

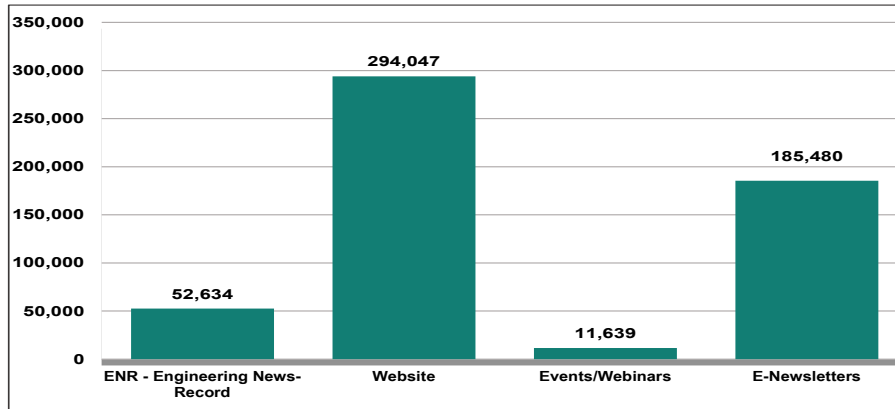
CONSOLIDATED MEDIA REPORT
B2B Media

6 months ended June 30, 2021

[Learn more about this media property at auditedmedia.com](http://auditedmedia.com)

TOTAL GROSS CONTACTS

543,800



EXECUTIVE SUMMARY

Channels	Contacts	Period
ENR - Engineering News-Record		6 months ended June 30, 2021
Total Qualified Circulation	52,634	
Website Activity		6 months ended June 30, 2021
Page Impressions	704,894	
Visits	408,317	
Unique Browsers	294,047	
Events/Webinars		6 months ended June 30, 2021
Virtual Event Registrants	3,615	
Webinar Attendees	8,024	
E-Newsletters		6 months ended June 30, 2021
Total Average Net Distribution Per Issue	185,480	
Social Media		As of June 30, 2021
Twitter Followers	51,474	
Facebook Likes	19,439	
LinkedIn Followers	8,731	

Website Activity = Avg Monthly

Gross data are contained in this Consolidated Media Report. There was no attempt made to eliminate any duplication that may exist.

Magazine – Online – eNewsletters – Webinars – Live Events – Social Media





6 months ended June 30, 2021

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		52,634	
AVERAGE QUALIFIED PAID CIRCULATION		AVERAGE QUALIFIED NONPAID CIRCULATION	
Qualified Paid Individual - Print	19,348	Qualified Nonpaid Individual - Digital	9,967
Qualified Paid Individual - Digital	10,341	Total Qualified Nonpaid Individual	9,967
Qualified Paid Individual - Print & Digital (Unduplicated)	4,791	Total Average Qualified Nonpaid Circulation	9,967
Total Qualified Paid Individual	34,480		
Qualified Paid Sponsored Individually Addressed - Print	685		
Qualified Paid Sponsored Individually Addressed - Digital	7,311		
Qualified Paid Sponsored Individually Addressed - Print & Digital (Unduplicated)	22		
Total Qualified Paid Sponsored Individually Addressed	8,018		
Qualified Paid Multicopy Same Addressee - Print	119		
Qualified Paid Multicopy Same Addressee - Digital	7		
Qualified Paid Multicopy Same Addressee - Print & Digital (Unduplicated)	8		
Total Qualified Paid Multicopy Same Addressee	134		
Single Copy Sales - Print	35		
Total Single Copy Sales	35		
Total Average Qualified Paid Circulation	42,667		

AVERAGE NONQUALIFIED CIRCULATION	
Nonqualified Allocated for Shows & Conventions - Print	31
Total Nonqualified Allocated for Shows & Conventions	31
Nonqualified Miscellaneous, Including Staff Copies - Print	3,109
Nonqualified Miscellaneous, Including Staff Copies - Digital	1,771
Nonqualified Miscellaneous, Including Staff Copies - Print & Digital (Unduplicated)	716
Total Nonqualified Miscellaneous, Including Staff Copies	5,596
Total Average Nonqualified Circulation	5,627

