# Herald The Daily World GAZETTE-TR

AUBURN~ EPORTER BBJ Today

REPORTER

REVIEW



Washington State's Largest Community News Organization

Geographically Targeted Delivery Verified Audience Readership





1800 41st Street, Suite 300 Everett, WA 98203 (888) 443-5815 marketing@soundpublishing.com



## Welcome to Sound Publishing

President's Letter 2

### **Our Products**

Traditional & Digital Advertising

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### **Our Communities**

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Mechanical Specifications

Sound Publishing reports local news to engage people in their neighborhood, informing about issues that affect their quality of life: creating community for readers and value for partners through content delivered digitally as well as to the front door.



Founded in 1987, Sound Publishing is the largest community news organization in Washington state and the recipient of numerous state and national awards.

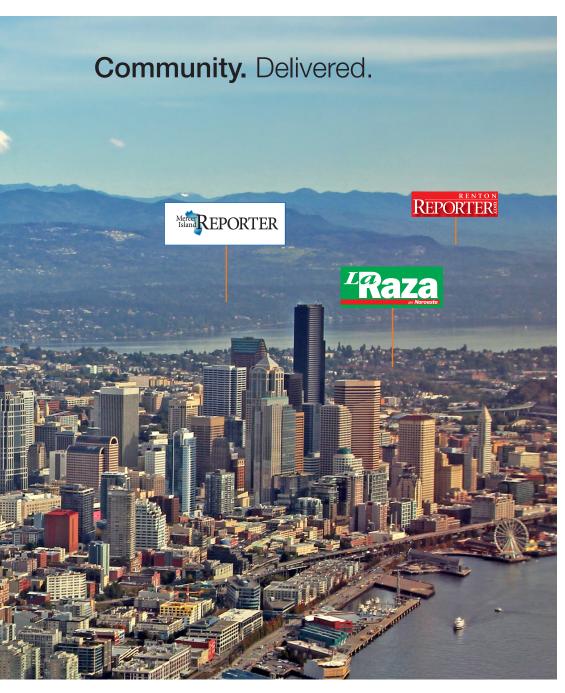
Today, more people read Sound Publishing, Inc. community newspapers than the traditional dailies in the markets we cover.

With 45 titles and nearly 600,000 circulation, Sound Publishing strives for maximum home penetration with local news and advertising that affects neighbors and creates community. Our suburban news teams cover and report local news in more depth than the major dailies within the same region.

And our products enjoy unprecedented read time, making it to the kitchen counter, not the recycling bin.



38



We're viewed as a community resource. We're connected. Our titles deliver an advantage: content that's relevant to the community you're trying to reach.

This valuable interaction with our neighbors increases read time and exposure for our business partners.

We're a part of the community; we live where we work. We have shared interests with our neighbors and focus on the stories that affect all of us.

Receptive to diverse points-of-view while amplifying all voices in the community, we're in this together.

Josh O'Connor President

# Our Readers

Twice as many people read their local newspaper as compared to the national daily

Reader interest in local news is 24% higher than their interest in state or national news

72% have purchased or sought additional information regarding products or services they saw advertised in their local paper.



Recognized with 275 industry awards in 2017! Sound Publishing won 261 industry awards in the 2017 Washington Newspaper Publishers Association Better Newspaper Contest. Awards included 94 first place winners and seven titles honored with General Excellence.

# TRADITIONAL AND DIGITAL **ADVERTISING OPTIONS TO REACH ANY AUDIENCE**

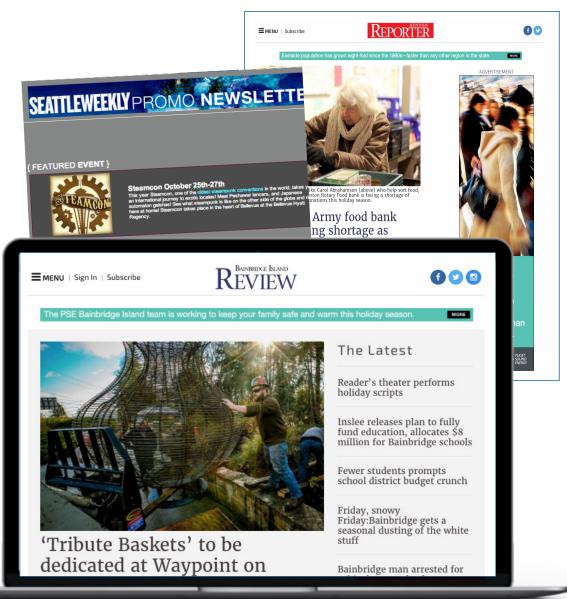
We're connected.

Sound Publishing is viewed as a community resource. Our titles deliver an advantage: content that's relevant to the community you're trying to reach.

This valuable interaction with our neighbors increases read time and exposure for our business partners.







