

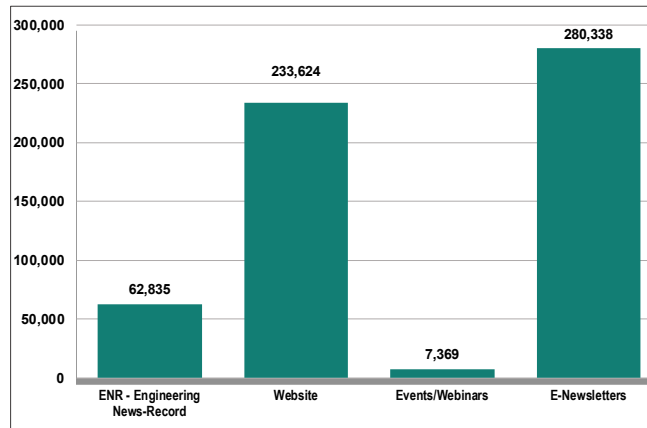
**CONSOLIDATED  
MEDIA REPORT  
B2B Media**

6 months ended December 31, 2018

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**TOTAL GROSS CONTACTS**

**584,166**

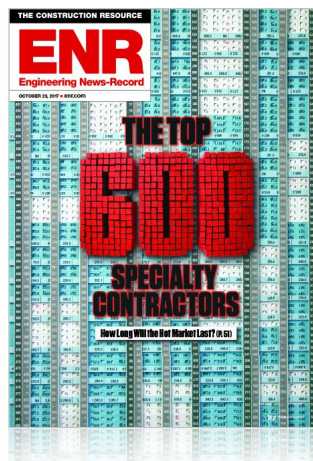


**EXECUTIVE SUMMARY**

Channels	Contacts	Period
<b>ENR - Engineering News-Record</b> Total Qualified Circulation	62,835	6 months ended December 31, 2018
<b>Website Activity</b> Page Impressions Visits Unique Browsers	717,619 338,125 233,624	6 months ended December 31, 2018
<b>Events/Webinars</b> Event Registrants Webinar Attendees	3,471 3,898	6 months ended December 31, 2018
<b>E-Newsletters</b> Total Average Net Distribution Per Issue	280,338	6 months ended December 31, 2018
<b>Social Media</b> Twitter Followers Facebook Likes Linkedin Members	49,232 16,864 5,822	As of December 31, 2018

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, 2018

Subject to Audit

**Field Served:**

Construction, Contracting, Engineering, Architecture, Government, Facility Management/Development, Manufacturing, Distribution, Training/Education, Association/Libraries in all its phases. See the Business/Occupational Analysis.

TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION		62,835	
<b>AVERAGE QUALIFIED PAID CIRCULATION</b>		<b>AVERAGE QUALIFIED NONPAID CIRCULATION</b>	
Qualified Paid Individual - Print	24,838	Qualified Nonpaid Individual - Print	16,473
Qualified Paid Individual - Digital	5,930	Qualified Nonpaid Individual - Digital	5
Qualified Paid Individual - Print & Digital (Unduplicated)	6,787	Qualified Nonpaid Individual - Print & Digital (Unduplicated)	2
<b>Total Qualified Paid Individual</b>	<b>37,555</b>	<b>Total Qualified Nonpaid Individual</b>	<b>16,480</b>
Qualified Paid Sponsored Individually Addressed - Print	7,992	<b>Total Average Qualified Nonpaid Circulation</b>	<b>16,480</b>
Qualified Paid Sponsored Individually Addressed - Digital	456		
Qualified Paid Sponsored Individually Addressed - Print & Digital (Unduplicated)	76		
<b>Total Qualified Paid Sponsored Individually Addressed</b>	<b>8,524</b>		
Qualified Paid Multicopy Same Addressee - Print	200		
Qualified Paid Multicopy Same Addressee - Digital	3		
Qualified Paid Multicopy Same Addressee - Print & Digital (Unduplicated)	32		
<b>Total Qualified Paid Multicopy Same Addressee</b>	<b>235</b>		
Single Copy Sales - Print	41		
<b>Total Single Copy Sales</b>	<b>41</b>		
<b>Total Average Qualified Paid Circulation</b>	<b>46,355</b>		

