



# DIGITAL AUDIENCE PROFILE

#### ADVERTISE WITH NATIONAL PROVISIONER

The National Provisioner provides meat and poultry processing professionals with the latest innovations in protein processing, food safety, new products, meat plant operations, company profiles and industry trends. *Independent Processor*, is written for the unique market information needs of small to medium-sized, meat, poultry, pork, seafood and game meat processors.

www.provisioneronline.com









## **BNP Media**

Troy, MI

iCompli, a division of BPA Worldwide, has reviewed the BNP Media Audience Dashboard solution for conformance to the BPA Worldwide Standards and generally accepted information security management requirements.

Our examination was performed in accordance with BPA Worldwide Standards and generally accepted information security management requirements. Our examination included reviews of Platform Technology, Data Life Cycle Management, System Monitoring, Reporting, Access Controls, Software Development Life Cycle, Documentation, 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 Dashboard solution for recording, processing and reporting audience data.

iCompli, BPA Worldwide

iCompli, BPA Worldwide November 30, 2021



# Audience Profile

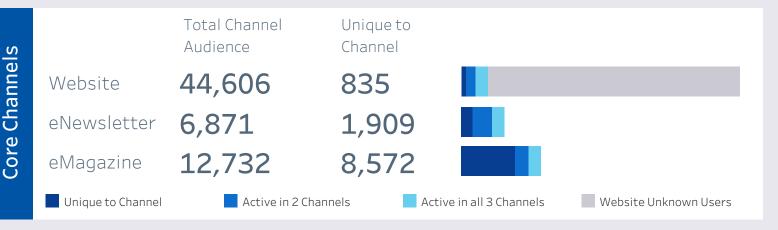
THE NATIONAL PROVISIONER serves the meat/poultry processing and packaging industry.

17,162

Unique Active Audience

58%

Engaged



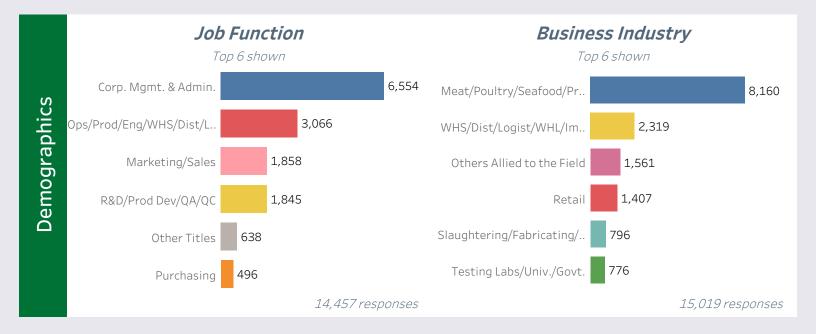
**181**Webinar Average Registrants

6,464

Standard eBlast Delivery

3,857

Social Media Total Followers



# **Audience Profile Glossary**



UNDERSTANDING AUDIENCE PROFILE DASHBOARD

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

#### Total Audience:

**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, eNewsletter, 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 eNewsletter channels but not eMagazine. Or a customer is active within eNewsletter 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
eNewsletter	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

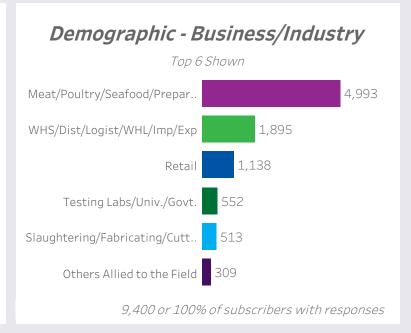
Issue Name	Sends	Unique Delivered	* Unique Opens	* Open Rate	tal Clicks	CTR
December 2023	4	9,579	3,152	32.9%	232	1.2%
January 2024	4	9,498	3,719	39.2%	433	2.3%
February 2024	2	9,423	3,833	40.7%	251	1.3%

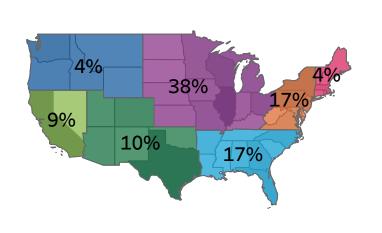
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.



