

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

Trade Press Media Group, Inc.
2100 West Florist Avenue
Milwaukee, WI 53209
Tel.: (414) 228-7701
Fax: (414) 228-1134
www.facilitiesnet.com/FMD

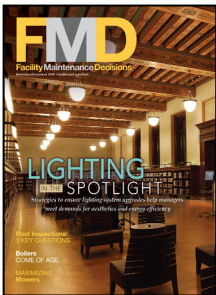
FACILITY MAINTENANCE DECISIONS is a B2B brand for maintenance and engineering managers responsible for the operations of institutional and commercial buildings in the United States. The publication and its online properties provide news and information about building systems management, energy strategies, grounds management and technology applications.

BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

CHANNELS

FACILITY MAINTENANCE DECISIONS MAGAZINE



4 issues in the period
32,550 average circulation

FACILITY MAINTENANCE DECISIONS WEBSITE



96,892 average users
Shared media channel,
See Note 1

EXECUTIVE SUMMARY

Below are the average contacts per occurrence, including frequency per period reported.

	Non-Paid	Paid	Average
FACILITY MAINTENANCE DECISIONS MAGAZINE (4 issues in the period)	32,550	-	32,550
FACILITY MAINTENANCE DECISIONS WEBSITE: facilitiesnet.com (Monthly Users with 196,683 average Pageviews)	96,892	-	96,892

Note 1: Shared media channel FacilitiesNet.com - serving both Building Operating Management and Facility Maintenance Decisions.

FIELD SERVED

FACILITY MAINTENANCE DECISIONS serves the field of engineering & maintenance management, encompassing educational buildings, medical buildings, commercial buildings, government buildings, hospitality buildings, industrial buildings, and retail buildings.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are directors of maintenance, directors of maintenance & engineering, directors of facilities maintenance, directors of building & grounds, directors of building services/plant services, maintenance managers, facilities maintenance managers, engineering & maintenance managers, building services managers/supervisors, plant managers/supervisors, building maintenance superintendents, building & grounds superintendents, maintenance supervisors, building supervisors, facilities engineers, building engineers, maintenance engineers, and other engineering & maintenance managers.

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	8
Advertiser and Agency	1,106
Allocated for Trade Shows and Conventions	62
All Other	362
TOTAL	1,538

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	32,550	100.0	32,550	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	32,550	100.0	32,550	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Total Qualified
July/August	32,550
September	32,552
October	32,550
November/December	32,550

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2018

This issue is -% or 1 copy below the average of the other 3 issues reported in Paragraph 2.

Type of Organization	Total Qualified	Percent of Total	Classification by Title	
			Directors of Maintenance, Directors of Maintenance & Engineering, Directors of Facilities Maintenance, Directors of Building & Grounds, Directors of Building Services/Plant Services, Maintenance Managers, Facilities Maintenance Managers, Engineering & Maintenance Managers	Building Services Managers/Supervisors, Plant Managers/Supervisors, Building Maintenance Superintendents, Building & Grounds Superintendents, Maintenance Supervisors, Building Supervisors, Facilities Engineers, Building Engineers, Maintenance Engineers, and other Engineering & Maintenance Managers
1. Educational Buildings	10,641	32.8	8,500	2,141
2. Medical Buildings	10,265	31.5	8,070	2,195
3. Commercial Buildings	4,563	14.0	3,101	1,462
4. Government Buildings	3,355	10.3	2,028	1,327
5. Hospitality Buildings	1,111	3.4	856	255
6. Industrial Buildings	1,931	5.9	1,275	656
7. Retail Buildings	684	2.1	508	176
TOTAL QUALIFIED CIRCULATION	32,550	100.0	24,338	8,212
PERCENT	100.0		74.8	25.2

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2018

Qualification Source	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	20,718	8,791	-	29,509	90.7
II. Request from recipient's company:	4	-	-	4	-
III. Membership Benefit:	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-
V. TOTAL – Sources other than above (listed alphabetically):	3,037	-	-	3,037	9.3
Association rosters and directories	-	-	-	-	-
*Business directories	3,037	-	-	3,037	9.3
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
Other sources	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	23,759	8,791	-	32,550	100.0
PERCENT	73.0	27.0	-	100.0	

