\% |
| Leather \& Leather Products | 3 | 4 | 5 | 1 | - | - | 1 | - | 7 | - |
| Stone/Clay/Glass \& Concrete Products | 132 | 209 | 212 | 25 | 62 | 29 | 1 | 12 | 341 | 0.9\% |
| Primary Metal Industries | 181 | 219 | 227 | 38 | 63 | 56 | 10 | 6 | 400 | 1.0\% |
| Fabricated Metal Products including Ordnance \& Accessories | 3,981 | 640 | 3,131 | 730 | 141 | 569 | 12 | 38 | 4,621 | 11.6\% |
| Machinery (except Electrical) including Computers \& Office Equipment | 706 | 363 | 757 | 141 | 88 | 45 | 16 | 22 | 1,069 | 2.7\% |
| Electrical Machinery, Equipment \& Supplies | 92 | 153 | 143 | 21 | 28 | 31 | 11 | 11 | 245 | 0.6\% |
| Electronic Components \& Communications Equipment | 68 | 181 | 133 | 20 | 35 | 36 | 15 | 10 | 249 | 0.6\% |
| Transportation Equipment | 255 | 432 | 368 | 49 | 152 | 56 | 24 | 38 | 687 | 1.7\% |
| Professional Scientific \& Controlling Instruments | 10 | 46 | 33 | 1 | 8 | 6 | 2 | 6 | 56 | 0.1\% |
| Medical Instruments | 27 | 46 | 37 | 7 | 16 | 10 | 2 | 1 | 73 | 0.2\% |
| Renewable Energy | 49 | 117 | 97 | 18 | 28 | 10 | 2 | 11 | 166 | 0.4\% |
| Other Manufacturing Industries | 187 | 355 | 365 | 29 | 70 | 39 | 3 | 36 | 542 | 1.4\% |
| Subtotal: Manufacturing | 15,090 | 6,233 | 14,235 | 2,643 | 1,365 | 2,600 | 144 | 336 | 21,323 | 53.3\% |
| Trucking \& Warehousing | 197 | 318 | 287 | 39 | 107 | 58 | 4 | 20 | 515 | 1.3\% |
| Wholesalers \& Distributors | 419 | 790 | 707 | 117 | 208 | 122 | 9 | 46 | 1,209 | 3.0\% |
| Subtotal: Transportation, Distributors \& Warehousing | 616 | 1,108 | 994 | 156 | 315 | 180 | 13 | 66 | 1,724 | 4.3\% |
| Computer Software Developers, Data Processing, Communications | 2,112 | 593 | 1,933 | 460 | 165 | 97 | 21 | 29 | 2,705 | 6.8\% |
| Insurance, Financial Institutions, Legal and/or Accounting | 370 | 809 | 638 | 126 | 252 | 99 | 5 | 59 | 1,179 | 2.9\% |
| Realtor, Brokers \& Private Developers | 262 | 743 | 434 | 127 | 264 | 126 | 14 | 40 | 1,005 | 2.5\% |
| Telemarketing Services | 29 | 51 | 65 | 5 | 7 | 1 | 1 | 1 | 80 | 0.2\% |
| Retail Trade, Mail Order Houses | 817 | 949 | 1,349 | 98 | 205 | 86 | 2 | 26 | 1,766 | 4.4\% |
| Accommodations, Hotels, Restaurant, Health Care | 744 | 1,548 | 730 | 125 | 839 | 411 | 36 | 151 | 2,292 | 5.7\% |
| Services, Other Business Services | 710 | 974 | 796 | 177 | 405 | 168 | 11 | 127 | 1,684 | 4.2\% |
| Consultants, Design Engineers, Management Services, Architects, R \& D | 550 | 1,597 | 1,410 | 144 | 237 | 177 | 112 | 67 | 2,147 | 5.4\% |
| General Contractors, Builders, Building Services | 575 | 1,287 | 1,162 | 157 | 316 | 148 | 27 | 52 | 1,862 | 4.7\% |
| Biotech/R \& D | 745 | 137 | 621 | 162 | 44 | 28 | 7 | 20 | 882 | 2.2\% |
| Subtotal: Business Services | 6,914 | 8,688 | 9,138 | 1,581 | 2,734 | 1,341 | 236 | 572 | 15,602 | 39.0\% |
| Others Allied to the Field | 380 | 971 | 388 | 109 | 304 | 184 | 23 | 343 | 1,351 | 3.4\% |
| Total Qualified Circulation | 23,000 | 17,000 | 24,755 | 4,489 | 4,718 | 4,305 | 416 | 1,317 | 40,000 | 100.0\% |

