### prepared **FOODS**



### **DIGITAL AUDIENCE PROFILE**

#### ADVERTISE WITH PREPARED FOODS

Prepared Foods is written for the needs of new product developers in the food and beverage industry. We cover essential market and consumer trends, ingredient formulation, food science, complex regulations and food safety concerns as well as niche subjects like gluten free and foodservice trends.

www.preparedfoods.com















#### **BNP Media Inc.**

Birmingham, MI

Alliance for Audited Media has reviewed the BNP Media audience and media management technology platform and Digital Audience Profile reporting solution for conformance to generally accepted information security management and reporting standards.

Our examination was performed in accordance with generally accepted information security management and reporting standards. Our examination included reviews of Platform Technology, Data Life Cycle Management, System Monitoring, Access Controls, Software Development Life Cycle, Media Production, Media Distribution, Audience Data, Documentation, Reporting, and Disclosures. The examination included those procedures we considered necessary in the circumstances to obtain a reasonable basis for rendering our opinion.

Based on our review, we are not aware of any material modifications that should be made to the BNP Media audience and media management platform and Digital Audience Profile reporting solution for recording, processing, and reporting audience and media data.

The accreditation of the BNP Media audience and media management technology platform and Digital Audience Profile reporting solution is as of December 31, 2023.

This report is intended solely for use by the management of BNP Media and its customers.

#### Alliance for Audited Media

Alliance for Audited Media March 31, 2024



#### Audience Profile

PREPARED FOODS serves the food and beverage product development professionals.

66,497

25,128

69%

Total Audience Reach

Unique Active Audience

Engaged



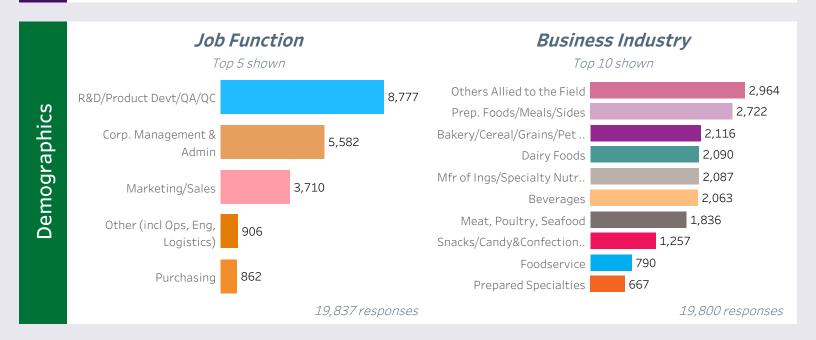
**167**Webinar Average Registrants

10,812

Standard eBlast Delivery

12,234

Social Media Total Followers



#### **Audience Profile Glossary**



UNDERSTANDING AUDIENCE PROFILE DASHBOARD

#### Time Frame - As of Last day of Month shown

#### • Total Audience:

**Total Audience Reach:** Reflects the combined exposure across Website, Newsletter, Social Media Followers, and eMagazine channels. Counts are cumulative and may include overlap between platforms. Only where applicable, also includes Continuing Education user counts.

• **Unique Active Audience:** Number of unique active customers with known first-party data active within product specific time frames for all products.

**Engaged:** Number of engaged customers with known first-party data within product specific time frames for all products. \* *Product-specific time frames for each Channel may be found in Table A.* 

#### **Core Channels**

The three core channels are Website. Newsletter, and eMagazine.

- Total Channel Audience: Total number of customers for specified product.
- Unique to Channel: Number of unique customers active only in specified channel.
- Active in 2 Channels: Number of unique customers active in two channels. Examples: A customer is active within Website and Newsletter channels but not eMagazine. Or a customer is active within Newsletter and eMagazine channels but not the Website.
- Active in all 3 Channels: Number of unique customers active in all three channels.
- **Website Unknown Users:** Number of total users who visited the website within the specified time frame who are not accounted for in the BNP Media database. The number of Unique Website Users may be higher than shown due to the number of unknown users.

#### **Additional Channels**

Additional channels may include Webinars, Events, Continuing Education (CE), eBlast, Social Media.

- Webinar Average Registrants (if applicable): Average registrants per webinar.
- Unique Event Registrants (if applicable): Average registrants per event.
- CE Active Registered Users (if applicable): Total active registered users for the Continuing Education Center.
- Standard eBlast Delivery (sponsored only): Delivery count of a typical eBlast within the last 3 months.
- Social Media Total Followers (if applicable): Follower counts by channel for the most recent month.

#### **Demographics**

- **Job Function:** Top job functions of the Unique Active Audience.
- Business Industry: Top business industries of the Unique Active Audience.

#### Table A

\* BNP Media uses a proprietary algorithm to calculate the number of active and engaged users for each channel based on the time frames listed in the table below.

	Active Criteria	Engaged Criteria
Website	6 Months	6 Months
Newsletter	Included in most recent list	6 Months
eMagazine	Included in most recent list	12 Months
Webinar	12 Months	18 Months
Event	18 Months	18 Months
Continuing Education	13 Months	13 Months
eBlast	Included in most recent list	6 Months



#### eMagazine - Summary







#### eMagazine Notification Email Metrics

Issue Name	Sends	Unique Delivered	* Unique Opens	* Open Rate	al Clicks	CTR
September 2025	4	16,022	6,302	39.3%	320	1.0%
October 2025	4	15,953	6,363	39.9%	373	1.2%
November 2025	4	15,943	6,201	38.9%	324	1.0%

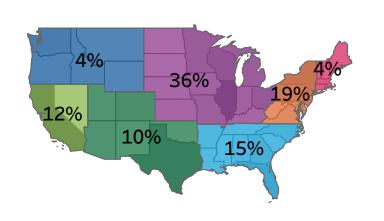
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.