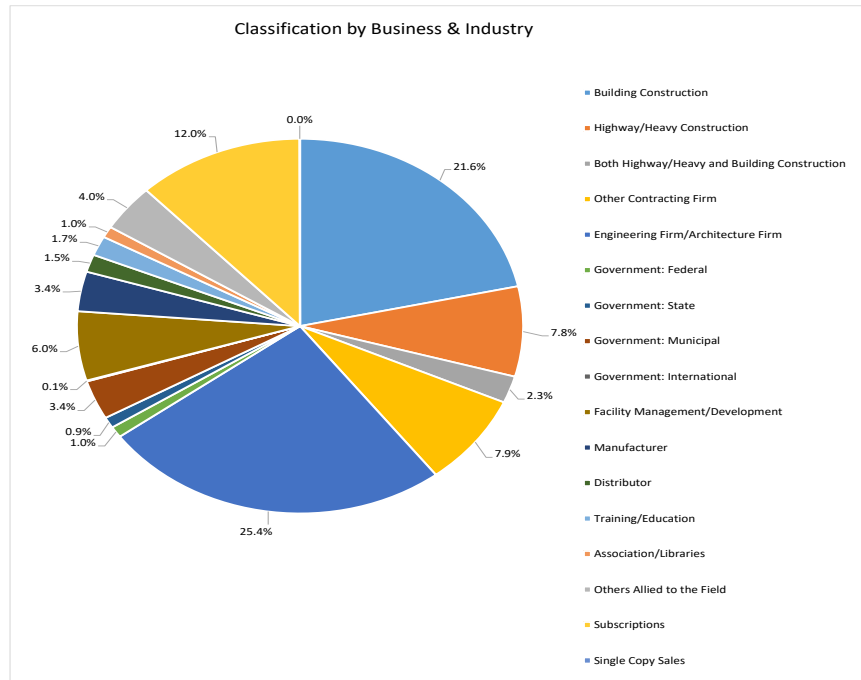
REGIONAL AND DEMOGRAPHIC EDITIONS				
Edition Name	# of Issues	Total Qualified Paid	Total Qualified Nonpaid	Total
California/North West	9	8,717	1,292	10,009
Mid-Atlantic	8	4,836	986	5,822
Midwest	6	7,491	2,148	9,639
Mountain	8	2,354	762	3,116
New York/New England	6	6,196	1,512	7,708
Southeast	8	6,342	1,429	7,771
Southwest	8	1,307	436	1,743
Texas/Louisiana	9	3,741	1,303	5,044

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
Jan 04/11	20,734	17,227	5,241	43,202		10,389		10,389	53,591
Jan 18/25	20,753	17,307	5,231	43,291		10,289		10,289	53,580
Feb 01/08	20,648	17,036	5,052	42,736		10,220		10,220	52,956
Feb 15/22	20,715	17,332	5,050	43,097		10,163		10,163	53,260
Mar 01/08	20,826	17,632	5,015	43,473		10,064		10,064	53,537
Mar 15/22	20,032	17,452	4,813	42,297		10,027		10,027	52,324
Mar 29/Apr 05	20,171	17,610	4,797	42,578		9,939		9,939	52,517
Apr 12/19	19,822	17,608	4,698	42,128		9,894		9,894	52,022
Apr 26/May 05	19,892	17,705	4,675	42,272		9,819		9,819	52,091
May 10/17	19,792	17,991	4,581	42,364		9,755		9,755	52,119
May 24/31	19,879	18,152	4,570	42,601		9,715		9,715	52,316
Jun 07/14	19,528	18,182	4,453	42,163		9,674		9,674	51,837
Jun 21/28	19,632	18,336	4,497	42,465		9,623		9,623	52,088

