



**Established 1968**  
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**GROUP C MEDIA**  
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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, 2017 – JUNE 30, 2017**

QUALIFIED CIRCULATION	Non-Paid Print	Paid Print	Non-Paid Digital	Paid Digital	Total Qualified Unduplicated
Individual Subscription	13,969	-	9,577	-	23,547
Association/Group/Directory Lists	16,031	-	423	-	16,453
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>30,000</b>	-	<b>10,000</b>	-	<b>40,000</b>

<b>TOTAL NON-QUALIFIED CIRCULATION</b>	<b>1,706</b>
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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	-	-	-	-
<b>Total Qualified Circulation</b>	<b>30,000</b>	<b>10,000</b>	<b>40,000</b>	<b>100.0%</b>

**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	14,148	9,398	23,546	-	23,546	58.9%
Request from Recipient's Company	-	-	-	-	-	-
Association/Group/Directory Lists	15,852	602	16,454	-	16,454	41.1%
<b>Total Qualified Circulation</b>	<b>30,000</b>	<b>10,000</b>	<b>40,000</b>	<b>-</b>	<b>40,000</b>	<b>100.0%</b>

## 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 and Other Real Estate Facility Personnel	Corporate Managers & Directors	Architects & Engineers	Other	Total Qualified Unduplicated	Percent
	Print	Digital								
Food & Kindred Products	3,128	368	2,885	145	209	236	6	15	3,496	8.7%
Tobacco Products	12	8	6	2	7	4	-	1	20	0.1%
Textile Mill Products	120	54	113	15	27	18	1	-	174	0.4%
Apparel & Other Finished Products	197	88	185	25	53	15	2	5	285	0.7%
Lumber & Wood Products	563	205	533	57	106	57	6	9	768	1.9%
Furniture & Fixtures	178	139	211	29	39	26	7	5	317	0.8%
Paper & Allied Products	940	66	879	17	46	57	1	6	1,006	2.5%
Printing, Publishing & Allied Products	1,057	370	1,092	95	178	48	5	9	1,427	3.6%
Chemicals & Allied Products	907	191	914	48	87	31	10	8	1,098	2.7%
Drugs & Pharmaceuticals	354	99	343	30	43	22	8	7	453	1.1%
Petroleum Refining & Related Industries	102	44	79	10	43	9	1	4	146	0.4%
Rubber & Miscellaneous Products	764	82	631	63	55	93	3	1	846	2.1%
Plastics	553	120	557	31	59	21	2	3	673	1.7%
Leather & Leather Products	30	5	28	1	5	-	1	-	35	0.1%
Stone/Clay/Glass & Concrete Products	345	137	321	27	94	33	3	4	482	1.2%
Primary Metal Industries	294	119	275	32	61	35	5	5	413	1.0%
Fabricated Metal Products including Ordnance & Accessories	1,723	471	1,603	189	193	183	15	11	2,194	5.5%
Machinery (except Electrical) including Computers & Office Equipment	1,868	307	1,835	78	182	51	14	15	2,175	5.4%
Electrical Machinery, Equipment & Supplies	165	122	145	27	68	31	11	5	287	0.7%
Electronic Components & Communications Equipment	299	140	246	46	83	48	7	9	439	1.1%
Transportation Equipment	723	390	646	95	234	86	32	20	1,113	2.8%
Professional Scientific & Controlling Instruments	238	57	168	12	58	50	4	3	295	0.7%
Medical Instruments	58	34	37	7	36	10	2	-	92	0.2%
Renewable Energy	590	124	603	38	41	24	4	4	714	1.8%
Other Manufacturing Industries	901	202	941	11	104	26	5	16	1,103	2.8%
<b>Subtotal: Manufacturing</b>	<b>16,109</b>	<b>3,942</b>	<b>15,276</b>	<b>1,130</b>	<b>2,111</b>	<b>1,214</b>	<b>155</b>	<b>165</b>	<b>20,051</b>	<b>50.1%</b>
Trucking & Warehousing	1,706	210	1,363	349	111	73	10	10	1,916	4.8%
Wholesalers & Distributors	559	429	497	131	202	132	10	16	988	2.5%
<b>Subtotal: Transportation, Distributors &amp; Warehousing</b>	<b>2,265</b>	<b>639</b>	<b>1,860</b>	<b>480</b>	<b>313</b>	<b>205</b>	<b>20</b>	<b>26</b>	<b>2,904</b>	<b>7.3%</b>
Computer Software Developers, Data Processing, Communications	1,265	448	976	345	224	120	26	22	1,713	4.3%
Insurance, Financial Institutions, Legal and/or Accounting	805	739	808	229	328	135	11	33	1,544	3.9%
Realtor, Brokers & Private Developers	644	641	516	221	329	180	10	29	1,285	3.2%
Telemarketing Services	39	28	45	6	11	2	1	2	67	0.2%
Retail Trade, Mail Order Houses	573	324	573	72	154	84	2	12	897	2.2%
Accommodations, Hotels, Restaurant, Health Care	1,974	573	1,040	202	598	592	48	67	2,547	6.4%
Services, Other Business Services	861	367	700	57	145	198	4	124	1,228	3.1%
Consultants, Design Engineers, Management Services, Architects, R & D	1,136	943	1,377	179	261	133	97	32	2,079	5.2%
General Contractors, Builders, Building Services	1,040	724	932	246	324	195	30	37	1,764	4.4%
Biotech/R & D	2,420	139	1,218	1,206	46	24	2	63	2,559	6.4%
<b>Subtotal: Business Services</b>	<b>10,757</b>	<b>4,926</b>	<b>8,185</b>	<b>2,763</b>	<b>2,420</b>	<b>1,663</b>	<b>231</b>	<b>421</b>	<b>15,683</b>	<b>39.2%</b>
Others Allied to the Field	869	493	570	82	254	210	17	229	1,362	3.4%
<b>Total Qualified Circulation</b>	<b>30,000</b>	<b>10,000</b>	<b>25,891</b>	<b>4,455</b>	<b>5,098</b>	<b>3,292</b>	<b>423</b>	<b>841</b>	<b>40,000</b>	<b>100.0%</b>

Analysis based up on the May/June 2017 issue.