AVERAGE NONQUALIFIED CIRCULATION	
Nonqualified Allocated for Shows & Conventions - Print	176
<b>Total Nonqualified Allocated for Shows &amp; Conventions</b>	<b>176</b>
Nonqualified Miscellaneous, Including Staff Copies - Print	2,293
Nonqualified Miscellaneous, Including Staff Copies - Digital	2,504
Nonqualified Miscellaneous, Including Staff Copies - Print & Digital (Unduplicated)	1,816
<b>Total Nonqualified Miscellaneous, Including Staff Copies</b>	<b>6,613</b>
<b>Total Average Nonqualified Circulation</b>	<b>6,789</b>

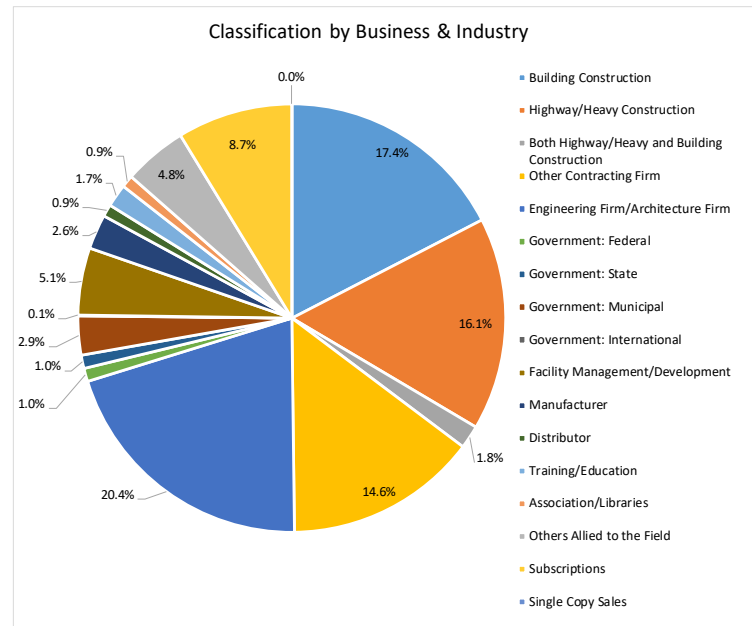
REGIONAL AND DEMOGRAPHIC EDITIONS				
Edition Name	# of Issues	Total Qualified Paid	Total Qualified Nonpaid	Total
California	3	6,780	1,645	8,425
Mid-Atlantic	3	4,959	936	5,895
Midwest	3	7,215	3,323	10,538
Mountain	3	2,166	5,635	7,801
New York	3	3,946	3,534	7,480
New England	1	2,620	3,599	6,219
Northwest	1	1,658	4,108	5,766
Southeast	2	5,760	3,023	8,783
Southwest	3	1,285	4,769	6,054
Texas/Louisiana	3	3,376	4,478	7,854