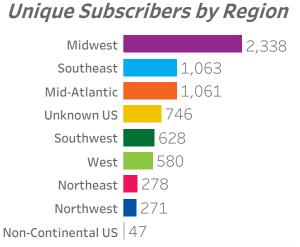
# eMagazine - Subscriber Demographics & Locations

# Demographic - Job Function Top 6 Shown Corp. Mgmt. & Admin. 4,459 Ops/Prod/Eng/WHS/Dist/Logis.. 2,011 R&D/Prod Dev/QA/QC 1,277 Marketing/Sales 1,116 Purchasing 370 Other Titles 165

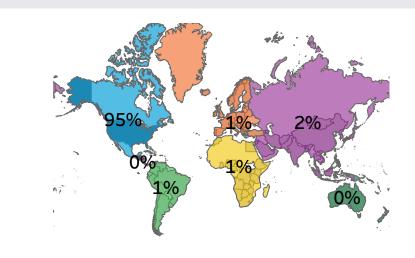




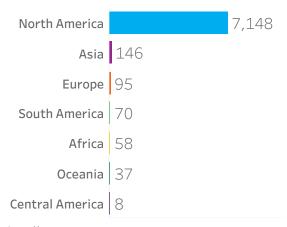
9,398 or 100% of subscribers with responses



74% of subscribers are located in the US



# Unique Subscribers by Region



7% 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.



# *eNewsletters*



Active Unique Recipients

6,871



% of Recipients Engaged

*80*%



Sends per Month

22

# Recipient Activity by eNewsletter Over the Last 3 Months

eNewsletter Name	Average Delivered	
Provisioner Prime	5,696	1,906 * Unique Opens - Single Send Avg (33%) 4,657 * Total Engaged Recipients (81%)
Prime Cuts	2,429	856 * Unique Opens - Single Send Avg (35%) 1,653 * Total Engaged Recipients (69%)
Prime Beef	442	215 * Unique Opens - Single Send Avg (49%) 336 * Total Engaged Recipients (63%)

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

Unique Opens - Single Send Avg

Unique Opens - All Sends

Delivered

# eNewsletter Activity Averages

eNewsletter Name	Monthly Sends	Delivered	* Unique Opens	* Open Rate	Total Clicks	CTR
Provisioner Prime	17.0	5,696	1,906	33.5%	189	3.3%
Prime Cuts	4.3	2,429	856	35.3%	78	3.2%
Prime Beef	1.0	442	215	48.6%	47	10.6%

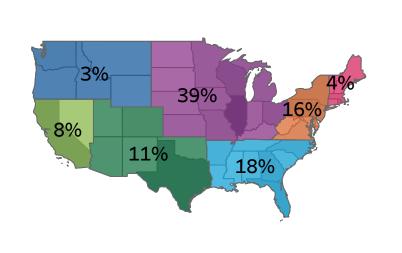
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, open rates may be inflated as of November 2021. Clicks are not impacted.



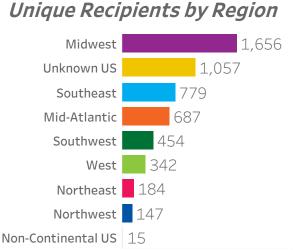
# eNewsletters - Recipient Demographics & Locations

# Demographic - Job Function Top 6 Shown Corp. Mgmt. & Admin. 2,107 Ops/Prod/Eng/WHS/Dist/Logis.. 1,057 Marketing/Sales 883 R&D/Prod Dev/QA/QC 851 Other Titles 334 Purchasing 189