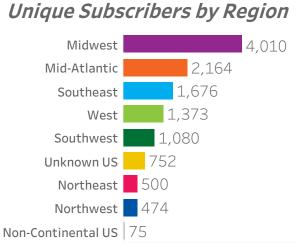
#### eMagazine - Subscriber Demographics & Locations

# Demographic - Job Function Top 5 Shown R&D/Product Devt/QA/QC Corp. Management & Admin Marketing/Sales Purchasing 703 Other (incl Ops, Eng, Logistics) 534

#### Demographic - Business/Industry Top 10 Shown Prep. Foods/Meals/Sides 2,109 2,015 Others Allied to the Field Bakery/Cereal/Grains/Pet Fds 1,530 Dairy Foods Beverages 1,530 Meat, Poultry, Seafood Mfr of Ings/Specialty Nutrition Snacks/Candy&Confectionery Foodservice Prepared Specialties

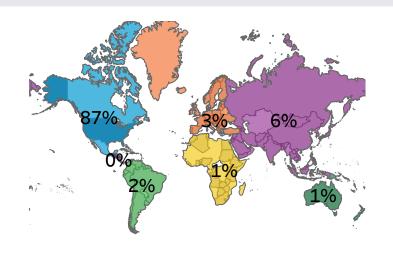


14,698 or 95% of subscribers with responses

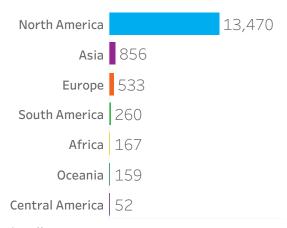


14,657 or 95% of subscribers with responses

78% of subscribers are located in the US



#### Unique Subscribers by Region



22% of subscribers are located internationally





UNDERSTANDING MAGAZINE AUDIENCE DASHBOARD eMAGAZINE SUMMARY

#### **Time Frame**

3 months

#### **KPIs**

- Total Qualified Subscribers: Active digital subscribers as of the most recent issue.
- Average Issue Pageviews: The average monthly pageviews on the eMagazines.

#### **Activity by eMagazine Issue**

- Issue Date: eMagazine issue date.
- **Sessions:** Number of times users interacted with the eMagazine. Sessions are terminated after 30 minutes of inactivity.
- **Session Duration (min):** The average session length.
- Pageviews: The total number of eMagazine pageviews.

#### **eMagazine Notification Email Metrics**

- Monthly Sends: Total number of notification emails deployed per issue.
- **Delivered:** Number of unique email subscriber addresses eMagazine notification emails were delivered to for this issue.
- **Unique Opens:** Number of unique subscriber email addresses who opened any notification email for this issue.
- Open Rate: Ratio of unique Opens to Delivered.
- Total Clicks: Number of subscribers who clicked a link within a particular notification email.
- CTR: Click Through Rate is the percentage of subscribers who click on a link within the notification email.



#### Newsletters



Active Unique Recipients 15,199



% of Recipients Engaged



Sends per Month

#### Recipient Activity by Newsletter Over the Last 3 Months

Newsletter Name	Average Delivered	
R&D Insights	12,223	4,904 * Unique Opens - Single Send Avg (40%) 8,573 * Total Engaged Recipients (69%)
Cannabis Products Insider	5,300	2,176 * Unique Opens - Single Send Avg (41%) 2,949 * Total Engaged Recipients (56%)
LAUNCH! NEW FOOD & BEVERAGE PRODUCTS	2,999	1,325 * Unique Opens - Single Send Avg (44%) 1,790 * Total Engaged Recipients (58%)

**Engaged Recipient:** Any recipient who opened at least one email of this type in the report time frame.

Unique Opens - Single Send Avg



Delivered

#### Newsletter Activity Averages

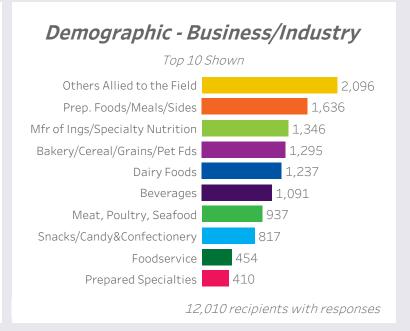
Newsletter Name	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
R&D Insights	4.3	12,223	4,904	40.1%	248	2.0%
Cannabis Products Insider	1.0	5,300	2,176	41.1%	84	1.6%
LAUNCH! NEW FOOD & BEVERAGE PRODUCTS	1.0	2,999	1,325	44.2%	94	3.1%

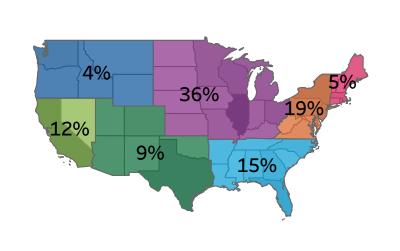
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.