**CIRCULATION BY ISSUES**

Issue	Qualified Paid - Print	Qualified Paid - Digital	Qualified Paid - Print & Digital (Unduplicated)	Total Qualified Paid	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid	Total
Jul 02/09	33,147	6,078	6,489	45,714	16,889			16,889	62,603
Jul 16	33,355	6,038	6,596	45,989	18,584			18,584	64,573
Jul 23/30	33,479	6,189	6,706	46,374	16,485			16,485	62,859
Aug 06/13	33,196	6,200	6,709	46,105	16,481			16,481	62,586
Aug 20/27	33,352	6,281	6,751	46,384	16,249			16,249	62,633
Sep 03/10	33,044	6,172	6,702	45,918	16,712			16,712	62,630
Sep 17	33,043	6,332	6,828	46,203	18,350			18,350	64,553
Sep 24/Oct 01	32,780	6,308	6,815	45,903	16,317			16,317	62,220
Oct 08	33,049	6,335	6,868	46,252	16,120			16,120	62,372
Oct 15	32,842	6,384	6,907	46,133	15,667			15,667	61,800
Oct 22	32,978	6,446	6,988	46,412	16,169			16,169	62,581
Oct 29	32,972	6,494	7,008	46,474	15,985			15,985	62,459
Nov 05/12	32,667	6,523	7,007	46,197	17,230			17,230	63,427
Nov 19/26	33,455	6,682	7,156	47,293	15,110	20	6	15,136	62,429
Dec 03/10	32,924	6,691	7,182	46,797	15,957	29	14	16,000	62,797
Dec 17	32,912	6,716	7,242	46,870	15,753	29	14	15,796	62,666
Dec 24/31	32,990	6,737	7,263	46,990	15,983			15,983	62,973

**BUSINESS/OCCUPATIONAL ANALYSIS**

Classification by Business & Industry	Total	%	Qualified Paid - Print	Qualified Paid - Digital	Qualified Paid - Print & Digital (Unduplicated)	Total Qualified Paid	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid	Classification by Job Function				
											Corporate/Executive Management/General Management	Engineering	Architecture/Design	Instructor/Student	Other Functions and Functions Not Available
Building Construction	10,888	17.4	3,237	1,085	1,458	5,780	5,099	8	1	5,108	9,493	379	209	87	720
Highway/Heavy Construction	10,047	16.1	3,165	515	759	4,439	5,607		1	5,608	8,899	371	35	14	728
Both Highway/Heavy and Building Construction	1,099	1.8	511	37	86	634	463		2	465	876	103	11	7	102
<b>Sub-Total Construction</b>	<b>22,034</b>	<b>35.3</b>	<b>6,913</b>	<b>1,637</b>	<b>2,303</b>	<b>10,853</b>	<b>11,169</b>	<b>8</b>	<b>4</b>	<b>11,181</b>	<b>19,268</b>	<b>853</b>	<b>255</b>	<b>108</b>	<b>1,550</b>
Other Contracting Firm	9,090	14.6	7,299	521	598	8,418	670	2		672	5,159	198	73	13	3,647
Engineering Firm/Architecture Firm	12,761	20.4	7,822	1,506	1,562	10,890	1,867	4		1,871	6,938	2,598	984	25	2,216
Government: Federal	590	1.0	338	82	103	523	66	1		67	271	147	20	3	149
Government: State	628	1.0	306	66	82	454	174			174	297	187	29	6	109
Government: Municipal	1,838	2.9	857	382	271	1,510	327	1		328	1,022	553	32	1	230
Government: International	38	0.1	15	15	6	36	2			2	26	11			1
<b>Sub-Total Government</b>	<b>3,094</b>	<b>5.0</b>	<b>1,516</b>	<b>545</b>	<b>462</b>	<b>2,523</b>	<b>569</b>	<b>2</b>		<b>571</b>	<b>1,616</b>	<b>898</b>	<b>81</b>	<b>10</b>	<b>489</b>
Facility Management/Development	3,172	5.1	1,920	470	626	3,016	156			156	2,309	122	31	3	707
Manufacturer	1,637	2.6	817	321	304	1,442	194	1		195	1,220	133	20	5	259
Distributor	573	0.9	341	72	72	485	88			88	436	25	11	5	96
Training/Education	1,077	1.7	585	189	192	966	111			111	392	49	18	354	264
Association/Libraries	576	0.9	374	55	121	550	26			26	345	13	5	3	210
Others Allied to the Field	2,965	4.8	1,195	866	639	2,700	260	3	2	265	1,869	148	27	35	886
<b>Sub-Total Qualified</b>	<b>56,979</b>	<b>91.3</b>	<b>28,782</b>	<b>6,182</b>	<b>6,879</b>	<b>41,843</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>15,136</b>	<b>39,552</b>	<b>5,037</b>	<b>1,505</b>	<b>561</b>	<b>10,324</b>
Other Paid Circulation															
Subscriptions	5,450	8.7	4,673	500	277	5,450					1,960	227	35	13	3,215
Single Copy Sales															
<b>Total Qualified Circulation</b>	<b>62,429</b>	<b>100.0</b>	<b>33,455</b>	<b>6,682</b>	<b>7,156</b>	<b>47,293</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>15,136</b>	<b>41,512</b>	<b>5,264</b>	<b>1,540</b>	<b>574</b>	<b>13,539</b>