ROP Display Advertising Preprinted Insert Advertising Promotions

- Poly-bags
- Newspaper Wraps
- Insert Wraps
- Tab-on / Sticky Notes
- Print and Deliver

Standard Digital Ad Packages High Impact Digital Ad Packages Programmatic Strategies

- Video Advertising
- e-Newsletters
- Partnership Opportunities
- Guest Editorials
- Sponsorships

# **Our Readers**

83% are very interested in local news

**58%** visit their local newspaper's website weekly

**40%** always read retail store ads in their local newspaper

34% of users access our content via a mobile device

**31%** always read ad inserts from their local newspaper

**2.77** pageviews per average user



# ☐ YOUR MEDIA BUY WILL REACH CONSUMERS WHERE THEY LIVE...

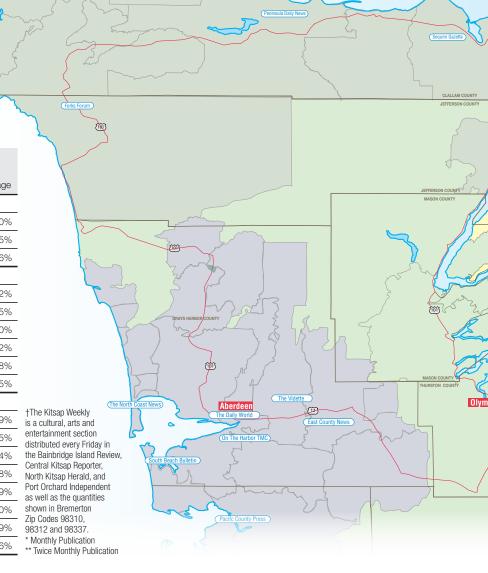
Sound Publishing
offers 45 local
community newspaper
titles and corresponding
digital properties

**1.3 million** print readers in Washington State each week

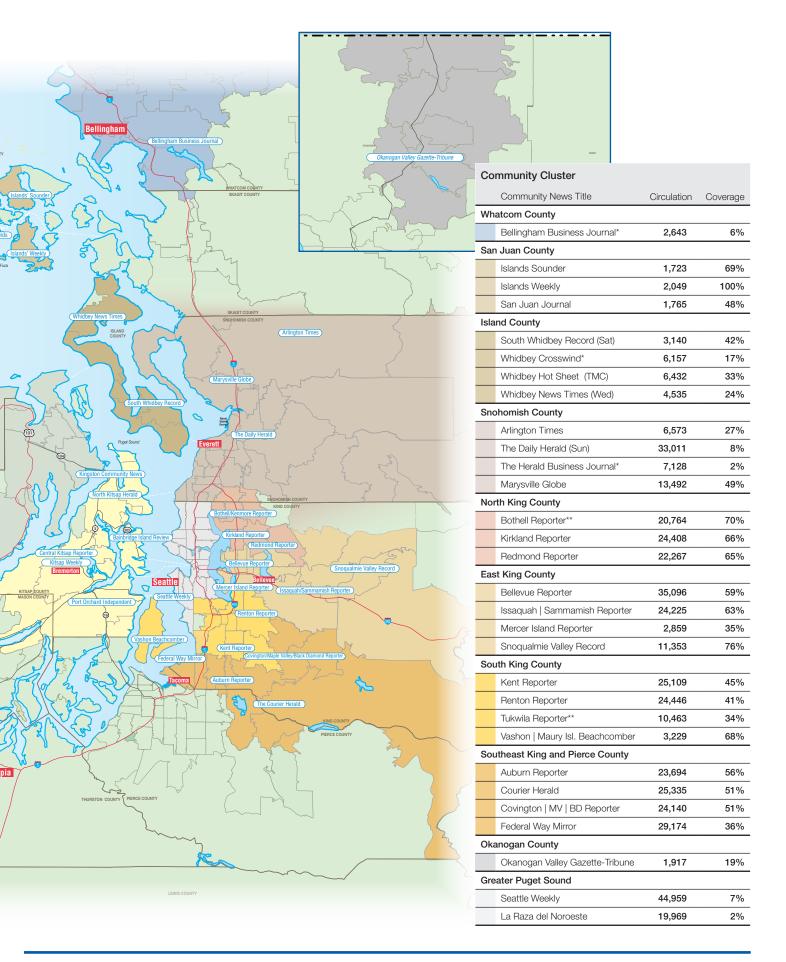
Nearly **600,000 households** delivered each week

More than **18.5 million** preprints inserted monthly!

Community Cluster						
	Community News Title	Circulation	Coverage			
Cla	lam and Jefferson County					
	Forks Forum	4,533	100%			
	Peninsula Daily News (Sun)	11,912	25%			
	Sequim Gazette	3,824	16%			
Kits	ap County					
	Bainbridge Island Review	2,150	22%			
	Central Kitsap Reporter	14,809	45%			
	Kingston Community News*	9,042	50%			
	Kitsap Weekly†	10,330	42%			
	North Kitsap Herald	11,317	58%			
	Port Orchard Independent	17,614	45%			
Gra	ys Harbor County					
	The Daily World (Sat)	6,393	19%			
	The East County News (TMC)	8,216	85%			
	The (Montesano) Vidette	2,959	14%			
	North Coast News	1,248	38%			
	Pacific County Press	1,055	29%			
	Pacific County Press (TMC)	4,434	100%			
	On the Harbors (TMC)	15,393	69%			
	South Beach Bulletin	4,889	46%			









# ■ WHETHER THEY'RE AT HOME OR NOT

Sound Publishing's digital footprint lets you geographically target your brand and message to the community-level or reach the masses with an enterprise-wide online campaign.