#### **Newsletters** - Recipient Demographics & Locations

# Pemographic - Job Function Top 5 Shown R&D/Product Devt/QA/QC Corp. Management & Admin Marketing/Sales 2,187 Other (incl Ops, Eng, Logistics) Purchasing 454



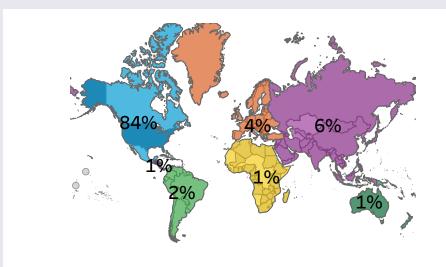


11,990 recipients with responses

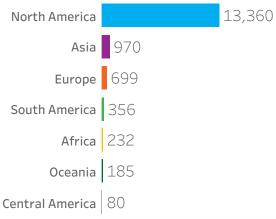
## Midwest 2,199 Southeast 1,667 West 1,362 Southwest 1,037 Unknown US 746 Northeast 561 Northwest 423 Non-Continental US 71

Unique Recipients by Region

77% of recipients are located in the US



#### Unique Recipients by Region



23% of recipients are located internationally



#### **Newsletter Audience Glossary**

UNDERSTANDING NEWSLETTER AUDIENCE DASHBOARD

#### **Time Frame**

3 Months

#### **KPIs**

- Active Unique Recipients: Number of unique email addresses that received any brand Newsletter in the 3-month period.
- % of Recipients Engaged: Percent of recipients who opened\* any Newsletter.
- **Sends / Month:** Total Newsletters sent per month.

#### **Recipient Activity by Newsletter**

- Average Delivered: The average number of emails delivered per Newsletter.
- *Unique Opens, Single Send Avg:* Average unique opens\* (uniqueness calculated for each email sent) for all emails sent.
- Total Engaged Recipients: Number of unique Recipients who have opened\* one or more of the
  delivered emails.

#### **Newsletter Activity Averages**

- Monthly Sends: Total number of Newsletters deployed per month.
- **Delivered:** Average number of eMails, per Newsletter, deployed per month.
- Unique Opens: Average number of unique Recipients (delivered) who opened\* a particular Newsletter.
- Open Rate: The ratio of Unique Opens\* to Delivered.
- Total Clicks: Average number of recipients who clicked a link within a particular Newsletter.
- CTR: Click Through Rate is the percentage of recipients who click on a link within the Newsletter.