AGE OF SOURCE ANALYSIS				Qualified Within				
Source	Print	Digital	Print & Digital (Unduplicated)	1 Year	2 Years	3 Years	Total	Percent
<b>Total Direct Request From Recipient</b>	<b>11,367</b>	<b>20</b>	<b>6</b>	<b>7,622</b>	<b>3,771</b>		<b>11,393</b>	<b>75.3</b>
Written	396			252	144		396	2.6
Telecommunication	10,242	20	6	6,909	3,359		10,268	67.9
Internet and Email	729			461	268		729	4.8
<b>Total Direct Request From Recipient's Company</b>								
Written								
Telecommunication								
Internet and Email								
<b>Total Communication Other Than Request</b>								
Written								
Telecommunication								
Internet and Email								
Association								
Business Directories								
Lists	3,743			3,743			3,743	24.7
Acquired Circulation								
Other Sources								
<b>Total Qualified Subscriptions</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>11,365</b>	<b>3,771</b>		<b>15,136</b>	<b>100.0</b>
<b>Percent</b>	<b>99.8</b>	<b>0.1</b>	<b>0.1</b>	<b>75.1</b>	<b>24.9</b>		<b>100.0</b>	
Paid Subscription Circulation							47,293	
Paid Acquired Circulation								
Single Copy Sales								
<b>Total Qualified Circulation</b>							<b>62,429</b>	

MAILING ADDRESS ANALYSIS										
	Qualified Paid - Print	Qualified Paid - Digital	Qualified Paid - Print & Digital (Unduplicated)	Total Qualified Paid	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid	Total Circulation	Percent
Individual by Name and Title and/or Occupation	28,709	6,280	6,753	41,742	15,098	20	6	15,124	56,866	91.1
Individual by Name Only	3,735	370	167	4,272				4,272	4,272	6.9
Title or Occupation Only	380	8	69	457	2			2	459	0.7
Company Name Only	413	18	135	566	10			10	576	0.9
Multicopy Same Addressee	218	6	32	256					256	0.4
<b>Total Qualified Subscriptions</b>	<b>33,455</b>	<b>6,682</b>	<b>7,156</b>	<b>47,293</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>15,136</b>	<b>62,429</b>	<b>100.0</b>
Single Copy Sales										
<b>Total Qualified Circulation</b>									<b>62,429</b>	

