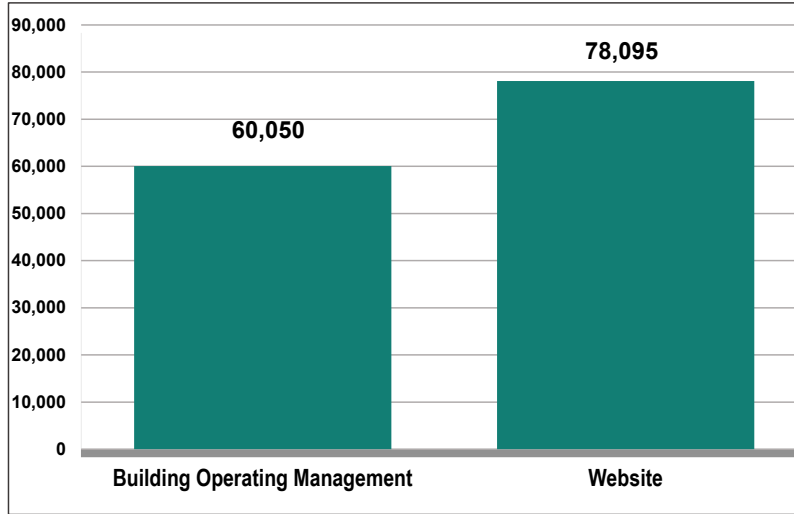


CONSOLIDATED MEDIA REPORT
B2B Media
6 months ended December 31, 2023

TOTAL GROSS CONTACTS

138,145



EXECUTIVE SUMMARY

Channels	Contacts	Period
Building Operating Management		6 months ended December 31, 2023
Total Qualified Circulation	60,050	
Website Activity		6 months ended December 31, 2023
Page Impressions	120,048	
Visits	100,304	
Unique Browsers	78,095	

Website Activity = Avg Monthly

Gross data are contained in this Consolidated Media Report. There was no attempt made to eliminate any duplication that may exist.



6 months ended December 31, 2023
Subject to Audit

Field Served:

BUILDING OPERATING MANAGEMENT serves the field of facilities management, encompassing commercial buildings: office buildings, real estate/property management firms, developers, financial institutions, insurance companies, apartment complexes, civic/convention centers, including members of the Building Owners and Managers Association (BOMA), CoreNet Global, International Facility Management Association (IFMA) and the Association for Facilities Engineering (AFE); retail buildings: shopping centers and retail chain headquarters; medical buildings: hospitals, nursing homes, medical clinics, including members of the American Society for Hospital Engineering (ASHE); educational buildings: schools, colleges & universities, including members of the Association of Higher Education Facilities Officers (APPA); government buildings: federal, state, county, municipal, airports, military; industrial buildings: office and headquarter buildings of manufacturing firms, manufacturing plants, utilities; hospitality buildings: hotels, motels, restaurant chains; architectural/architecture and design firms, consultants, and contractors.



TOTAL AVERAGE QUALIFIED NONPAID CIRCULATION		60,050
AVERAGE QUALIFIED NONPAID CIRCULATION		
Qualified Nonpaid Individual - Print		41,277
Qualified Nonpaid Individual - Digital		18,773
Total Qualified Nonpaid Individual		60,050
Total Average Qualified Nonpaid Circulation		60,050

AVERAGE NONQUALIFIED CIRCULATION	
Nonqualified Allocated for Shows & Conventions - Print	38
Total Nonqualified Allocated for Shows & Conventions	38
Nonqualified Miscellaneous, Including Staff Copies - Print	1,315
Total Nonqualified Miscellaneous, Including Staff Copies	1,315
Total Average Nonqualified Circulation	1,353

CIRCULATION BY ISSUES					
Issue		Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid
Aug		41,124	18,925		60,049
Sept		41,338	18,712		60,050
Oct		41,810	18,240		60,050
Nov/Dec		40,834	19,216		60,050

BUSINESS/OCCUPATIONAL ANALYSIS

Classification by Business & Industry	Total	%	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Classification by Title	
						Executive Building Ownership & Facilities Management	Construction/Engineering Management
						Building Owners, Developers, Presidents, Partners, CEO's, CFO's, CIO's, COO's, Exec. Vice Presidents and other Corporate Officers; VP/Directors of: Facilities & Buildings, Real Estate; Property Managers, Assistant Property Managers, and Asset Managers; Building and Facilities Managers; VP/Directors of Energy Services; Superintendents of Schools/School Districts (Note 1)	VPs/Directors of: Facilities Engineering, Design & Construction; Physical Plant Directors; Project Managers, Energy Managers, Construction Managers; Staff Architects, Staff Engineers, Space Planners, Interior Designers, Energy Directors
1. COMMERCIAL BUILDINGS: Office Buildings, Real Estate/Property Management Firms, Developers, Financial Institutions, Insurance Companies Apartment Complexes, Civic/Convention Centers, including members of AFE, BOMA, CoreNet Global (formerly NACORE) and IFMA	18,705	31.1	13,834	4,871		17,497	1,208
2. EDUCATIONAL BUILDINGS: Schools, Colleges & Universities including members of APPA	17,715	29.5	12,059	5,656		16,244	1,471
3. MEDICAL BUILDINGS: Hospitals, Nursing Homes, Medical Clinics including members of ASHE	11,487	19.1	8,028	3,459		10,299	1,188
4. GOVERNMENT BUILDINGS: Federal, State, County, Municipal, Airports & Military	3,569	5.9	2,426	1,143		2,913	656
5. INDUSTRIAL BUILDINGS: Office and Headquarter buildings of Manufacturing Firms, Manufacturing Plants, Utilities	4,179	7.0	1,882	2,297		3,727	452
6. HOSPITALITY BUILDINGS: Hotels, Motels, Restaurant Chains	2,291	3.8	1,455	836		2,069	222
7. RETAIL BUILDINGS: Shopping Centers and Retail Chain Headquarters	1,735	2.9	875	860		1,606	129
Sub-Total	59,681	99.4	40,559	19,122		54,355	5,326
8. Architectural and Design Firms, Consultants, and Contractors	369	0.6	275	94			
Total Qualified Circulation	60,050	100.0	40,834	19,216		54,355	5,326
Percent	100.0		68.0	32.0			