<sup>\*</sup>Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



#### Website - www.preparedfoods.com





Average Monthly Sessions

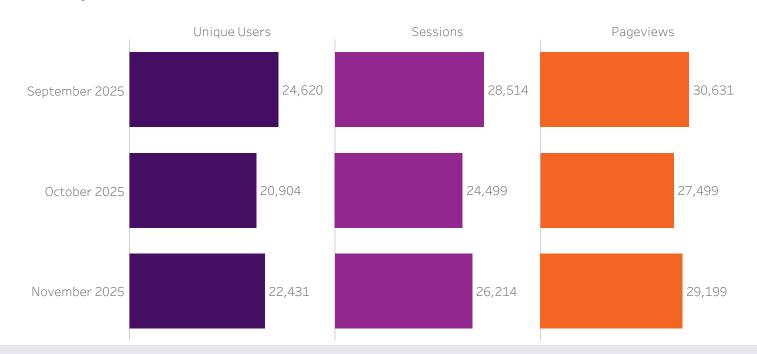
26,409



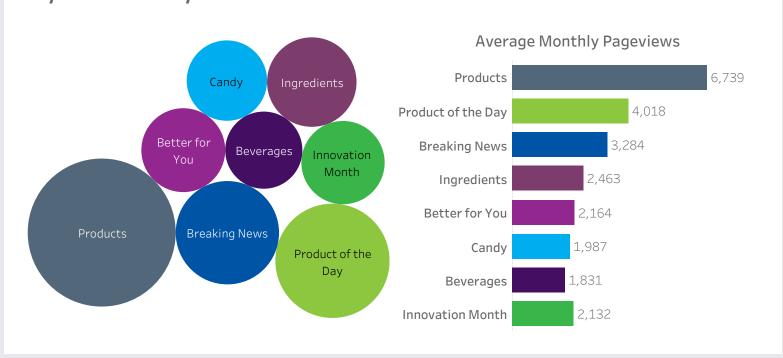
Average Monthly Pageviews

*29,110* 

#### Monthly Website Statistics



#### Top 8 Content Topics Viewed







#### **Website** - Known User Activity



Active Registered Users

1,534



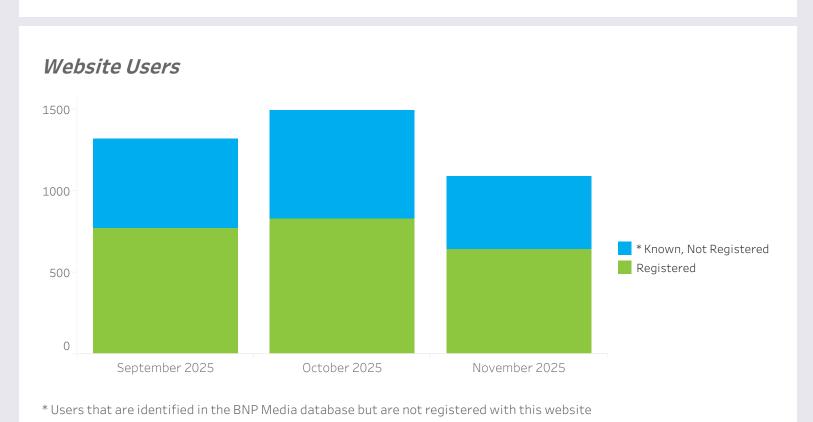
Active Known Users

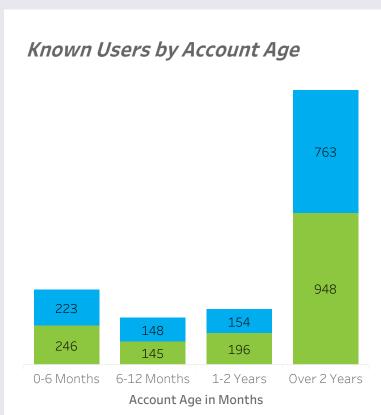
2,822

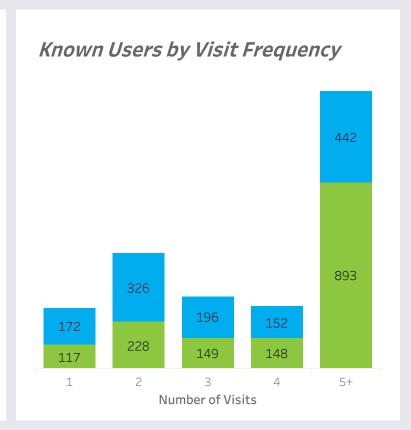


Average Visits per User

10.0

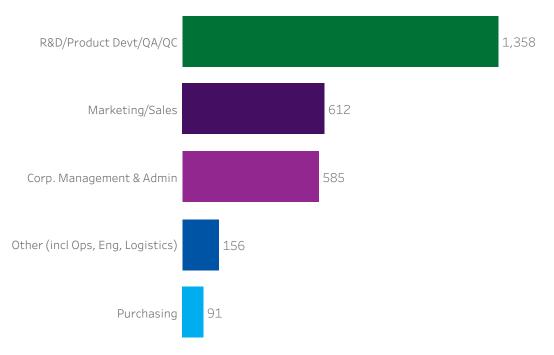






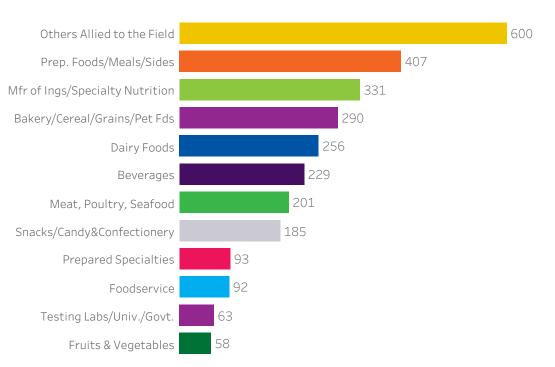
#### Website - User Demographics

#### **Demographic - Job Function** Top 5 Shown



2,802 or 99% of users with responses

#### Demographic - Business/Industry Top 12 Shown



2,805 or 99% of users with responses



#### Website - User Locations



% of Users Based in US

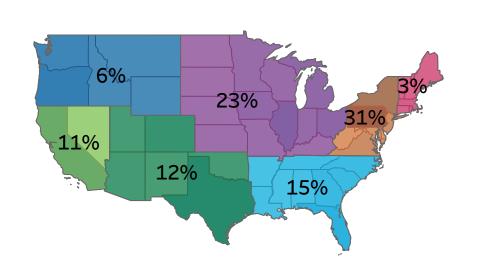
79%



Average Monthly Users Based in US

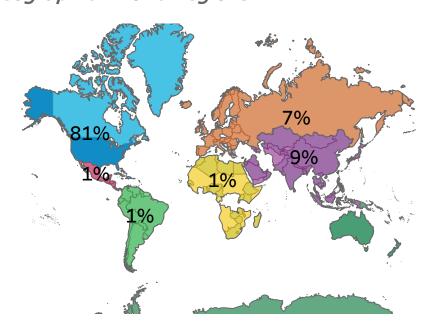
18,349

#### Geographic - US Regions

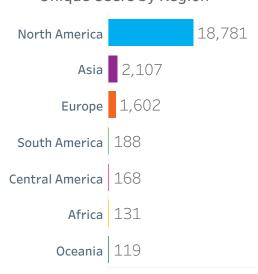


#### Unique Users by Region Mid-Atlantic 5,447 4,022 Midwest 2,651 Southeast 2,053 Southwest 1,918 West 1,085 Northwest Northeast 615 Unknown US 524 Non-Continental US 34

#### Geographic - World Regions



#### Unique Users by Region







UNDERSTANDING WEBSITE AUDIENCE DASHBOARD

#### **Time Frame**

3-months

#### **User Classifications**

- **Registered:** Users that have completed the registration form for this website.
- **Known, Not Registered:** Users that are identified in the BNP Media database but are not registered with this website.

#### **KPIs**

- Active Registered Users: Number of unique users who registered on the website, at any time, and visited the website within the 3-month time frame.
- Active Known Users: Number of unique users with known first-party data, regardless of website registration status, who visited the website within the 3-month time frame.
- Average Visits per User: The ratio of visits, by known users, to the number of known users.

#### Web Users

• Number of users who were active on the website each month, colored by user classification.