**GEOGRAPHIC ANALYSIS**

State	Qualified Paid - Print	Qualified Paid - Digital	Qualified Paid - Print & Digital (Unduplicated)	Total Qualified Paid	Qualified Nonpaid - Print	Qualified Nonpaid - Digital	Qualified Nonpaid - Print & Digital (Unduplicated)	Total Qualified Nonpaid	Total
Alabama	314	52	70	436	60		1	61	497
Arizona	650	83	142	875	539			539	1,414
Arkansas	166	12	19	197	64			64	261
California	5,629	990	1,034	7,653	591	3		594	8,247
Colorado	991	236	256	1,483	590			590	2,073
Connecticut	550	64	110	724	378		1	379	1,103
Delaware	72	10	16	98	17	2		19	117
District of Columbia	146	57	76	279	22			22	301
Florida	2,080	736	372	3,188	371	1		372	3,560
Georgia	814	163	211	1,188	204	1	1	206	1,394
Idaho	187	27	37	251	137			137	388
Illinois	1,228	266	334	1,828	987			987	2,815
Indiana	476	76	98	650	330			330	980
Iowa	262	33	48	343	317			317	660
Kansas	305	50	78	433	137			137	570
Kentucky	274	22	35	331	160	1		161	492
Louisiana	374	33	62	469	182			182	651
Maine	124	25	26	175	120			120	295
Maryland	795	138	190	1,123	128			128	1,251
Massachusetts	1,100	196	268	1,564	415	1		416	1,980
Michigan	630	94	108	832	434			434	1,266
Minnesota	549	82	120	751	215	1		216	967
Mississippi	142	12	12	166	43			43	209
Missouri	580	103	134	817	254	1		255	1,072
Montana	129	15	17	161	139			139	300
Nebraska	191	24	39	254	87			87	341
Nevada	309	42	44	395	218			218	613
New Hampshire	212	18	27	257	123			123	380
New Jersey	1,177	158	211	1,546	1,555		1	1,556	3,102
New Mexico	152	13	25	190	211			211	401
New York	2,165	338	438	2,941	1,945	2		1,947	4,888
North Carolina	802	122	175	1,099	204			204	1,303
North Dakota	70	9	8	87	73			73	160
Ohio	1,052	122	187	1,361	443			443	1,804
Oklahoma	184	26	34	244	44			44	288
Oregon	465	101	89	655	311			311	966
Pennsylvania	1,526	225	313	2,064	258	1		259	2,323
Rhode Island	135	14	18	167	55	1		56	223
South Carolina	424	50	67	541	109			109	650
South Dakota	76	12	6	94	58			58	152
Tennessee	426	56	101	583	86			86	669
Texas	1,899	469	550	2,918	956			956	3,874
Utah	288	40	57	385	291			291	676
Vermont	74	8	9	91	68			68	159
Virginia	1,058	206	260	1,524	160	2	1	163	1,687
Washington	814	189	205	1,208	521		1	522	1,730
West Virginia	112	10	16	138	41			41	179
Wisconsin	481	72	96	649	252	2		254	903
Wyoming	69	7	5	81	67	1		68	149
<b>TOTAL 48 CONTERMINOUS STATES</b>	<b>32,728</b>	<b>5,906</b>	<b>6,853</b>	<b>45,487</b>	<b>14,970</b>	<b>20</b>	<b>6</b>	<b>14,996</b>	<b>60,483</b>
Alaska	115	17	18	150	130			130	280
Hawaii	156	19	24	199	9			9	208
<b>TOTAL ALASKA &amp; HAWAII</b>	<b>271</b>	<b>36</b>	<b>42</b>	<b>349</b>	<b>139</b>			<b>139</b>	<b>488</b>
Single Copy Sales									
U.S. Unclassified									
<b>TOTAL UNITED STATES</b>	<b>32,999</b>	<b>5,942</b>	<b>6,895</b>	<b>45,836</b>	<b>15,109</b>	<b>20</b>	<b>6</b>	<b>15,135</b>	<b>60,971</b>
Poss. & Other Areas	86	14	12	112	1			1	113
<b>U.S. &amp; POSS., etc.</b>	<b>33,085</b>	<b>5,956</b>	<b>6,907</b>	<b>45,948</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>15,136</b>	<b>61,084</b>
Canada	174	164	90	428					428
International	190	562	156	908					908
Military or Civilian Personnel Overseas	6		3	9					9
<b>Total International</b>	<b>370</b>	<b>726</b>	<b>249</b>	<b>1,345</b>					<b>1,345</b>
E-mail Address Only									
Other Unclassified									
<b>GRAND TOTAL</b>	<b>33,455</b>	<b>6,682</b>	<b>7,156</b>	<b>47,293</b>	<b>15,110</b>	<b>20</b>	<b>6</b>	<b>15,136</b>	<b>62,429</b>

## CHANNEL PROFILES

### WEBSITE ACTIVITY - www.enr.com

Month	Page Impressions	Visits	Unique Browsers
July	650,800	313,416	214,151
August	759,999	366,114	248,076
September	673,145	313,678	218,215
October	850,689	398,896	276,710
November	725,767	337,093	235,938
December	645,313	299,554	208,652