**5,130,567** Monthly Pageviews (average)

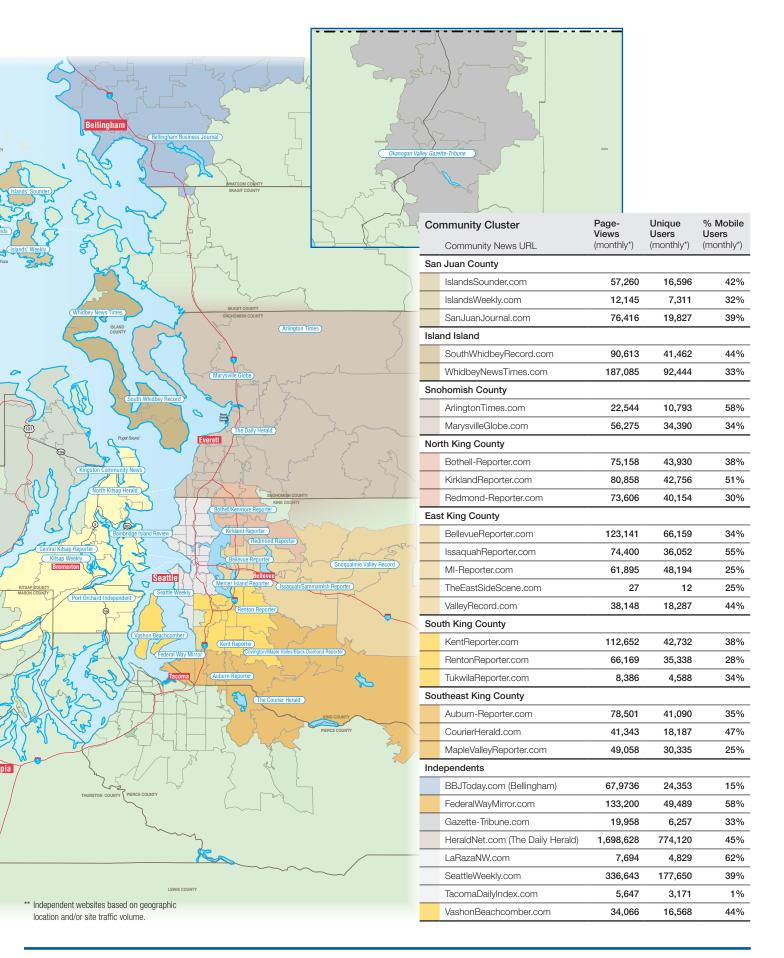
**2,260,548** Monthly Digital Users (average)

39% Users access our content via a mobile device

Co	mmunity Cluster	Page- views	Unique Users	% Mobile Users	
	Community News URL	(monthly*)	(monthly*)	(monthly*)	
Oly	mpic Peninsula				
	ForksForum.com	23,282	11,232	53%	
	PeninsulaDailyNews.com	770,837	219,684	47%	
	SequimGazette.com	69,134	38,378	47%	
Kits	sap Peninsula				
	BainbridgeReview.com	102,142	63,797	46%	
	KitsapDailyNews.com	141,857	63,237	42%	
Gra	ys Harbor / Coastal Washington				
	TheDailyWorld.com	244,586	80,778	47%	
	TheVidette.com	19,926	15,662	47%	
	NorthCoastNews.com	22,130	13,139	47%	
	SouthBeachBulletin.com	2,341	1,363	31%	

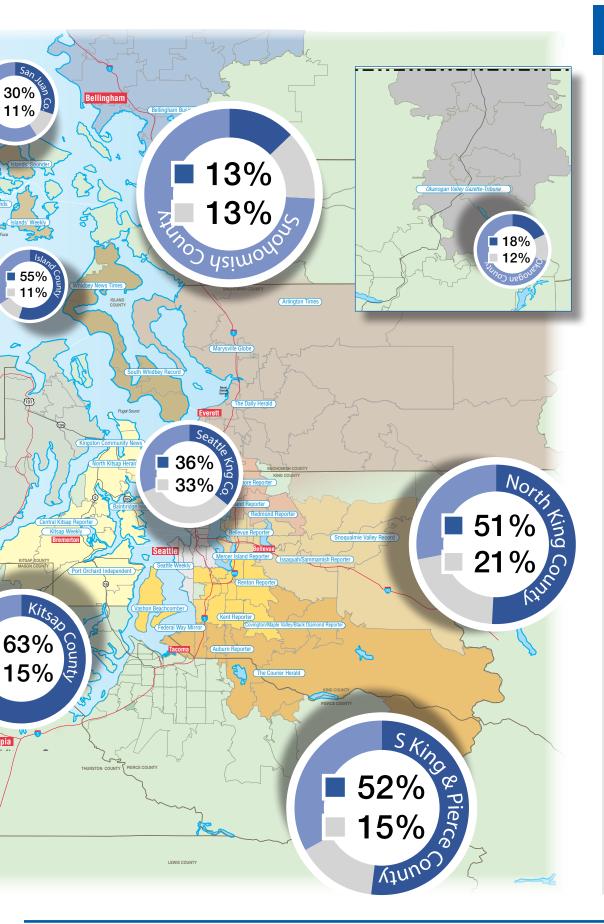
\*Sound Publishing Digital Audience Data (OCT\_2017)





# YOUR MESSAGE WILL **GAIN MORE ATTENTION** FROM OUR READERS Sound Publishing produces the highest penetration numbers in western Washington and delivers double-digit percentage increases versus our closest competition in nearly every market. 7% Sound Publishing ■ The Competition Our printing, distribution, circulation, websites and readership studies are audited by the Certified Audit of Circulations (CAC) and Alliance for Audited Media (AAM) to provide an accurate

picture of each publication's market penetration and reach.