#### **Known Users by Account Age**

 Number of users who visited the website within the 3-month time frame and have been in the BNP Media database for the account age listed, colored by user classification.

#### **Known Users by Visit Frequency**

Number of times users visited the website within the 3-month time frame, colored by user classification.





UNDERSTANDING WEBSITE KNOWN USERS DASHBOARD

#### **Time Frame**

3-months

#### **KPIs**

- Average Monthly Users: Average number of monthly users who have had at least one session on the website.
- **Average Monthly Sessions:** Average number of monthly sessions on the website. A session is anytime a user has interacted with the website.
- Average Monthly Pageviews: Average number of total monthly pageviews on the website.

#### **Web Visitors**

- Users: Number of Users per month.
- **Sessions:** Number of times users interacted with the digital edition. Sessions are terminated after 30 minutes of inactivity.
- Pageviews: Number of Pageviews per month.

#### **Top 8 Content Topics**

• Average monthly pageviews for the top 8 content topics on the website.



#### Sponsored eBlasts



Total Average Delivered





% of Recipients Engaged

*62%* 



Sends per Month

7

#### Activity by eBlast

Sponsorship

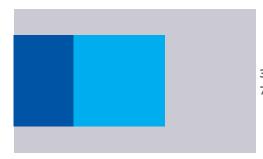
Avg

Type

Delivered

Exclusive

9,929



**3,082** \* Unique Opens - Single Send Avg *(31%)* **7,823** \* Total Engaged Subscribers *(62%)* 

**Engaged Subscriber:** Any subscriber who opened at least one email of this type in the report time frame.

Unique Recipients

Unique Opens - Single Send Avg

Unique Opens - All Sends

#### eBlast Activity Averages

eBlast Name	Sponsorship Type	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
Prepared Foods	Exclusive	6.7	9,929	3,082	31.0%	49	0.5%

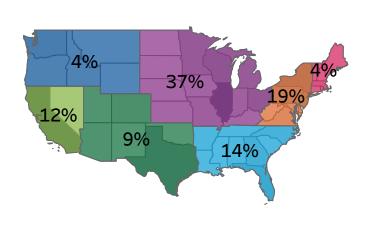
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



#### **Sponsored eBlasts** - Recipient Demographics & Locations

# Purchasing Demographic - Job Function Top 5 Shown 5,081 5,081 2,860 2,860 Admin 2,014 Other (incl Ops, Eng, Logistics) Purchasing 465

#### Demographic - Business/Industry Top 10 Shown Others Allied to the Field 1,464 Prep. Foods/Meals/Sides Dairy Foods 1,232 1,175 Bakery/Cereal/Grains/Pet Fds Mfr of Ings/Specialty Nutrition 1,156 Beverages Meat, Poultry, Seafood Snacks/Candy&Confectionery 398 Foodservice Prepared Specialties 346

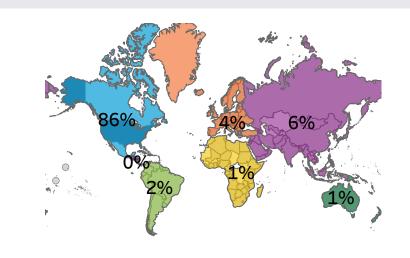


10,925 or 87% of recipients with responses

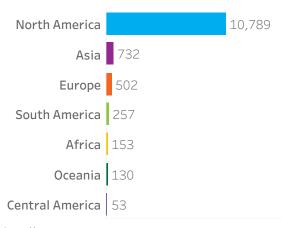
## Midwest 3,475 Mid-Atlantic 1,834 Southeast 1,360 West 1,090 Southwest 858 Unknown US 677 Northeast 420 Northwest 378 Non-Continental US 60

10,903 or 86% of recipients with responses

80% of recipients are located in the US



#### Unique Recipients by Region



20% of recipients are located internationally





#### UNDERSTANDING eBLAST AUDIENCE DASHBOARD

#### **Time Frame**

3 Months

#### **KPIs**

- Total Average Delivered: The number of eBlasts (Advertising emails) delivered, excluding bounces.
- % of Recipients Engaged: The percentage of recipients who have opened\* an eBlast.
- Sends per Month: The average number of delivered Advertising eBlasts per month.

#### **Activity by eBlast**

- Exclusive Sponsorship Type: Single advertiser.
- Multi-Sponsored Sponsorship Type: Multiple advertisers.
- Average Delivered: The average number of emails delivered per eBlast.
- *Unique Opens, Single Send Avg:* The average unique opens\* (uniqueness calculated for each email sent) for all emails sent.
- **Total Engaged Subscribers:** The number of unique recipients who have opened\* one or more of the delivered emails.

#### **eBlast Activity Averages**

- Monthly Sends: Total number of eBlasts deployed per month.
- **Delivered:** Average number of eMails, per eBlast, deployed per month.
- Unique Opens: The average number of unique recipients (delivered) who opened\* a particular eBlast.
- Open Rate: The ratio of Unique Opens\* to Delivered.
- Total Clicks: Average number of recipients who clicked a link within a particular eBlast.
- CTR: Click Through Rate is the percentage of recipients who click on a link within the eBlast.