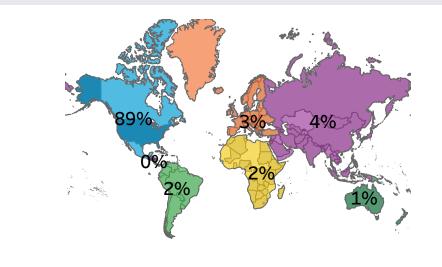
# Demographic - Business/Industry Top 6 Shown Meat/Poultry/Seafood/Prepared 2,848 Others Allied to the Field 908 WHS/Dist/Logist/WHL/Imp/Exp 746 Slaughtering/Fabricating/Cutti.. 427 Testing Labs/Univ./Govt. 351 Retail 323 5,603 recipients with responses



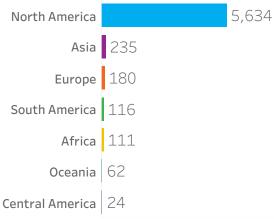
5,421 recipients with responses



84% of recipients are located in the US



# Unique Recipients by Region



16% of recipients are located internationally



# **eNewsletter Audience Glossary**

UNDERSTANDING ENEWSLETTER AUDIENCE DASHBOARD

#### **Time Frame**

3 Months

#### **KPIs**

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

# **Recipient Activity by eNewsletter**

- Average Delivered: The average number of emails delivered per eNewsletter.
- *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.