# Market Size\* & Competitors

Clallam County & Jefferson County 48,005 Households SP vs- Seattle Times

**Grays Harbor County 33,482** Households
SP vs- Seattle Times

**Island County 36,582** Households
SP vs- Seattle Times

North King County 281,119 Households SP vs- Seattle Times

Seattle **King County 662,905** Readership SP vs- The Stranger

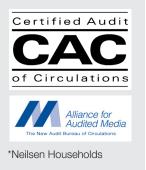
South King County & North Pierce County 309,752 Households SP vs- Seattle Times

Kitsap County 104,053 Households SP vs- Kitsap Sun

Okanogan County
10,862 Households
SP vs- Wenatchee World

San Juan County
18,301 Households
SP vs- Skagit Valley Herald

**Snohomish County 416,762** Households
SP vs- Seattle Times



# OUR READERS AND OUR ADVERTISERS FORM GREAT PARTNERSHIPS



Our readers are well-read, educated homeowners who are looking for values both online and in-print.

They have varied interests and income levels that rank among the highest in the nation.

Sound Publishing's readers are engaged and research indicates a high degree of advertising engagement, which drives advertising effectiveness.

Sound Publishing is a key media buy for major, national advertisers. We've built successful partnerships with these advertisers and many more.

Call to discuss your options and let us deliver your next target audience.



































2,260,548 Monthly digital users (average)



72% made a purchase decision based on print advertising



47 daily, weekly and monthly newspapers



2.3 readers per issue average<sup>†</sup>



592,665 households delivered weekly



18.7 Million preprints inserted each month



39%
Users access our content via a mobile device



5.1+ Million pageviews each month (average)



1.36 Million
Washington
print readers
weekly



275+ industry awards won in 2016



65% always / frequently read retail store ads



100+ Washington communities served

# Our Readers

**33**% will shop outside of their local trade area (includes online purchases)

38% will use a local newspaper site to find local job listings (in the next 12 months.)

22% throw out direct-mail advertising unread

13% use a local newspaper site to make travel / hotels & accomodations purchases

58% will visit their local newspapers website weekly

\*Sound Pub. Digital Audience Data (OCT\_2017) †National Newspaper Association (2010)

























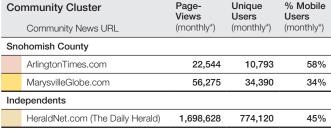












\*Sound Publishing Digital Audience Data (OCT 2017)

relatively short drive to Seattle or the Eastside, only 10% of its residents work within Marysville city limits.

With two new retail and small industrial centers, and the developments of the Tulalip Tribes, Marysville offers a great variety of opportunities for both residents and business.



# The Arlington Times

# Arlington, Washington

Arlington is a small, vibrant city that has retained its hometown feel and truly enjoys a sense of community. It is centrally located halfway between Seattle and Vancouver, BC and offers convenient access to the city of Everett, Camano and Whidbey Islands.

With both the Cascades and Puget Sound at its doorstep, and its current offer of a 2.2 jobs-per-resident ratio, The City of Arlington is an attractive place to work and live.





\$66,057 median household income





**42%** ages 25 to 54 years



28% earned a college degree

### The Arlington Times Nielsen Arlington Seattle Seattle Sound House-Times Publishing Times Times Community holds Circulation (SUN) (SUN) Coverage 98223 Arlington 15,802 5,348 34% 887 6% 98292 Stanwood 8,390 1,068 13% 570 7% Miscellaneous 157 Total Circulation 24,192 6,573 27% 1,457 6%

The Arlington Times is carrier delivered to doorsteps on Saturdays

THE	MARYSVILLE					
ZIP	Community	Nielsen House- holds	Marysville Globe Circulation	Sound Publishing Coverage	Seattle Times (SUN)	Seattle Times (SUN)
98270	Marysville	17,457	9,487	54%	979	6%
98271	Marysville	10,277	3,901	38%	587	6%
	Miscellaneous	-	104	-	-	-
	Total Circulation	27,734	13,492	49%	1,566	6%

The Marysville Globe is carrier delivered to doorsteps on Saturdays

The Arlington Times and Marysville Globe totals are unduplicated circulation from The (Everett) Daily Herald