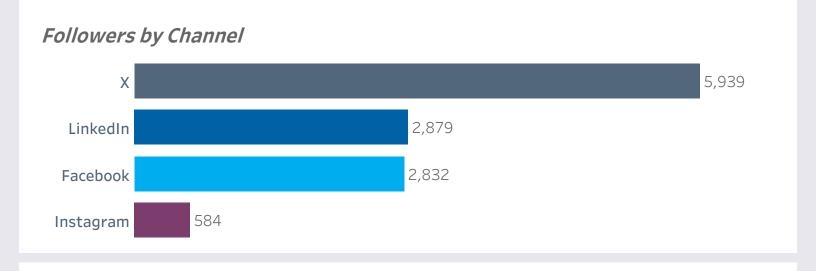
<sup>\*</sup>Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



#### Social Media







#### Total Engagements



230



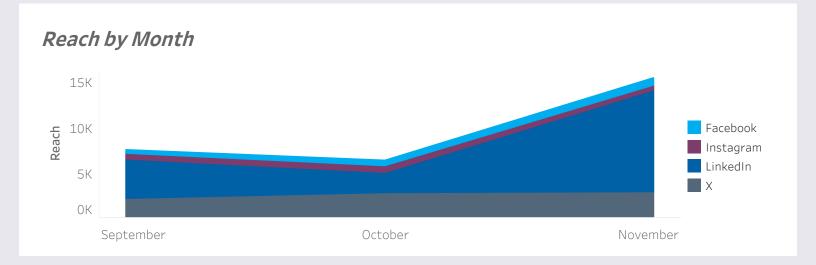
91



1,037



156







#### **Time Frame**

3 Months

#### **KPIs**

- Total Social Media Followers: The total number of social media followers per brand, as of the report date (not unique across all channels).
- *Engagements:* The reactions, comments, and shares on a post. Clicks are not included.

#### Followers by Channel

- Breakdown of followers by the specific social network.
- Followers is the total number who have followed the brand

#### **Total Engagements**

Total engagements by social network.

#### **Reach by Month**

- Breakdown by social network of the total reach by month.
- Reach is the number of individual users a post reached.