# **eNewsletter Activity Averages**

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

<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.provisioneronline.com





Average Monthly Sessions

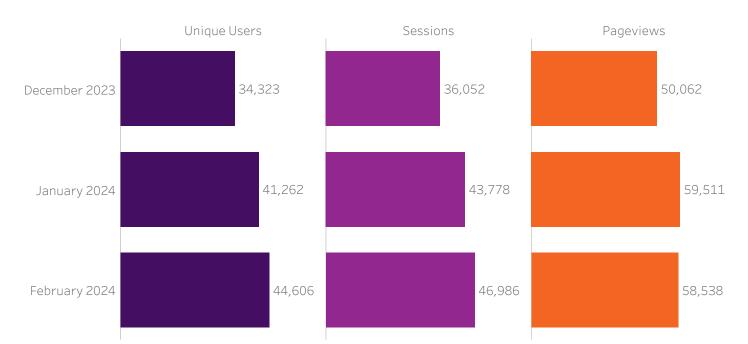
42,272



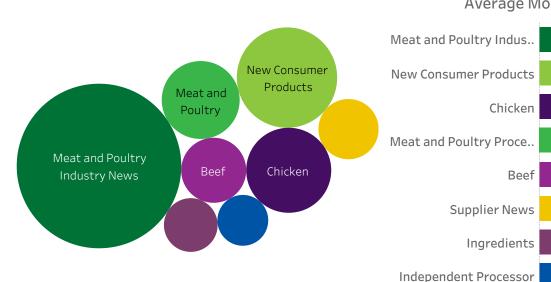
Average Monthly Pageviews

56,037

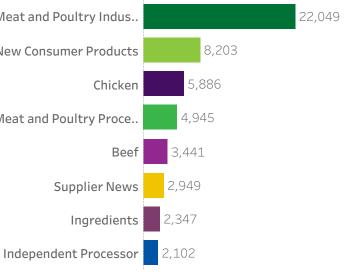
# Monthly Website Statistics



# Top 8 Content Topics Viewed



# **Average Monthly Pageviews**





# Website - Known User Activity



Active Registered Users

1,939



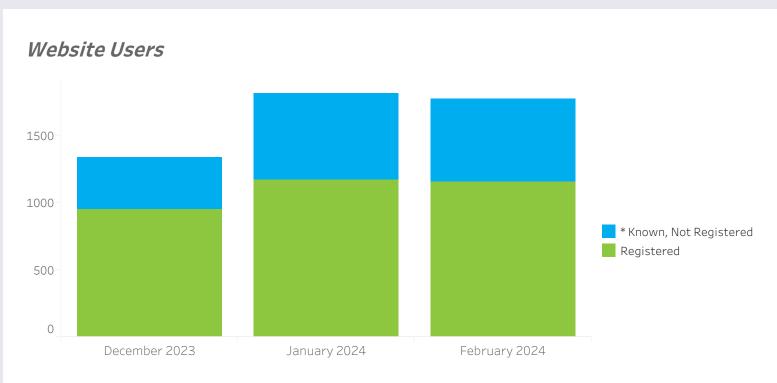
Active Known Users

3,288

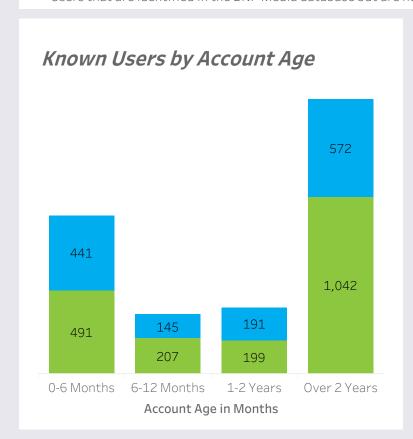


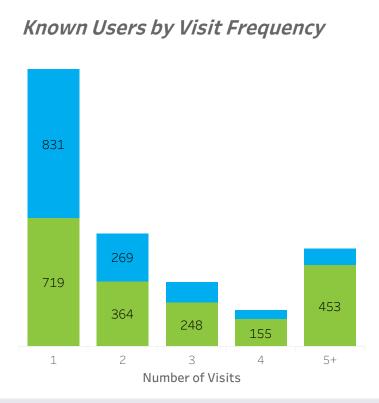
Average Visits per User

3.0



<sup>\*</sup> Users that are identified in the BNP Media database but are not registered with this website