AGE OF SOURCE ANALYSIS					
Source	Print	Digital	Print & Digital	Total	Percent
Total Direct Request From Recipient	27,983	7,775		35,758	59.6
Total Direct Request From Recipient's Company					
Total Communication Other Than Request					
Association					
Business Directories					
Lists	12,851	11,441		24,292	40.5
Acquired Circulation					
Other Sources					
Total Qualified Subscriptions	40,834	19,216		60,050	100.0
Percent	68.0	32.0		100.0	
Single Copy Sales					
Total Qualified Circulation				60,050	

GEOGRAPHIC ANALYSIS				
State	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid
Alabama	428	181		609
Arizona	633	309		942
Arkansas	410	162		572
California	3,851	2,050		5,901
Colorado	675	400		1,075
Connecticut	607	265		872
Delaware	143	54		197
District of Columbia	434	142		576
Florida	2,000	879		2,879
Georgia	1,173	508		1,681
Idaho	174	93		267
Illinois	1,879	1,011		2,890
Indiana	722	430		1,152
Iowa	565	225		790
Kansas	574	255		829
Kentucky	422	191		613
Louisiana	432	202		634
Maine	216	97		313
Maryland	1,135	408		1,543
Massachusetts	1,407	699		2,106
Michigan	934	657		1,591
Minnesota	767	448		1,215
Mississippi	341	130		471
Missouri	1,090	449		1,539
Montana	185	75		260
Nebraska	382	182		564
Nevada	270	152		422
New Hampshire	228	107		335
New Jersey	1,221	505		1,726
New Mexico	175	93		268
New York	3,316	1,278		4,594
North Carolina	1,178	467		1,645
North Dakota	180	72		252
Ohio	1,542	721		2,263
Oklahoma	568	256		824
Oregon	498	244		742
Pennsylvania	2,005	808		2,813
Rhode Island	149	77		226
South Carolina	493	213		706
South Dakota	177	74		251
Tennessee	687	328		1,015
Texas	3,052	1,570		4,622
Utah	315	160		475
Vermont	101	54		155
Virginia	1,073	387		1,460
Washington	865	484		1,349
West Virginia	141	53		194
Wisconsin	744	443		1,187
Wyoming	85	23		108
TOTAL 48 CONTERMINOUS STATES	40,642	19,071		59,713
Alaska	64	76		140
Hawaii	117	63		180
TOTAL ALASKA & HAWAII	181	139		320
Single Copy Sales				
U.S. Unclassified				
TOTAL UNITED STATES	40,823	19,210		60,033
Poss. & Other Areas	11	6		17
U.S. & POSS., etc.	40,834	19,216		60,050
Canada				
International				
Military or Civilian Personnel Overseas				
Total International				
E-mail Address Only				
Other Unclassified				
GRAND TOTAL	40,834	19,216		60,050

CHANNEL PROFILES**WEBSITE ACTIVITY - www.facilitiesnet.com**

Month	Page Impressions	Visits	Unique Browsers
July	117,959	98,934	77,045
August	129,276	109,727	82,286
September	120,467	100,780	80,713
October	130,863	108,971	84,788
November	117,004	96,888	76,061
December	104,719	86,523	67,677

NOTES

Definition of Recipient Qualification:

Qualified recipients are individuals in executive ownership and facilities management (building owners, developers, presidents, partners, CEO's, CFO's, CIO's, COO's, executive vice presidents, and other corporate officers; VP/directors of: facilities & buildings, real estate; property managers, assistant property managers, and asset managers; building and facility managers; VP/directors of energy services, superintendents of schools/school districts); and construction/engineering management (VP/directors of facilities engineering, design & construction; physical plant directors; project managers, energy managers, construction managers; staff architects, staff engineers, space planners, interior designers, energy directors).

Rounding %: Due to rounding, percentages may not always add up to 100%.

Analyzed Issue: The information in Business/Occupational Analysis; Age of Source Analysis; and Geographic Analysis is from an analysis of the Nov/Dec issue.

Total Gross Contacts Include: Qualified Circulation and Unique Browsers.

Website Data Source: Google Analytics.

Website Domains: Domains included in website traffic www.facilitiesnet.com.

Unique Browsers: This site uses the cookie-based measurement method to count unique browsers. If cookies are not accepted, then the IP address & user-agent in combination method is used to measure unique browsers.

Page Impressions: The combination of one or more files presented to a browser as a single document as a result of a single request received by the server, recorded as late as possible in the process of delivery of the content to the user's browser. One request by a browser should result in one page impression reported.

Visits: A series of interactions with a site by a unique browser or user (if registration-based or a panel participant) without 30 minutes of inactivity.

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with Alliance for Audited Media's Bylaws and Rules.

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