Herald

Key

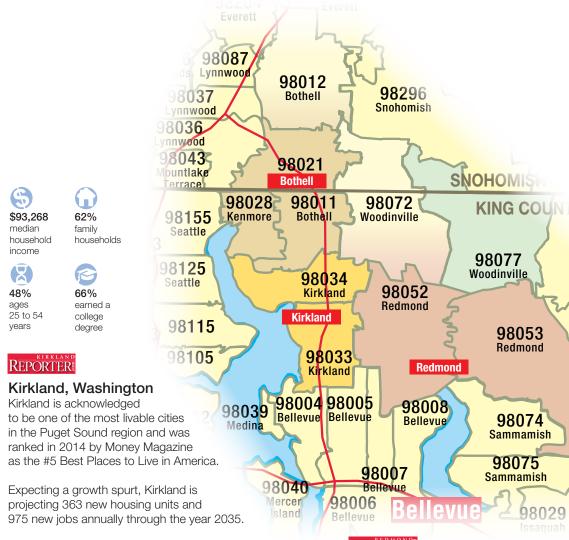
Total ZIP Codes Thursday circulation 26,922 Total ZIP Codes Sunday circulation 33,011

Readership Areas		Nielsen House-	Daily Herald	Sound	Seattle Times	Seattle Times
ZIP	Community	holds	Circulation	Publishing Coverage	(SUN)	(SUN)
98201	Everett	13,260	1,966	15%	762	6%
98203	Everett	14,175	2,132	15%	965	7%
98208	Everett	20,162	2,399	12%	1,718	8%
98223	Arlington	15,802	2,532	16%	887	6%
98258	Lake Stevens	16,142	2,070	13%	825	5%
98270	Marysville	17,457	2,363	14%	979	6%
98271	Marysville	10,277	1,682	16%	587	6%
98272	Monroe	9,267	1,020	11%	813	9%
98282	Camano Island	6,937	925	13%	659	9%
98290	Snohomish	12,740	2,141	17%	1,022	8%
98292	Stanwood	8,390	1,158	14%	570	7%

The (Everett) Daily News is carrier delivered to doorsteps 7 days a week. PrePrints inserted Thursday and Sunday. Limited inserts available Wednesday and Friday. Please call your Sales Representative for details.



# EAST SOUND COMMUNITIES: NORTH KING COUNTY



# Kirkland's Largest Employers:

- Google
- · Paccar's Kenworth Truck Company
- WB Games
- Wave Broadband
- Tableau
- Bluetooth Special Interest Group

# REPORTER

### Redmond, Washington

With many prominent high tech companies calling it home, Redmond is nationally recognized as a center for technology. Redmond is a thriving city of only 17-square-miles, but a population of over 60,000 and home to more than 84,500 jobs.

Sound Publishing Media Profile				
	Additional Penetration Available			
	No Sound Publishing Penetration			

Community Cluster  Community News URL	Page- Views (monthly*)	Unique Users (monthly*)	% Mobile Users (monthly*)
North King County			
Bothell-Reporter.com	75,158	43,930	38%
KirklandReporter.com	80,858	42,756	51%
Redmond-Reporter.com	73,606	40,154	30%

\*Sound Publishing Digital Audience Data (OCT\_2017)



# REPORTER

# Bothell | Kenmore, Washington

Located at the north end of Lake Washington, Kenmore is one of the newest cities in the county, while Bothell has grown from a small logging community into one of the fastest growing areas of King County. Both offer easy commute access to Seattle, Everett, or Bellevue, positioning them for economic stability and steady residential and retail growth.



household

income









family households

45% ages 25 to 54 years

57% earned a college degree

Bothell | Kenmore's Largest Employers:

- AT&T
- E
- |-
- G
- Philips

EKOS Corporation	
HaloSource	BOTHEI
Google	PEDODTE

		NCIIOCIT IX		Sound	Seattle	Seattle
ZIP	Community	House- holds	Reporter Circulation		Times (SUN)	Times (SUN)
98011	Bothell	10,065	6,792	68%	2,270	23%
98021	Bothell	11,057	6,708	61%	2,155	19%
98028	Kenmore	8,714	7,023	81%	1,958	22%
	Miscellaneous		241			
	Total Circulation	29,836	20,764	70%	6,383	21%

Bothell |

The Bothell | Kenmore Reporter is delivered to doorsteps on first and third Fridays



48% age 25 to 54 years

70% earned a college degree

### Redmond's Largest Employers:

- Microsoft Corporation
- · Terex Washington & USA
- Eurest Dining Services
- Lake Washington School District
- Nintendo of America
- AT&T Mobility
- United Parcel Service

R	RIRKLAND REPORTERS National Country Country								
1	ZIP	Community	Neilsen House- holds	Kirkland Reporter Circulation	Sound Publishing Coverage	Seattle Times (SUN)	Seattle Times (SUN)		
	98033	Kirkland	16,449	11,844	72%	3,438	21%		
	98034	Kirkland	20,593	12,465	61%	3,850	19%		
		Miscellaneous	-	99	-	-	-		
		Total Circulation	37,042	24,408	66%	7,288	20%		

The Kirkland Reporter is carrier delivered to doorsteps on Fridays

_	K L	D M O N D~					
K	EPO ZIP	RTER Community	Neilsen House- holds	Redmond Reporter Circulation	Sound Publishing Coverage	Seattle Times (SUN)	Seattle Times (SUN)
	98052	Redmond	25,962	15,786	62%	4,749	18%
	98053	Redmond	8,177	6,671	82%	1,945	25%
		Miscellaneous	-	187	-	-	-
		Total Circulation	34,139	22,267	65%	6,694	20%

The Redmond Reporter is carrier delivered to doorsteps on Fridays



# **EAST SOUND COMMUNITIES: EAST KING COUNTY**

# Mercer REPORTER

# Mercer Island, Washington

Mercer Island is a city located on an island of the same name in the southern portion of Lake Washington. Located halfway between Seattle and Bellevue, and linked by bridges, Mercer Island is home to executives and decision-makers from both sides of the lake. Mercer Island has the fifth highest per-capita income in Washington state.