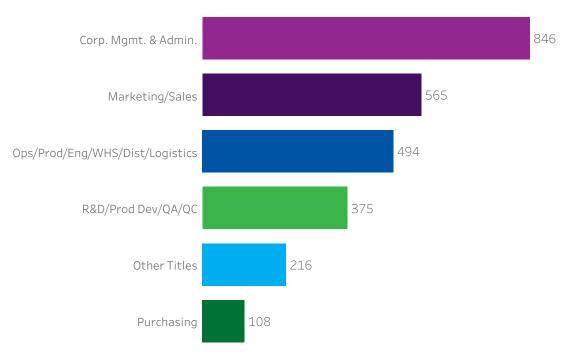






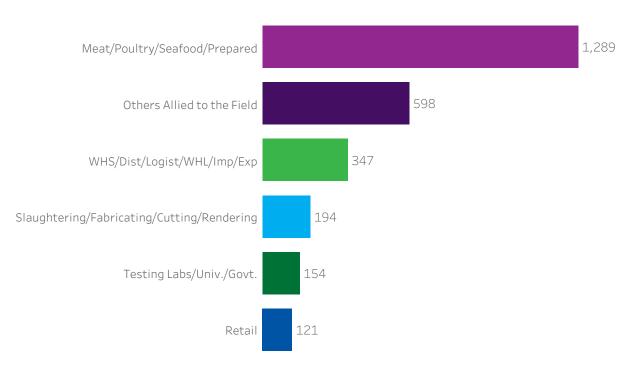
# Website - User Demographics

# **Demographic - Job Function** Top 6 Shown



2,604 or 79% of users with responses

# Demographic - Business/Industry Top 6 Shown



2,703 or 82% of users with responses



# Website - User Locations



% of Users Based in US

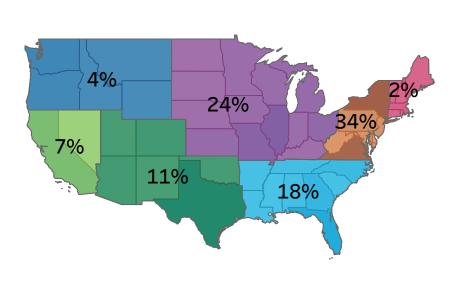
83%

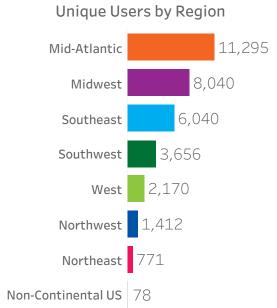


Average Monthly Users Based in US

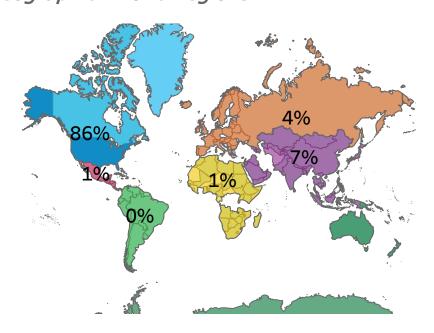
34,618

# Geographic - US Regions

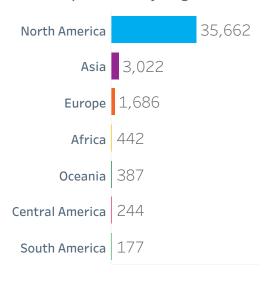




# Geographic - World Regions



# 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





Sends per Month

# Activity by eBlast

Sponsorship

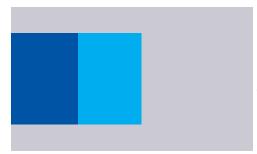
Avg

Type

Delivered

Exclusive

6,455



2,244 \* Unique Opens - Single Send Avg (35%) 4,375 \* Total Engaged Subscribers (55%)

**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
National Provisioner	Exclusive	3.0	6,455	2,244	34.8%	53	0.8%

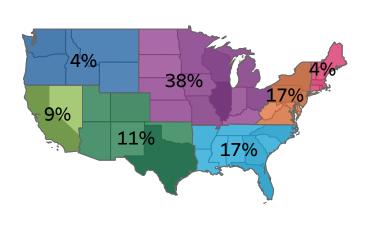
<sup>\*</sup> Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



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

# Demographic - Job Function Top 6 Shown Corp. Mgmt. & Admin. Ops/Prod/Eng/WHS/Dist/Logis.. R&D/Prod Dev/QA/QC Marketing/Sales Other Titles 376 Purchasing 234

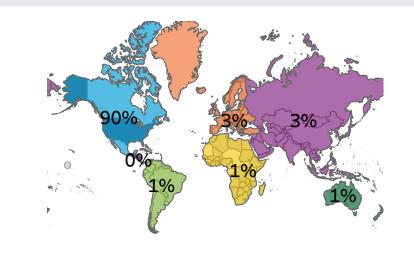
# Demographic - Business/Industry Top 6 Shown Meat/Poultry/Seafood/Prepar.. 3,541 WHS/Dist/Logist/WHL/Imp/Exp 1,217 Others Allied to the Field 810 Retail 608 Testing Labs/Univ./Govt. 495 Slaughtering/Fabricating/Cutt.. 423 7,094 or 89% of recipients with responses



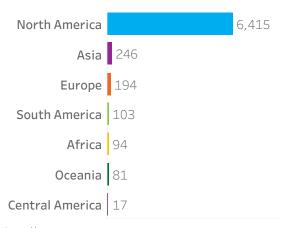
6,952 or 87% of recipients with responses

# Midwest 1,875 Unknown US 1,459 Mid-Atlantic 834 Southeast 818 Southwest 513 West 431 Northeast 215 Northwest 190 Non-Continental US 26

89% of recipients are located in the US



# Unique Recipients by Region



11% 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.

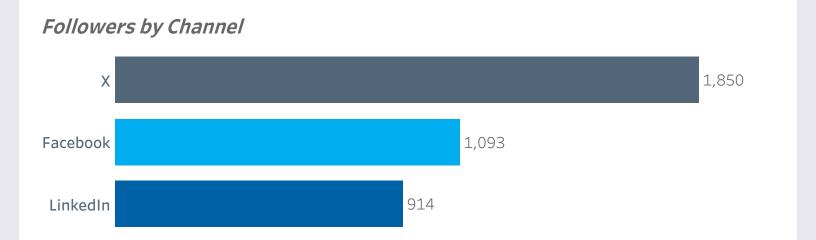
<sup>\*</sup>Due to Apple Mail Privacy enabled on user devices, opens/open rates may be inflated as of November 2021. Clicks are not impacted.