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	11,292	21.6	4,001	3,461	1,188	8,650		2,642		2,642	9,125	441	209	108	1,409
Highway/Heavy Construction	4,064	7.8	1,802	696	459	2,957		1,107		1,107	3,339	345	21	12	347
Both Highway/Heavy and Building Construction	1,214	2.3	557	323	81	961		253		253	930	114	13	19	138
Sub-Total Construction	16,570	31.7	6,360	4,480	1,728	12,568		4,002		4,002	13,394	900	243	139	1,894
Other Contracting Firm	4,141	7.9	1,253	2,035	226	3,514		627		627	2,982	128	28	7	996
Engineering Firm/Architecture Firm	13,272	25.4	4,718	4,511	932	10,161		3,111		3,111	7,561	2,830	1,586	27	1,268
Government: Federal	500	1.0	233	135	69	437		63		63	231	161	13	5	90
Government: State	491	0.9	232	107	48	387		104		104	241	170	18	5	57
Government: Municipal	1,766	3.4	715	592	224	1,531		235		235	910	673	23	4	156
Government: International	40	0.1	16	12	4	32		8		8	26	7	1		6
Sub-Total Government	2,797	5.4	1,196	846	345	2,387		410		410	1,408	1,011	55	14	309
Facility Management/Development	3,122	6.0	993	1,789	243	3,025		97		97	2,102	127	41	16	836
Manufacturer	1,793	3.4	634	585	172	1,391		402		402	1,429	179	38	6	141
Distributor	791	1.5	254	245	55	554		237		237	640	43	10	2	96
Training/Education	882	1.7	365	240	129	734		148		148	327	53	25	307	170
Association/Libraries	505	1.0	288	118	76	482		23		23	331	14	8	7	145
Others Allied to the Field	2,119	4.0	562	1,080	158	1,800		319		319	1,185	174	23	4	733
Sub-Total Qualified	45,992	88.0	16,623	15,929	4,064	36,616		9,376		9,376	31,359	5,459	2,057	529	6,588
Other Paid Circulation															
Subscriptions	6,309	12.0	3,241	2,223	506	5,970		339		339	3,199	327	51	49	2,683
Single Copy Sales	15	0.0	15			15					15				
Total Qualified Circulation	52,316	100.0	19,879	18,152	4,570	42,601		9,715		9,715	34,573	5,786	2,108	578	9,271



AGE OF SOURCE ANALYSIS								
Source	Print	Digital	Print & Digital (Unduplicated)	Qualified Within				
				1 Year	2 Years	3 Years	Total	Percent
Total Direct Request From Recipient		9,715		7,184	2,531		9,715	100.0
Total Direct Request From Recipient's Company								
Total Communication Other Than Request								
Association								
Business Directories								
Lists								
Acquired Circulation								
Other Sources								
Total Qualified Subscriptions		9,715		7,184	2,531		9,715	100.0
Percent		100.0		73.9	26.1		100.0	
Paid Subscription Circulation							42,586	
Paid Acquired Circulation								
Single Copy Sales							15	
Total Qualified Circulation							52,316	

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	16,875	14,997	4,362	36,234		9,710		9,710	45,944	87.9
Individual by Name Only	2,317	3,133	133	5,583		5		5	5,588	10.7
Title or Occupation Only	148	4	26	178					178	0.3
Company Name Only	414	11	41	466					466	0.9
Multicopy Same Addressee	110	7	8	125					125	0.2
Total Qualified Subscriptions	19,864	18,152	4,570	42,586		9,715		9,715	52,301	100.0
Single Copy Sales									15	
Total Qualified Circulation									52,316	