### Events

Name/Date of Event	Total Registrants	Description
Port Authority of New York & New Jersey Conference September 12, 2018-New York, NY	522	The 5th Annual New York and New Jersey Conference was held in New York City. Attendees learned about new and existing construction opportunities.
ENR Global Best Projects Awards October 2, 2018-New York, NY	228	The ENR Global Best Projects Awards focused on the challenges, risks and rewards of designing and constructing in other countries. The awards dinner in New York City honored the global project teams behind the outstanding design and construction efforts during the past year.
ENR Regional Best Projects-New York October 2, 2018-New York, NY	343	
ENR Regional Best Projects-San Francisco October 9, 2018-San Francisco, CA	259	
ENR Regional Best Projects-Los Angeles October 11, 2018-Los Angeles, CA	277	
ENR Regional Best Projects-Houston October 18, 2018-Houston, TX	257	
ENR Regional Best Projects-Salt Lake City October 23, 2018-Salt Lake City, UT	214	
ENR Regional Best Projects-Denver October 25, 2018-Denver, CO	255	The ENR Regional Best Projects Awards are a series of special events to celebrate and honor the building teams that created the best projects of 2018. Independent juries of industry leaders in design and construction from each of ENR's regional editions judge the projects using five criteria, including safety, innovation and teamwork.
ENR Regional Best Projects-Orlando November 1, 2018-Orlando, FL	176	
ENR Regional Best Projects-Baltimore November 7, 2018-Baltimore, MD	254	
ENR Regional Best Projects-Phoenix November 12, 2018-Phoenix, AZ	241	
ENR Regional Best Projects-Seattle November 15, 2018-Seattle, WA	129	
ENR Regional Best Projects-Chicago November 28, 2018-Chicago, IL	152	
ENR Regional Best Projects-Boston December 12, 2018-Boston, MA	164	
<b>Total Event Registrants</b>	<b>3,471</b>	

**CHANNEL PROFILES (Continued)****Webinars**

<b>Webinar Name</b>	<b>Date</b>	<b>Total Registrants</b>	<b>Total Attendees</b>
Using Connected Digital Data to Improve Construction Productivity, Quality and Safety	7/12/2018	662	155
How Cost Management Can Keep Global Projects Profitable	7/18/2018	569	143
Getting the ROI out of AI	7/26/2018	732	246
Finding Gold at the Intersection of Construction Quality and Safety August 9, 2018	8/9/2018	816	245
Successful Integration of a Merged Company	8/29/2018	569	208
Keynote: Ironworkers Build Diversity	8/30/2018	84	17
Beyond Proactive: Build That Talent Pipeline Now!	8/30/2018	113	43
Gaining Deep Project Insights From 3D Aerial Imagery	9/5/2018	1,147	434
Upping the Game: The Evolution of Virtual Reality Technology in the Construction Industry	9/12/2018	1,298	443
Funding Utility Resilience for Water Extremes	9/20/2018	493	181
Building at the Speed of Commitment	9/25/2018	683	287
Robotic Construction: How Much, How Soon and What's First?	10/10/2018	1,255	361
The Mid-sized Construction Firm's Guide to Technology Upgrade Success	10/24/2018	397	116
360° Visual Data Sees It All	10/31/2018	592	192
Leading Megaprojects: How to Build a Successful Team	11/7/2018	822	228
Building a Drone Program for the Enterprise	11/28/2018	741	294
Construction 2.0 Embraces Technology Advances	12/12/2018	1,063	218
Improving Jobsite Management with Mobile and Cloud Technology	12/13/2018	358	87
<b>Total</b>		<b>12,394</b>	<b>3,898</b>
<b>Average</b>		<b>689</b>	<b>217</b>