\$126,106 median household income



72% family households



36% ages 25 to 54 years



82% earned a college degree

# REPORTER

# Bellevue, Washington

Bellevue is the fifth largest city in Washington and both the

high-tech and retail centers of the Eastside.

Located between Lake Washington and Lake Sammamish, recreational opportunities abound helping Bellevue to be routinely ranked among the best mid-sized cities in the country. The population is projected to grow significantly through 2035, adding 25,000 new residents and 63,000 new jobs.



\$99,799 median household income



66% family households



47% ages 25 to 54 years



69% earned a college degree

- Puget Sound Energy
- Overlake Hospital

Со	mmunity Cluster	Page- Views	Unique Users	% Mobile Users	
	Community News URL	(monthly*)	(monthly*)	(monthly*)	
Eas	st King County				
	BellevueReporter.com	123,141	66,159	34%	
	IssaquahReporter.com	74,400	36,052	55%	
	MI-Reporter.com	61,895	48,194	25%	
	TheEastSideScene.com	27	12	25%	
	ValleyRecord.com	38,148	18,287	44%	

\*Sound Publishing Digital Audience Data (OCT\_2017)



With access to over 40% of the state's population within 40 miles of downtown and nearly \$5 billion of investments in the past 5-years, Issaquah was named Best Burb by Sunset Magazine. Issaguah's business friendly community coupled with cultural and outdoor amenities offer an outstanding work-life balance.



\$125,324 median household income



77% family households



46% ages 25 to 54 years



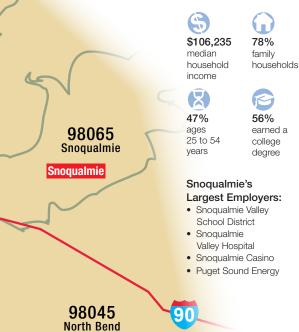
74% earned a college degree



# VALLEY RECORD

# Snoqualmie, Washington

Snoqualmie is one of the fastest growing cities in Washington. Located just 25 miles east of Seattle in the heart of the Mountains to Sound Greenway, Snoqualmie has grown from just over 1,500 residents in 1990 to nearly 13,000 in 2015.



# Issaquah's Largest Employers:

- King County Library System
- Costco Headquarters
- Microsoft Corporation
- Swedish Medical
- · City of Issaquah
- · Seimens
- SanMar

Sound Publishing Media Profile						
	Additional Penetration Available					
No Sound Publishing Penetration						

# BELLEVUE PEDODTED

CPORTER!				Sound	Seattle	Seattle
ZIP	Community	House- holds	Reporter Circulation	Publishing Coverage	<b>Times</b> (Sun)	Times Coverage
98004	Bellevue	15,823	7,886	50%	4,170	26%
98005	Bellevue	7,743	3,895	50%	1,751	23%
98006	Bellevue	14,037	10,666	76%	3,618	26%
98007	Bellevue	11,172	4,044	36%	1,810	16%
98008	Bellevue	9,257	7,575	82%	2,374	26%
98039	Medina	1,069	798	75%	355	33%
	Miscellaneous	-	212	-	-	-
	Total Circulation	59,101	35,096	59%	14,078	24%

The Bellevue Reporter is carrier delivered to doorsteps on Fridays

Т	ISSAQUAH   SAMMAMISH						
<b>Reporter</b> www.issaquahreporter.com		Issaquah Neilsen Samm House- Reporter	Sound Publishing	Seattle	Seattle		
	ZIP	Community	holds	Reporter Circulation	Coverage	Times (SUN)	Times Coverage
	98027	Issaquah	11,054	6,368	58%	2,636	24%
	98029	Issaquah	10,761	5,234	49%	2,047	19%
	98074	Sammamish	9,179	6,797	74%	2,026	22%
	98075	Sammamish	7,634	5,670	74%	1,834	24%
		Miscellaneous	-	156	-	-	-
		Total Circulation	38,628	24,225	63%	8,543	22%

The Issaquah | Sammamish Reporter is carrier delivered on Fridays

Me Isl	Mercer REPORTER		Nielsen House-	Mercer Island Reporter	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98040	Mercer Island	9,719	2,611	27%	3,440	35%
		Miscellaneous	-	248	-	-	-
		Total Circulation	9,719	2,859	35%	3,440	35%

The Mercer Island Reporter is delivered to paid subscriber's mailboxes on Wednesdays

V	ALLEY	RECORD	Neilsen House-	Snoq. Valley Record	Sound Publishing	Seattle Times	Seattle Times
	ZIP Community	holds		Coverage	(SUN)	(SUN)	
	98014	Carnation	2,697	1,270	47%	507	19%
	98024	Fall City	2,230	1,345	60%	443	20%
	98045	North Bend	5,414	4,426	82%	1,040	19%
	98065	Snoqualmie	4,688	4,059	87%	851	18%
		Miscellaneous	-	253	-	-	-
		Total Circulation	15,029	11,353	76%	2,841	19%

The Snoqualmie Valley Record is carrier delivered to doorsteps on Fridays



# **EAST SOUND COMMUNITIES: CENTRAL KING COUNTY**

# $B^{\text{Vasion-Majiry Island}}_{EACHCOMBER}$

# Vashon-Maury Island, Washington

Vashon is a census-designated place in King County Washington alternately called Vashon Island or Vashon-Maury Island, Vashon is the largest island in Puget Sound south of Admiralty inlet. With no bridge connection to the mainland, Vashon retains a relatively isolated rural character.