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	198	147	50	395		91		91	486
Arizona	363	338	93	794		234		234	1,028
Arkansas	71	66	13	150		68		68	218
California	2,673	3,500	695	6,868		873		873	7,741
Colorado	660	571	168	1,399		308		308	1,707
Connecticut	324	188	72	584		152		152	736
Delaware	39	34	9	82		20		20	102
District of Columbia	112	142	47	301		34		34	335
Florida	1,181	1,114	234	2,529		567		567	3,096
Georgia	462	448	124	1,034		279		279	1,313
Idaho	102	88	24	214		74		74	288
Illinois	773	689	208	1,670		460		460	2,130
Indiana	284	218	64	566		150		150	716
Iowa	140	110	30	280		85		85	365
Kansas	210	154	42	406		98		98	504
Kentucky	146	126	22	294		85		85	379
Louisiana	204	147	45	396		161		161	557
Maine	97	38	21	156		58		58	214
Maryland	506	367	131	1,004		180		180	1,184
Massachusetts	672	745	161	1,578		248		248	1,826
Michigan	390	327	66	783		201		201	984
Minnesota	319	286	90	695		151		151	846
Mississippi	79	52	10	141		92		92	233
Missouri	385	293	94	772		253		253	1,025
Montana	74	57	9	140		68		68	208
Nebraska	149	75	30	254		70		70	324
Nevada	182	142	30	354		110		110	464
New Hampshire	143	89	21	253		49		49	302
New Jersey	814	476	127	1,417		320		320	1,737
New Mexico	65	70	14	149		83		83	232
New York	1,315	1,021	299	2,635		704		704	3,339
North Carolina	482	429	128	1,039		209		209	1,248
North Dakota	38	35	4	77		51		51	128
Ohio	605	405	129	1,139		336		336	1,475
Oklahoma	105	100	17	222		37		37	259
Oregon	270	273	56	599		127		127	726
Pennsylvania	1,029	610	193	1,832		365		365	2,197
Rhode Island	73	42	15	130		38		38	168
South Carolina	251	167	55	473		115		115	588
South Dakota	32	35	6	73		36		36	109
Tennessee	273	215	48	536		129		129	665
Texas	1,223	1,256	327	2,806		913		913	3,719
Utah	167	154	44	365		182		182	547
Vermont	51	27	3	81		30		30	111
Virginia	621	488	166	1,275		253		253	1,528
Washington	501	507	124	1,132		224		224	1,356
West Virginia	70	50	7	127		27		27	154
Wisconsin	309	246	75	630		203		203	833
Wyoming	44	17	7	68		17		17	85
TOTAL 48 CONTERMINOUS STATES	19,276	17,174	4,447	40,897		9,618		9,618	50,515
Alaska	65	36	14	115		15		15	130
Hawaii	95	71	16	182		13		13	195
TOTAL ALASKA & HAWAII	160	107	30	297		28		28	325
Single Copy Sales	15			15					15
U.S. Unclassified									
TOTAL UNITED STATES	19,451	17,281	4,477	41,209		9,646		9,646	50,855
Poss. & Other Areas	51	28	4	83					83
U.S. & POSS., etc.	19,502	17,309	4,481	41,292		9,646		9,646	50,938
Canada	169	247	48	464		69		69	533
International	201	592	41	834					834
Military or Civilian Personnel Overseas	7	4		11					11
Total International	377	843	89	1,309		69		69	1,378
E-mail Address Only									
Other Unclassified									
GRAND TOTAL	19,879	18,152	4,570	42,601		9,715		9,715	52,316

CHANNEL PROFILES

WEBSITE ACTIVITY - www.enr.com

Month	Page Impressions	Visits	Unique Browsers
January	650,163	363,447	263,817
February	600,552	333,728	239,778
March	681,081	375,544	267,113
April	694,874	390,368	280,300
May	847,150	542,869	398,856
June	755,544	443,943	314,415