## CHANNEL PROFILES (Continued)

### E-NEWSLETTERS

E-Newsletter	Reporting Period	# of Issues	Average Net Distribution Per Issue
ENR Insider Weekly	6 months ended December 31, 2018	26	29,884
ENR News Alert Daily	6 months ended December 31, 2018	128	29,888
ENR California Insider	6 months ended December 31, 2018	13	10,472
ENR Mid Atlantic Insider	6 months ended December 31, 2018	13	12,482
ENR Midwest Insider	6 months ended December 31, 2018	13	9,159
ENR Mountain States Insider	6 months ended December 31, 2018	13	7,144
ENR New England Insider	6 months ended December 31, 2018	6	8,146
ENR New York Insider	6 months ended December 31, 2018	13	6,950
ENR Northwest Insider	6 months ended December 31, 2018	6	3,552
ENR Southeast Insider	6 months ended December 31, 2018	13	7,916
ENR Southwest Insider	6 months ended December 31, 2018	13	6,501
ENR Texas & Louisiana Insider	6 months ended December 31, 2018	13	7,387
ENR Energy	6 months ended December 31, 2018	6	21,728
ENR Equipment	6 months ended December 31, 2018	13	28,323
ENR Future Tech	6 months ended December 31, 2018	14	34,136
ENR Risk Review	6 months ended December 31, 2018	13	25,607
ENR Workforce Today Monthly*	6 months ended December 31, 2018	5	31,063

\* Due to a technical issue there was no deployment in September 2018.

### Social Media

Channel	Total as of December 31, 2018
Twitter Followers	49,232
Facebook Likes	16,864
LinkedIn Members	5,822

## NOTES

Price Data	Basic Prices
Basic Price Subscriptions	U.S., 1 yr. \$87.00; 2 yrs. \$130.00; 3 yrs. \$174.00. Canada, 1 yr. \$129.00; 2 yrs. \$193.00; 3 yrs. \$258.00. International, 1 yr. \$199.00; 2 yrs. \$298.00; 3 yrs. \$398.00
Single Copy	\$10.00
Sponsored Individually Addressed - Print	1 yr. \$1.00 to \$69.00
Sponsored Individually Addressed - Digital	1 yr. \$1.00 to \$59.00
Sponsored Individually Addressed - Print & Digital (Unduplicated)	1 yr. \$1.00 to \$59.00

**Definition of Recipient Qualification:**

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**Lists:** Represent copies served to subscribers obtained from BNP Media Database/Info Group.

**Analyzed Issue:** The information in Business/Occupational Analysis; Age of Source Analysis; Mailing Address Analysis; and Geographic Analysis is from an analysis of the Nov 19/26, 2018 issue.

**Total Gross Contacts Include:** Qualified Paid and Nonpaid Circulation, Unique Browsers, E-newsletters Average Net Distribution Per Issue, Event Registrants and Webinar Attendees.

**Website Data Source:** Site Certifier

**Website Domains:** Domains included in website traffic www.enr.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.

**E-Newsletters Data Source:** AAM Digital Audit

**E-Newsletters Net Distribution:** The newsletters from a given mailing that reached the subscriber's email delivery server with a positive status code, net of any internal or test addresses. Calculated by subtracting undelivered messages from sent messages.

**Social Media:** Social media is comprised of likes, followers, subscribers and members who may not be actively engaged with the brand. These metrics do not equal an individual person.

**Event Registrants:** Total registrants represents individuals or groups that registered for the events. No attempt was made to confirm registered attendees for the events.

**Webinar:** Total webinar attendees represents individuals that attended the live webinar. AAM used vendor reports to validate attendance for each webinar. Webinar attendees were counted as one individual although there may have been multiple individuals viewing the webinar under one sign in. Attendees are included in the registrant totals. ENR hosted webinars on the topics listed in this report. The webinars were presented live and then made available on-demand.

**Cross Media Miscellaneous:** E-Newsletter Total Average Net Distribution Per Issue Calculation: Total Average Net Distribution Per Issue shown in the Executive Summary represents the sum of all e-Newsletters reported during this period.

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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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