Connected by passenger ferry to downtown Seattle, and vehicle ferry to West Seattle, Tacoma, and Southworth on the Kitsap Peninsula, Vashon enjoys flexibility of destination for both working and shopping.



\$71,884 median household income



44% ages 25 to 54

vears

64% earned a college degree





Seattle 98134

# Tukwila, Washington

Tukwila's location at the confluence of rivers, freeways and railroads has created a valuable commerce center. Home to Puget Sound's largest shopping center, Tukwila enjoys Sound Transit commuter rail service as well as easy access to Seattle-Tacoma International Airport.

This proximity has opened new industrial doors as several large companies now house their datacenters in Tukwila. Tukwila is also home of the air and space museum, The Museum of Flight, as well as the Major League Soccer team, Seattle Sounders FC.



44%

ages

vears

\$47.057 median household income



family households



30% earned a 25 to 54 college degree

### Tukwila's Largest Employers: Boeing

- · Group Health Cooperative
- · King County metro
- Costco
- Carlisle Interconnect Technologies
- Boeing Employees Credit Union
- Nordstrom
- · Macy's
- Red Dot Corporation

# Sound Publishing Media Profile Additional Penetration Available No Sound Publishing Penetration

Co	mmunity Cluster	Page- Views	Unique Users	% Mobile Users	
	Community News URL	(monthly*)	(monthly*)	(monthly*)	
Sou	uth King County				
	KentReporter.com	112,652	42,732	38%	
	RentonReporter.com	66,169	35,338	28%	
	TukwilaReporter.com	8,386	4,588	34%	
Ind	ependents				
	VashonBeachcomber.com	34,066	16,568	45%	

\*Sound Publishing Digital Audience Data (OCT 2017)

98007

Bellevue

98006

98040

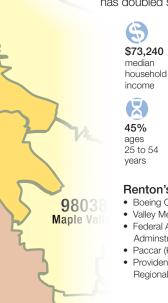
Mercer



### Renton, Washington

Birthplace of the Boeing 737 Airliner, Renton has been proclaimed the "Jet Capital of the World." Ideally located on the southern shore of Lake Washington with close proximity to SeaTac International Airport, Renton is now also home of IKEA, Kenworth trucks, and the Seattle Seahawks.

As part of the greater Seattle area, Renton is close to the Puget Sound and Olympic Mountains to the west and Cascade range to the east, providing unlimited cultural and recreational opportunities and sustainable growth: Renton's population has doubled since the year 2000.





68%

family households



45% 25 to 54 vears



### Renton's Largest Employers:

- Boeing Company
- Valley Medical Center
- Federal Aviation Adminstration
- Paccar (Kenworth)
- Providence Washington Regional Service Center

# REPORTER

# Kent, Washington

Kent is the second oldest community in King County and home to over 125,000 residents and the special legacy of more than 50-years in space research and development. From the first lunar rover developed at Boeing's famous Kent Space Center to the creation of next-generation rockets at Blue Origin headquarters, brilliant scientists and engineers are continuing to develop the world's most advanced outer space vehicles in Kent.



70% family household households income



43% ages 25 to 54 vears



earned a

college

degree

Boeing Space

- and Defense
- Kent School District
- · City of Kent
- · Recreation Equipment Inc.

Kent's Largest Employers:

- Mikon Industries
- · King County Reg. Justice Center
- Sysco Food Systems
- Alaska Airlines

	<b>\</b> ==-	KENT					
ŀ	REPORTER		Neilsen House-	Kent Reporter	Sound Publishing	Seattle Times	Seattle Times
	ZIP Community	Community	holds Circulation		Coverage		(SUN)
	98030	Kent	12,826	6,389	50%	1,360	11%
	98031	Kent	13,538	9,300	69%	2,191	16%
	98032	Kent	13,688	4,905	36%	1,902	14%
	98042	Kent	16,097	4,530	28%	2,998	19%
		Miscellaneous	-	75	-	-	-
		Total Circulation	56,149	25,109	45%	8,451	15%

The Kent Reporter is carrier delivered to neighborhood doorsteps on Fridays

Т		RENTON					
h	REPORTER		Neilsen House-	Renton Reporter	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98055	Renton	9,153	4,203	46%	1,393	16%
	98056	Renton	14,122	7,549	54%	2,313	17%
	98057	Renton	6,196	3,535	57%	1,354	23%
	98058	Renton	16,323	2,694	17%	3,113	19%
	98059	Renton	13,305	6,332	48%	2,897	22%
		Miscellaneous	-	153	-	-	-
		Total Circulation	59,099	24,446	41%	10,314	17%