VIRTUAL EVENTS

Type	Total Registrants	Description
ENR held several panel discussions in 2021 on several topics. Panelists and participants discussed each subject in a virtual environment.		
PANEL DISCUSSION: Building Through a Pandemic-January 27, 2021	67	
PANEL DISCUSSION: Mastering Prefab and Modular-February 10, 2021	117	
PANEL DISCUSSION: Organizational IQ: Building Teams to Lead Tech Implementation and Change-February 23, 2021	65	
PANEL DISCUSSION: The Value of Data to the Future of the Industry-March 3, 2021	64	
Top Young Professionals Conference: February 24-26, 2021	501	ENR's Top Young Professionals Conference was a new event, launching February 24-26, 2021, that seeks to inspire early-stage construction industry professionals and provide effective workplace enhancement and career development strategies. The one and a half-day conference will feature expert keynotes, panel discussions, large and small-group workshops and plenty of opportunities for networking with peers, management, clients and experts. Industry employers will be able to interact with attendees in a table-top exhibit area that can facilitate learning and business connections.
BuildTech: March 9-11, 2021	578	ENR BuildTech is a unique conference focused on all moving parts of a building project including teams, management and technology. The mission of this event is to bring together members of the buildings design and build team to learn about new techniques, technologies, materials, products and processes that will foster innovation and accelerate their building construction projects.
ENR Award of Excellence: April 8-9, 2021	576	The ENR Awards of Excellence presented the opportunity to network with more than 1,000 construction leaders and make critical connections, while joining to celebrate the Top 25 Newsmakers and the Best of the Best project teams for their achievements in 2020 and be inspired by the Award of Excellence Winner.
Groundbreaking Women In Construction (GWIC) May 4-6, 2021	1005	GWIC is much more than just a conference—it serves as a catalyst that helps women expand their presence, influence and career success in an ever shifting industry—and to share, learn, challenge and inspire in their organizations. It also has grown into the leading talent development and networking event for construction industry professionals!
FutureTech: June 8-11, 2021	642	ENR FutureTech is for business and IT leaders in architecture, engineering and construction to explore emerging technologies that can enhance construction productivity, profits and safety. Through a series of thought-provoking and interactive sessions and intimate networking you will take away the latest knowledge of what technologies work best, what doesn't and what's coming next for the future of the industry.
Total Event Registrants	3,615	
Average Registrants	402	

CHANNEL PROFILES (Continued)

WEBINARS			
Webinar Name	Date	Total Registrants	Total Attendees
Reducing Costs and Achieving Value With VRF Systems	1/12/2021	1,159	486
Getting a Grip on the Changing World of Bid Requirement	1/14/2021	1,166	541
Drones on Jobsites: Navigating Airspace Rules and Regulations	1/21/2021	1,279	590
Beyond BIM: How the Virtual Twin Addresses Infrastructure Project Challenges	1/26/2021	587	268
Unearthing New Insights Through Machine Learning	2/16/2021	578	242
2021 Construction Forecast	2/18/2021	1,465	654
Connected Construction Data: The Details Matter Field Execution	3/16/2021	490	156
Committing to Total Wellness and Holistic Safety	3/17/2021	777	349
Construction Data Forecast for 2021	3/18/2021	973	317
See the Future of Automated Progress Tracking	3/23/2021	1,468	633
Best Practices for Post-Pandemic Safety: What Needs to Stay in Place	3/24/2021	666	223
What the Biden Administration Means for Construction	3/30/2021	1,284	474
The Supply Chain Tightens: How to Make Improvements Stick	3/31/2021	302	120
How Site Reality & Visual Data Enhance the Construction Lifecycle	4/1/2021	646	172
Unlocking the ROI of Project Information Management	4/15/2021	402	101
Who's on the Jobsite? New Advances in Access Control and Site Safety	4/21/2021	376	113
The New Secure World of Federal Projects	4/27/2021	498	174
Construction Technology Trends	4/29/2021	502	157
A Path to Recovery	5/11/2021	336	110
A Winning Strategy for Performing Work	5/12/2021	566	130
Reimagining Post Pandemic AEC Worklife	5/18/2021	455	184
Process Engineering for Project Delivery	5/25/2021	570	167
Construction's Data Driven Future	5/26/2021	689	228
Construction Cyber Threats	5/27/2021	657	197
Economic Outlook	6/1/2021	681	290
How to Turn your AIBI Into A Reality	6/2/2021	434	147
Platform Integration for Engineers	6/15/2021	482	97
Capture Site Reality by Combining Drone Data	6/16/2021	609	170
Addressing Industry Mental Health Issues	6/22/2021	418	131
GIS And BIM	6/23/2021	794	260
Destination Unknown	6/24/2021	423	143
Total		21,732	8,024
Average		701	259