Source: Business Description – *Business Facilities*

U.S. GEOGRAPHICAL DISTRIBUTION

REGION	Print	Digital	Total Qualified Unduplicated	Percent	REGION	Print	Digital	Total Qualified Unduplicated	Percent
Maine	169	61	230	0.6%	Kentucky	426	125	551	1.4%
New Hampshire	179	60	239	0.6%	Tennessee	614	205	819	2.0%
Vermont	94	16	110	0.3%	Alabama	444	170	614	1.5%
Massachusetts	775	277	1,052	2.6%	Mississippi	222	87	309	0.8%
Rhode Island	103	35	138	0.3%	<b>E. S. Central</b>	<b>1,706</b>	<b>587</b>	<b>2,293</b>	<b>5.7%</b>
Connecticut	435	137	572	1.4%	Arkansas	233	83	316	0.8%
<b>New England</b>	<b>1,755</b>	<b>586</b>	<b>2,341</b>	<b>5.9%</b>	Louisiana	314	148	462	1.2%
New York	1,637	633	2,270	5.7%	Oklahoma	359	121	480	1.2%
New Jersey	873	306	1,179	2.9%	Texas	2,078	706	2,784	7.0%
Pennsylvania	1,378	462	1,840	4.6%	<b>W. S. Central</b>	<b>2,984</b>	<b>1,058</b>	<b>4,042</b>	<b>10.1%</b>
<b>Mid Atlantic</b>	<b>3,888</b>	<b>1,401</b>	<b>5,289</b>	<b>13.2%</b>	Montana	138	49	187	0.5%
Delaware	56	24	80	0.2%	Idaho	173	64	237	0.6%
Maryland	490	184	674	1.7%	Wyoming	64	18	82	0.2%
D.C.	50	42	92	0.2%	Colorado	514	139	653	1.6%
Virginia	630	246	876	2.2%	New Mexico	172	38	210	0.5%
West Virginia	154	51	205	0.5%	Arizona	415	118	533	1.3%
North Carolina	909	337	1,246	3.1%	Utah	255	84	339	0.8%
South Carolina	404	155	559	1.4%	Nevada	122	41	163	0.4%
Georgia	743	286	1,029	2.6%	<b>Mountain</b>	<b>1,853</b>	<b>551</b>	<b>2,404</b>	<b>6.0%</b>
Florida	1,363	498	1,861	4.7%	Alaska	52	10	62	0.2%
<b>S. Atlantic</b>	<b>4,799</b>	<b>1,823</b>	<b>6,622</b>	<b>16.6%</b>	Washington	682	158	840	2.1%
Ohio	1,461	423	1,884	4.7%	Oregon	419	102	521	1.3%
Indiana	781	258	1,039	2.6%	California	3,140	872	4,012	10.0%
Illinois	1,527	605	2,132	5.3%	Hawaii	77	15	92	0.2%
Michigan	1,162	318	1,480	3.7%	<b>Pacific</b>	<b>4,370</b>	<b>1,157</b>	<b>5,527</b>	<b>13.8%</b>
Wisconsin	952	286	1,238	3.1%	U.S. Territories	9	10	19	-
<b>E. N. Central</b>	<b>5,883</b>	<b>1,890</b>	<b>7,773</b>	<b>19.4%</b>	<b>U.S. Total</b>	<b>30,000</b>	<b>10,000</b>	<b>40,000</b>	<b>100.0%</b>
Minnesota	723	232	955	2.4%	Canada	-	-	-	-
Iowa	460	155	615	1.5%	Foreign	-	-	-	-
Missouri	687	256	943	2.4%	<b>Foreign Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
North Dakota	105	34	139	0.3%					
South Dakota	124	45	169	0.4%					
Nebraska	299	87	386	1.0%					
Kansas	355	128	483	1.2%					
<b>W. N. Central</b>	<b>2,753</b>	<b>937</b>	<b>3,690</b>	<b>9.2%</b>	<b>Total Qualified</b>	<b>30,000</b>	<b>10,000</b>	<b>40,000</b>	<b>100.0%</b>

**QUALIFIED CIRCULATION BY ISSUE**

<b>ISSUE</b>	<b>Print</b>	<b>Digital</b>	<b>Total</b>
January/February 2017	30,000	10,000	40,000
March/April 2017	30,000	10,000	40,000
May/June 2017	30,000	10,000	40,000
<b>6 Month Average</b>	<b>30,000</b>	<b>10,000</b>	<b>40,000</b>

**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 Distribution Locations:**

	<b>Date(s) Attended</b>	<b>Location</b>	<b># of Copies</b>
CALED	03/21/17 - 03/23/17	San Diego, CA	75
Business Facilities LiveXchange	04/23/17 - 04/25/17	Park City, UT	100
2017 BIO International Convention	06/19/17 - 06/22/17	San Diego, CA	650
<b>TOTAL</b>			<b>825</b>

**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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Neil Eisenberg  
Vice President of Marketing

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Publisher

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