## U.S. GEOGRAPHICAL DISTRIBUTION

| REGION | Print | Digital | Total Qualified Unduplicated | Percent | REGION | Print | Digital | Total Qualified Unduplicated | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Maine | 118 | 105 | 223 | 0.6\% | Kentucky | 318 | 254 | 572 | 1.4\% |
| New Hampshire | 134 | 87 | 221 | 0.6\% | Tennessee | 476 | 366 | 842 | 2.1\% |
| Vermont | 49 | 37 | 86 | 0.2\% | Alabama | 325 | 276 | 601 | 1.5\% |
| Massachusetts | 573 | 411 | 984 | 2.5\% | Mississippi | 164 | 157 | 321 | 0.8\% |
| Rhode Island | 86 | 70 | 156 | 0.4\% | E. S. Central | 1,283 | 1,053 | 2,336 | 5.8\% |
| Connecticut | 323 | 245 | 568 | 1.4\% | Arkansas | 178 | 144 | 322 | 0.8\% |
| New England | 1,283 | 955 | 2,238 | 5.6\% | Louisiana | 267 | 220 | 487 | 1.2\% |
| New York | 1,188 | 1,038 | 2,226 | 5.6\% | Oklahoma | 249 | 201 | 450 | 1.1\% |
| New Jersey | 752 | 529 | 1,281 | 3.2\% | Texas | 1,611 | 1,159 | 2,770 | 6.9\% |
| Pennsylvania | 1,127 | 824 | 1,951 | 4.9\% | W. S. Central | 2,305 | 1,724 | 4,029 | 10.1\% |
| Mid Atlantic | 3,067 | 2,391 | 5,458 | 13.6\% | Montana | 71 | 67 | 138 | 0.3\% |
| Delaware | 58 | 39 | 97 | 0.2\% | Idaho | 120 | 107 | 227 | 0.6\% |
| Maryland | 347 | 298 | 645 | 1.6\% | Wyoming | 37 | 39 | 76 | 0.2\% |
| D.C. | 45 | 56 | 101 | 0.3\% | Colorado | 385 | 241 | 626 | 1.6\% |
| Virginia | 540 | 417 | 957 | 2.4\% | New Mexico | 72 | 71 | 143 | 0.4\% |
| West Virginia | 78 | 75 | 153 | 0.4\% | Arizona | 305 | 223 | 528 | 1.3\% |
| North Carolina | 665 | 527 | 1,192 | 3.0\% | Utah | 222 | 137 | 359 | 0.9\% |
| South Carolina | 269 | 269 | 538 | 1.3\% | Nevada | 114 | 79 | 193 | 0.5\% |
| Georgia | 591 | 521 | 1,112 | 2.8\% | Mountain | 1,326 | 964 | 2,290 | 5.7\% |
| Florida | 914 | 946 | 1,860 | 4.7\% | Alaska | 31 | 21 | 52 | 0.1\% |
| S. Atlantic | 3,507 | 3,148 | 6,655 | 16.6\% | Washington | 444 | 279 | 723 | 1.8\% |
| Ohio | 1,163 | 791 | 1,954 | 4.9\% | Oregon | 305 | 182 | 487 | 1.2\% |
| Indiana | 551 | 435 | 986 | 2.5\% | California | 2,451 | 1,432 | 3,883 | 9.7\% |
| Illinois | 1,359 | 943 | 2,302 | 5.8\% | Hawaii | 62 | 39 | 101 | 0.3\% |
| Michigan | 823 | 549 | 1,372 | 3.4\% | Pacific | 3,293 | 1,953 | 5,246 | 13.1\% |
| Wisconsin | 783 | 515 | 1,298 | 3.2\% | U.S. Territories | 1 | 14 | 15 | - |
| E. N. Central | 4,679 | 3,233 | 7,912 | 19.8\% | U.S. Total | 23,000 | 17,000 | 40,000 | 100.0\% |
| Minnesota | 628 | 412 | 1,040 | 2.6\% | Canada | - | - | - | - |
| Iowa | 357 | 257 | 614 | 1.5\% | Foreign | - | - | - | - |
| Missouri | 597 | 412 | 1,009 | 2.5\% | Foreign Total | - | - | - | - |
| North Dakota | 90 | 59 | 149 | 0.4\% |  |  |  |  |  |
| South Dakota | 85 | 67 | 152 | 0.4\% |  |  |  |  |  |
| Nebraska | 230 | 170 | 400 | 1.0\% |  |  |  |  |  |
| Kansas | 269 | 188 | 457 | 1.1\% |  |  |  |  |  |
| W. N. Central | 2,256 | 1,565 | 3,821 | 9.6\% | Total Qualified | 23,000 | 17,000 | 40,000 | 100.0\% |

QUALIFIED CIRCULATION BY ISSUE

| ISSUE | Print | Digital | Total |
| :--- | :--- | :--- | :---: |
| January/February 2020 | 30,000 | 10,000 | 40,000 |
| March/April 2020 | 30,000 | 10,000 | 40,000 |
| May/June 2020 | 23,000 | 17,000 | 40,000 |
| $\mathbf{6}$ Month Average | $\mathbf{2 7 , 6 6 7}$ | $\mathbf{1 2 , 3 3 3}$ | $\mathbf{4 0 , 0 0 0}$ |

## 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\%.

## 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 CIRULATION Procedures and Regulations.

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07/07/2020
Vice President of Marketing
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