# Social Media







# Total Engagements



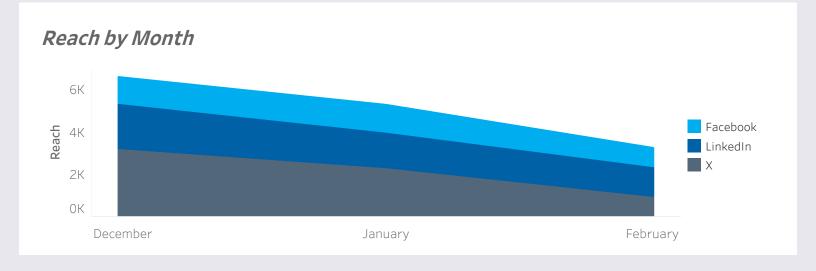
248



108



144





# **Social Media Audience Glossary**

UNDERSTANDING SOCIAL MEDIA AUDIENCE DASHBOARD

#### **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.

# **Total Engagements**

Total engagements by social network.

# **Reach by Month**

• Breakdown by social network of the total reach by month. (No data for LinkedIn).



# Webinars



49%

Live & On Demand

Unique Registrants

Registrant Breakdown

164

**Average Registrants** 

Unique Attendees

Registrant Attendance Rate

53%



Average Attendees per Webinar

84

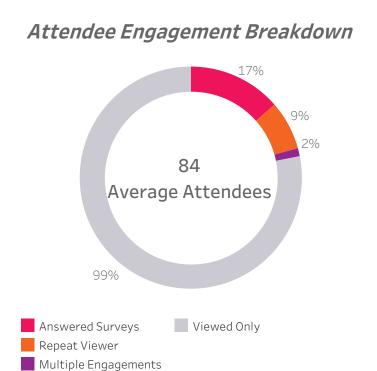
702

373

27%

21%

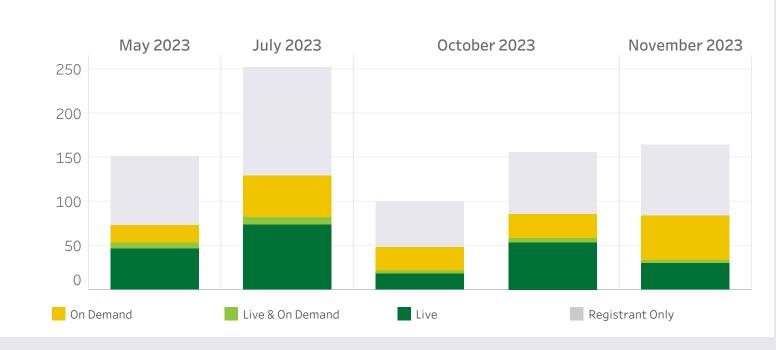




# Registration & Attendance Analysis

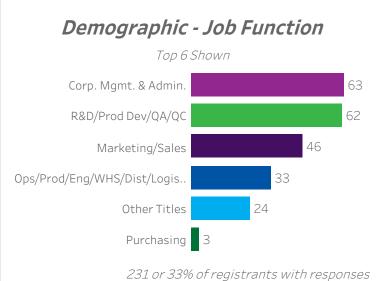
On Demand

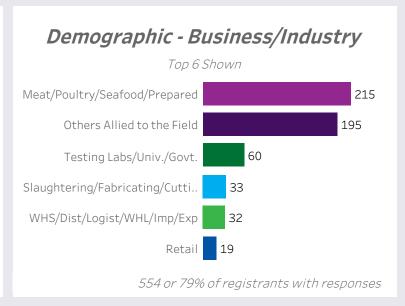
Registrant Only

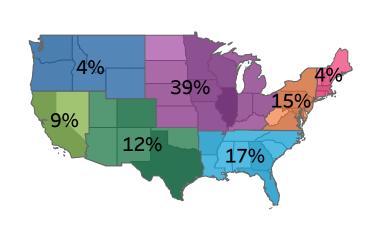


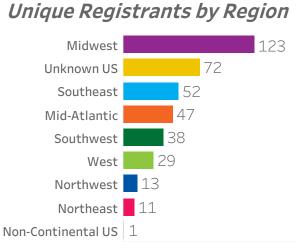


# Webinars - Registrant Demographics & Locations

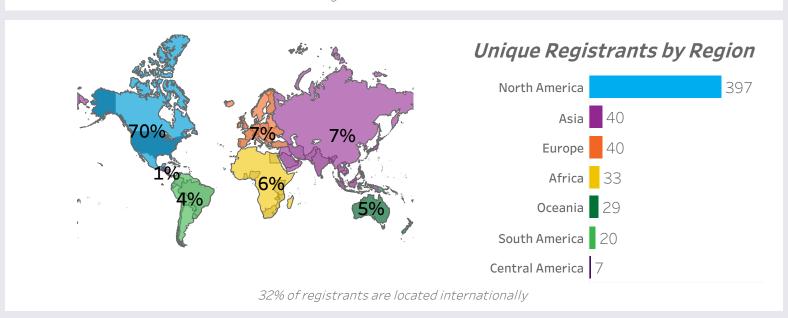








68% of registrants are located in the US







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. Mgmt. & Admin.	Corporate Management & Administration (President.
Marketing/Sales	Marketing/Sales (Category/Brand/Product Manager. M
Ops/Prod/Eng/WHS/Dist/Logistics	Engineering (VP Engineering. Plant Engineer. Maint
	Plant Operations/Production (VP Production. Produc
	Warehousing/Distribution/Logistics (Warehouse/Dist
Other Titles	Incomplete
	Must Pay
	Other (please specify)
Purchasing	Purchasing (VP Purchasing. Purchasing or Procureme
R&D/Prod Dev/QA/QC	QA/QC (Quality Assurance Manager. Quality Control
	Research & Development/Product Development (Presid

Audience Profile Glossary
DEMOGRAPHICS APPENDIX (BUSINESS INDUSTRY)

Display Name	Included Demographics				