CHANNEL PROFILES (Continued)

E-NEWSLETTERS

E-Newsletter	Reporting Period	# of Issues	Average Net Distribution Per Issue
ENR Insider Weekly	6 months ended June 30, 2021	25	29,219
ENR Daily News Alert	6 months ended June 30, 2021	127	27,811
ENR California Insider	6 months ended June 30, 2021	10	6,582
ENR Mid Atlantic Insider	6 months ended June 30, 2021	12	5,183
ENR Midwest Insider	6 months ended June 30, 2021	14	4,653
ENR Mountain States Insider	6 months ended June 30, 2021	13	3,147
ENR New England Insider	6 months ended June 30, 2021	6	3,604
ENR New York Insider	6 months ended June 30, 2021	13	4,307
ENR Northwest Insider	6 months ended June 30, 2021	8	1,850
ENR Southeast Insider	6 months ended June 30, 2021	12	4,447
ENR Southwest Insider	6 months ended June 30, 2021	13	2,846
ENR Texas & Louisiana Insider	6 months ended June 30, 2021	13	3,673
ENR Energy	6 months ended June 30, 2021	7	15,261
ENR Equipment	6 months ended June 30, 2021	12	18,057
ENR Future Tech	6 months ended June 30, 2021	13	20,263
ENR Risk Review	6 months ended June 30, 2021	14	16,258
ENR Workforce Today	6 months ended June 30, 2021	6	18,319

SOCIAL MEDIA

Channel	Total as of June 30, 2021
Twitter Followers	51,474
Facebook Likes	19,439
LinkedIn Members	8,731

NOTES

Price Data	Basic Prices
Basic Price Subscriptions	U.S., Print 1 yr. \$108.00; Digital 1 yr. \$108.00. Canada, Print 1 yr. \$132.00; Digital 1 yr. \$108.00; International, Print 1 yr. \$156.00; Digital 1 yr. \$108.00.
Single Copy	\$10.00
Sponsored Individually Addressed - Print	1 yr. \$0.15 to \$108.00
Sponsored Individually Addressed - Digital	1 yr. \$0.15 to \$49.00
Sponsored Individually Addressed - Print & Digital (Unduplicated)	1 yr. \$43.00 to \$86.00

Definition of Recipient Qualification:

Qualified recipients are: Corporate/Executive Management, General Management, Engineering, Architectural/Design, Instructors/Students and Other Functions Allied to the Field.

Rounding %: Due to rounding, percentages may not always add up to 100%.

Paid Multicopy Same Addressee - Print: Represent copies sold in quantities of 2 or more to business concerns receiving the print version of this publication at 1 yr. \$5.80 to \$108.00 . Copies were mailed in bulk to the purchaser for redistribution.

Paid Multicopy Same Addressee - Digital: Represent copies sold in quantities of 2 or more to business concerns receiving the digital version at 1 yr. \$ 30.00 to \$101.50. The digital version of this publication is made available through a password protected website wherein an email notice is sent to recipients notifying them of the availability of each issue.

Paid Multicopy Same Addressee - Print & Digital (Unduplicated): Represent copies sold in quantities of 2 or more to business concerns receiving the print and digital version at 1 yr. \$55.00 to \$111.00. Copies were mailed in bulk to the purchaser for redistribution. The digital version of this publication is made available through a password protected website wherein an email notice is sent to recipients notifying them of the availability of each issue.

Analyzed Issue: The information in Business/Occupational Analysis; Age of Source Analysis; Mailing Address Analysis; and Geographic Analysis is from an analysis of the May 24/31, 2021 issue.

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

Website Data Source: AAM 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: Virtual Event Registrants: Due to the Covid 19 pandemic, in person events that were normally held during this six month period were done in a virtual setting. Total registrants are included in Gross Contacts. No attempt was made to verify attendance.

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.

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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