#### Webinars



Unique Registrants

675



*Unique Attendees* 

328



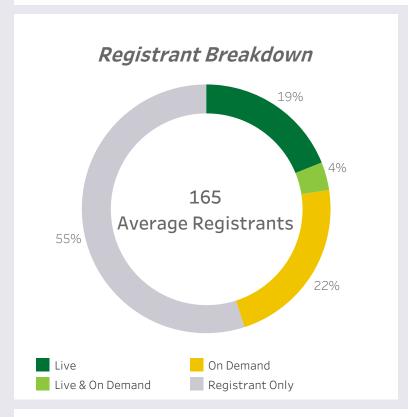
Registrant Attendance Rate

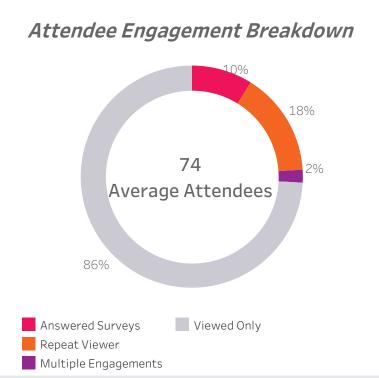
49%



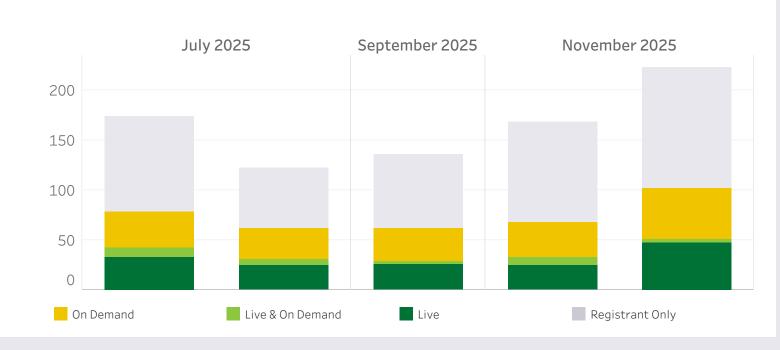
Average Attendees per Webinar

74



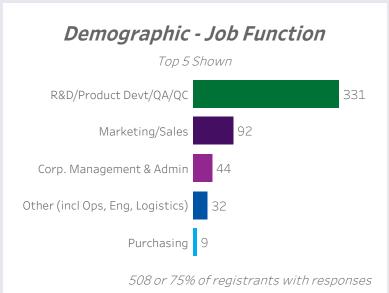


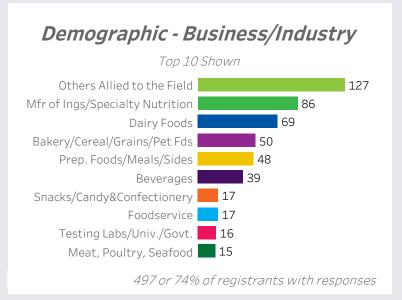
#### Registration & Attendance Analysis

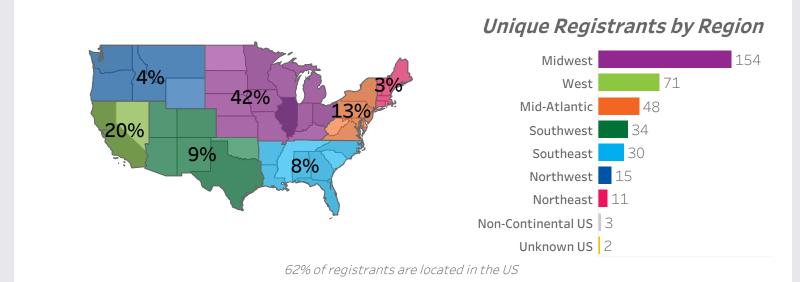


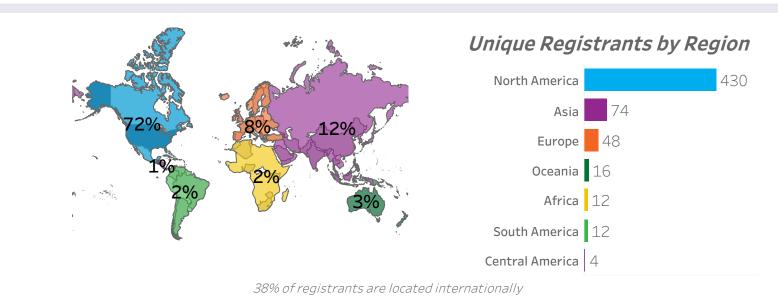


#### Webinars - Registrant Demographics & Locations













UNDERSTANDING WEBINAR AUDIENCE DASHBOARD

#### **Time Frame**

3 months. If there were less than 5 webinars in the most recent 3 months, the time frame is extended (up to 1 year) to include the 5 most recent webinars.

#### **KPIs**

- *Unique Registrants:* The number of unique registrants across all webinars.
- Unique Attendees: The number of unique attendees across all webinars.
- Registrant Attendance Rate: The ratio of average attendance to average registration.
- Average Attendees per Webinar: The average number of attendees per webinar.

#### Registrant Breakdown

- Average Registrants: The average number of registrants per webinar.
- Registrant Only: Percentage of average registrants who did not attended webinar.
- Live: Percentage of average registrants who attended the live webinar.
- On Demand: Percentage of average registrants who viewed the webinar at a later date than the live webinar.
- Live & On Demand: Percentage of average registrants who attended the webinar live and viewed the webinar at a later date.

#### **Attendee Engagement Breakdown**

- Attendees: Average number of attendees per webinar.
- Answered a Survey: Percent of average attendees who responded to a survey question within a
  webinar.
- Downloaded Documents: Percent of average attendees who downloaded a document within a
  webinar.
- **Multiple Engagements:** Percent of average attendees who responded more than once and/or in more than one way, within a webinar.
- Repeat Viewer: Percent of average attendees who viewed a webinar several times.
- Answered Polls: Percent of average attendees who responded to a poll question within a
  webinar.
- Viewed Only: Percent of average attendees who only viewed a webinar.

#### **Registration & Attendance Analysis**

 Number of unique registrants and attendees per webinar, colored by the type of viewing engagement.



#### UNDERSTANDING AUDIENCE PROFILE DASHBOARD DEMOGRAPHICS & LOCATIONS

#### **Time Frame**

See product specific glossary page

#### **Demographic - Job Function**

• Number of customers identified by Job Functions reported.

#### **Demographic - Business/Industry**

• Number of customers identified by Business & Industry reported.

#### Geographic - US Regions

- Mid-Atlantic: Delaware, Maryland, New Jersey, New York, Pennsylvania, Virginia, Washington D.C. and West Virginia
- Midwest: Indiana, Illinois, Wisconsin, Minnesota, Iowa, Kansas, Kentucky, Michigan, Missouri, Nebraska, North Dakota, Ohio and South Dakota
- West: California and Nevada
- **Southeast:** Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee
- Southwest: Arizona, Colorado, New Mexico, Oklahoma, Texas and Utah
- Northeast: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont
- Northwest: Idaho, Montana, Oregon, Washington and Wyoming
- Non-Continental US: Alaska, American Samoa, APO/FPO, Guam, Hawaii, Northern Mariana Island, Puerto Rico and U.S. Virgin Islands

#### Geographic - World Regional

- North America: Canada, Mexico and U.S.A.
- Asia: Continent of Asia, including Asia minor and Middle East
- **Europe:** Continental European nations (including United Kingdom and Ireland)
- Oceana: Australia, New Zealand and surrounding Pacific Island nations
- **South America:** Continental South American nations
- Africa: Continental African nations
- Central America: Costa Rica, Guatemala, Honduras, Panama and Nicaragua

### Audience Profile Glossary DEMOGRAPHICS APPENDIX (JOB FUNCTION)

Display Name	Included Demographics
Corp. Management & Admin	Corporate Mgmt & Admin
Marketing/Sales	Marketing/Sales
Other (incl Ops, Eng, Logistics)	Engineering
	Must Pay
	Need More Information
	Other(Please Specify)
	Plant Operations & Prod
	Warehousing/Dist/Log
Purchasing	Purchasing
R&D/Product Devt/QA/QC	QA/QC
	Research & Development