Meat/Poultry/Seafood/Prepared	Meat.Poultry.Seafood				
	Other Meat. Poultry. Seafood (please specify)				
	Other Prepared Products (Prepared Dinners/Meals/En				
	Prepared Foods/Meals/Side Dishes (Prepared product				
	Processed Meat				
	Processed Poultry				
	Processed Seafood				
Others Allied to the Field	Bakery Products				
	Beverages (Manufacturer. distributor. fast food co				
	Breads & Rolls, Waffles, Cookies & Crackers				
	Candy and Confectionery Products				
	Cereal & Grain-Based Products (Cereals. pet foods.				
	Cheese Products				
	Coffee/Tea Distributor				
	•				
	Coffee/Tea Manufacturer  Dairy Foods				
	Dairy-based Drinks Manufacturer				
	Engineering. Design. Architectural and Constructio				
	Extruded Snacks				
	Fast Food Corporate Headquarters				
	Fluid Milk & Beverages				
	Foodservice				
	Fruits & Vegetables				
	Ice Cream and Frozen Desserts				
	Incomplete				
	Machinery/Equipment for Food Processing and/or Pac				
	Manufacturer of Ingredients/Nutritional Ingredient				
	Must Pay				
	Other (please specify)				
	Other Dairy Foods				
	Other Snack Foods				
	Pet Foods				
	Pizza				
	Prepared Specialties (Ketchup. sauces. gravies. co				
	Regulatory/Certification Services				
	Snack Cakes. Pies. Donuts. Toasted Pastries				
	Specialty Nutritional Products (Dietary supplement				
	Vending Firms				
	Wine/Liquor Manufacturer				
Retail	Convenience Store/Mass Merchandiser				
	Retail				
	Specialty Retailer/Specialty Food Store				
Claughtoring/Eabricating/Cutting/Deadering					
Slaughtering/Fabricating/Cutting/Rendering	Slaughtering. Fabricating. Cutting. Rendering				
Festing Labs/Univ./Govt.	Testing Labs. Universities. Government				
WHS/Dist/Logist/WHL/Imp/Exp	Warehousing/Distribution/Logistics				
	Wholesaler/Broker/Importer/Exporter				





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