*See Additional Data

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018	July – December 2018*
Total Audit Average Qualified:	35,052	35,052	32,554	32,554	32,551	32,550
Qualified Non-Paid:	35,052	35,052	32,554	32,554	32,551	32,550
Qualified Paid:	-	-	-	-	-	-
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

*NOTE: July – December 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER/DECEMBER 2018*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	229		Kentucky	488	
New Hampshire	187		Tennessee	635	
Vermont	108		Alabama	405	
Massachusetts	766		Mississippi	315	
Rhode Island	109		EAST SO. CENTRAL	1,843	5.7
Connecticut	407		Arkansas	411	
NEW ENGLAND	1,806	5.5	Louisiana	393	
New York	1,862		Oklahoma	562	
New Jersey	853		Texas	2,061	
Pennsylvania	1,625		WEST SO. CENTRAL	3,427	10.5
MIDDLE ATLANTIC	4,340	13.3	Montana	214	
Ohio	1,659		Idaho	188	
Indiana	894		Wyoming	105	
Illinois	1,540		Colorado	495	
Michigan	963		New Mexico	175	
Wisconsin	962		Arizona	386	
EAST NO. CENTRAL	6,018	18.5	Utah	230	
Minnesota	808		Nevada	156	
Iowa	773		MOUNTAIN	1,949	6.0
Missouri	1,027		Alaska	64	
North Dakota	196		Washington	588	
South Dakota	242		Oregon	341	
Nebraska	486		California	2,244	
Kansas	628		Hawaii	52	
WEST NO. CENTRAL	4,160	12.8	PACIFIC	3,289	10.1
Delaware	115		UNITED STATES	32,533	99.9
Maryland	830		U.S. Territories	16	
Washington, DC	266		Canada	1	
Virginia	891		Mexico	-	
West Virginia	208		Other International	-	
North Carolina	930		APO/FPO	-	
South Carolina	371				
Georgia	829				
Florida	1,261				
SOUTH ATLANTIC	5,701	17.5			
			TOTAL QUALIFIED CIRCULATION	32,550	100.0

*See Additional Data

WEBSITE CHANNEL

WWW.FACILITIESNET.COM*

2018	Pageviews	Sessions	Users	Average Session Duration
July	198,907	124,799	93,365	1:41
August	210,337	136,750	103,625	1:38
September	200,151	129,305	98,496	2:34
October	224,842	148,971	109,659	2:23
November	190,359	130,632	96,579	2:23
December	155,502	108,268	79,633	2:19
AVERAGE:	196,683	129,787	96,892	2:09

July – December 2018 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

*Shared media channel FacilitiesNet.com - serving both Building Operating Management and Facility Maintenance Decisions.

WEBSITE GLOSSARY

Pageviews: A Pageview is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.

Sessions: A single continuous set of activity attributable to a cookie browser resulting in one or more pulled text and/or graphics downloads from a site. A period of 30 minutes of inactivity will terminate the session.

Users: An identified and unduplicated Cookie Browser that accesses Internet content or advertising during a measurement period.

Average Session Duration: The time visitors remain on a site per session.

ADDITIONAL DATA

MAGAZINE:

PARAGRAPH 3b:

Business directories include 1 source of circulation for a quantity of 3,037 copies or 9.3%.

GEOGRAPHIC DISTRIBUTION:

Geographic data for Website is not reported at the media owner's option.

PUBLISHER'S AFFIDAVIT

We hereby make oath and say that all data set forth in this statement are true.

Brian Terry, Publisher

Eric Muench, Director or Audience Development

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

IMPORTANT NOTE:

This unaudited brand report has been checked against the previous audit report. It will be included in the annual audit made by BPA Worldwide.

Date signed January 14, 2019

State Wisconsin

County Milwaukee

Received by BPA Worldwide January 14, 2019

Type BJ

ID Number M194B0D8

About BPA Worldwide:

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.