**Included Demographics** 

Bakery/Cereal/Grains/Pet Fds	Bakery Products
	Breads & Rolls. Waffles. Cookies & Crackers Cereal & Grain-Based Products
	Other Bakery Products
	Pet Foods
	Snack Bars
	Snack Cakes. Pies. Donuts. Toasted Pastries
	Tortillas
Beverages	Alternative Beverages/Sports Drinks
	Beer
	Beverages
	Coffee/Tea Dairy-based Drinks
	Juice/Fruit Drinks
	Juice/Fruit Drinks Distrib
	Other Beverages
	Other Beverages Distributo
	Soft Drinks
	Wine/Liquor
	Wine/Liquor Distributor
Dairy Foods	Butter or Margarine Products. Powdered Prod Cheese Products
	Cneese Products  Cultured Products
	Dairy Foods
	Fluid Milk & Beverages
	Ice Cream & Frozen Desserts
	Novelties
oodservice	Foodservice
ruits & Vegetables	Fruits & Vegetables
Meat, Poultry, Seafood	Meat.Poultry.Seafood
	Other Meat. Poultry. Seafood Processed/Further Processed Meat
	Processed/Further Processed Poultry
	Slaughtering. Fabricating. Cutting. Rendering
Mfr of Ings/Specialty Nutrition	Manufacturer of Ingredients/Nutritional Ingr
will of mgs/specially Nutrition	Specialty Nutritional Products
Others Allied to the Field	Co-Packer/Co-Manufacturer
	Consulting Firm/Service
	Convenience Store/Mass Merchandiser
	Engineering. Design. Architectural and Constr
	Grocery (including Natural & Organic) Grower/Farmer/Packer
	Legal Cannabis (CBD/THC) Products
	Machinery/Equipment for Food Processing
	Must Pay
	Need More Information
	Other
	Regulatory/Certification Services
	Retail
	Specialty Retailer/Specialty Food Store
	Warehousing/Distribution/Logistics Wholesaler/Broker/Importer/Exporter
Prep. Foods/Meals/Sides	Cheese Snacks
1 cp. 1 oous/ivicals/slucs	Meat Snacks
	Other Prepared Products
	Pizza
	Prepared Foods/Meals/Side Dishes
10 11:	Prepared Snacks
Prepared Specialties	Prepared Specialties Property
Snacks/Candy&Confectionery	Candy and Confectionery Products
	Chips & Pretzels Nuts/Trail Mix
	Other Snack Foods
	Snack Foods

Display Name





DATA SOURCE REFERENCE (PAGE 1)

#### BNP Customer Database - omeda.com

Primary source of record for all first party customer data and activities including: Subscriber Registrations, Demographics, Physical Addresses, Business & Job Function Demographic responses, Product Subscriptions, Email Deployments, Website Visits, eMagazine Visits, Digital Edition Visits.

#### Usage by Report Section

#### **Audience Profile**

- Unique Active Customers
- Print Magazine, Digital Edition, eMagazine: Subscriber Counts
- eNewsletter: Recipients, Engagement, Sends
- eBlasts: Delivered, Engagement, Sends
- Website: Active Registrants
- **Demographics:** Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### Magazine/eMagazine

- Magazine Summary: All data
- eMagazine/Digital Edition Summary: Total Qualified Subscribers, Notification eMail Metrics
- **Demographics:** Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### **eNewsletters**

All Pages: All data

#### Website

- Known User Activity: All data
- **User Demographics:** Job Functions & Business Industry mapped to consolidated categories as per *Demographic Mapping Reference*

#### **eBlasts**

All Pages: All data

#### **Continuing Education**

- Websites & eNews: eNews Delivery, Activity by eNewsletter
- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

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#### **Events**

- **Demographics:** Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- Locations: Locations of known customers with first party address data

#### **Webinars**

- Demographics: Job Functions & Business Industry mapped to consolidated categories as per Demographic Mapping Reference
- . Locations: Locations of known customers with first party address data

#### Google Analytics - google.com/analytics

Web Analytics service offered by Google that tracks and reports website traffic. Used to track all usage (known & anonymous) across websites, eMagazines, Digital Editions, Continuing Education.

#### Usage by Report Section

#### **Audience Profile**

- Website: Average Monthly Users, Average Monthly Pageviews
- Continuing Education: Monthly Website Pageviews

#### eMagazine/Magazine

• eMagazine/Digital Edition Summary: Issue Pageviews, Sessions, Session Duration

#### Website

- Website Overview: Website Users, Sessions, Pageviews, Top Content Topics
- **User Locations:** Website User Locations

#### **Continuing Education**

• Websites & eNews: Monthly Website Pageviews, All Website Visitors data

#### Falcon Social Media Platform - falcon.io

Single platform management and analytics for Facebook, Twitter, Instagram, LinkedIN accounts. falcon.io

#### Usage by Report Section

#### **Audience Profile**

Social Media: Follower Count by Channel

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DATA SOURCE REFERENCE (PAGE 3)

#### Social Media

All Pages: All data

#### Building Media Inc. - buildingmedia.com

Developer of innovative online learning management programs and e-Learning courseware built exclusively for the construction community. Hosts and manages Continuing Education Centers.

#### Usage by Report Section

#### **Audience Profile**

• Continuing Education: Active Registered Users

#### **Continuing Education**

- Websites & eNews: Active Registered Users
- CE Courses & Tests: All data

#### Aventri - aventri.com

Event Management Platform used to process registration and administration of in person, virtual and hybrid events.

#### Usage by Report Section

#### **Audience Profile**

Events: Average Attendees per Event

#### **Events**

Event Overview: All data

#### Intrado - intrado.com

Webinar and interactive media platform. Technology and administration of Webinars.

#### Usage by Report Section

#### **Audience Profile**

• Webinars: Average Registrants, Average Attendees

#### **Webinars**

· Webinars Overview: All data