The Renton Reporter is carrier delivered to neighborhood doorsteps on Fridays

tukwila reporter		Nielsen House-	Tukwila Reporter	Sound Publishing	Seattle Times	Seattle Times
ZIP Community	holds		Coverage	(FRI)	(FRI)	
98168	Seattle	12,179	5,057	42%	2,094	17%
98178	Seattle	8,833	573	7%	1,585	18%
98188	Seattle	9,451	4,624	49%	2,848	30%
	Miscellaneous	-	209	-	-	-
	Total Circulation	30,463	10,463	34%	6,527	21%

The Tukwila Reporter is delivered to doorsteps on the third Wednesday of each month

E	BEACHCOMBER		Nielsen	Vashon Island	Sound	Seattle	Seattle
	ZIP Comm	Community	House- holds	Circulation	Publishing Coverage	Times (Sun)	Times (Sun)
	98070	Vashon	4,778	2,893	61%	977	20%
		Miscellaneous		355			
	Total Circulation	4,778	3,229	68%	977	20%	

The Vashon | Maury Island Beachcomber is carrier delivered to doorsteps each Wednesday



### **EAST SOUND COMMUNITIES: SOUTH KING &** Issaquah **NORTH PIERCE COUNT** 98058 Renton Renton King County's Largest Employers: The Boeing Company 8198 · Microsoft Corporation 98031 98038 Seattle · University of Washington Kent 98032 Maple Valley 98042 · Amazon.com Inc Kent King County Government Kent • Starbucks Corporation • Swedish Health Services Costco Wholesale Corporation 98030 Covington · Group Health Cooperative Kent. 98001 98023 Auburn 98010 **Federal Black** 98422 98002 Way 98092 Diamond 98003 Tacoma Auburn MIRROR Federal Auburn acoma Way Federal Way, Washington 98424 98354 The sixth largest city 98047 in the state and third largest Milton Pacific in King County, Federal Way 98390 enjoys easy access to both Sumner Seattle and Tacoma while Federal Way's enjoying a vibrant economy Largest Employers: of its own. Federal Way School District Xerox Commercial Services Weverhaeuser **Bonney Lake** Federal Way is home of the United States Postal Service King County Aquatics Center, 98391 St. Francis Hospital featuring an Olympic size pool, **Bonney Lake** 98321 and once played host to the **Buckley** \$63,289 median household income Goodwill Games. With a host of city parks and waterfront 67% family households 98396 access to the Puget Sound, Federal Way is a great place 43% ages 25 to 54 years Wilkeson to live and work. 36% earned a college degree

## Sound Publishing Media Profile

Additional Penetration Available

No Sound Publishing Penetration

Co	ommunity Cluster	Page- Views	Unique Users	% Mobile Users	
	Community News URL	(monthly*)	(monthly*)	(monthly*)	
So	utheast King County				
	Auburn-Reporter.com	78,501	41,090	35%	
	CourierHerald.com	41,343	18,187	47%	
	MapleValleyReporter.com	49,058	30,335	25%	
Ind	ependents				
	FederalWayMirror.com	133,200	49,489	58%	

\*Sound Publishing Digital Audience Data (OCT\_2017)

# REPORTER!

# Auburn, Washington

One of Washington State's oldest cities with an historic downtown, Auburn is centrally located between Seattle and Tacoma in the heart of the Green River Valley, the largest industrial complex in the northwest. Rail access to the Ports of Seattle and Tacoma, a Sounder rail stop for commuters, and both north / south and east / west access to major freeways make Auburn a desirable place to live or work.



\$62,676 median household income





41% ages 25 to 54 years



68%

family

34% earned a college degree



98

Rave

# REPORTER

# Covington, Maple Valley & Black Diamond, Washington

Covington, Maple Valley, and Black Diamond are located in one of the fastest-growing areas of the Puget Sound with abundant opportunities for commercial development and residential reach.





### Bonney Lake and Enumclaw, Washington

Bonney Lake, Sumner and the surrounding Enumclaw Plateau offer the essence of small-town America with quick access to both major metropolitan areas of Seattle and Tacoma.

The plateau is also a gateway to Mount Rainier and the recreational and tourist activities that come with one of the nation's busiest National Parks.





households







36% earned a college degree



	EPOKTEK!		Nielsen Auburn House- Reporter		Sound Publishing	Seattle Times	Seattle Times
ZII	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
98	001	Auburn	11,192	4,000	36%	1,489	13%
98	002	Auburn	13,131	8,002	61%	1,706	13%
98	047	Pacific	2,389	1,486	62%	207	9%
98	092	Auburn	15,467	10,116	65%	1,976	13%
		Miscellaneous	-	90	-	-	-
		Total Circulation	42,179	23,694	56%	5,378	13%

The Auburn Reporter is carrier delivered on Fridays

OURIER-HERALD		Neilsen House-	Courier Herald	Sound Publishing	Seattle Times	Seattle Times
ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
98010	Black Diamond	1,881	608	32%	355	19%
98022	Enumclaw	8,661	6,936	80%	1,243	14%
98051	Ravensdale	1,284	40	3%	132	10%
98092	Auburn	15,467	409	3%	1,976	13%
98321	Buckley	5,892	3,783	64%	230	4%
98391	Bonney Lake	16,337	13,170	81%	992	6%
98396	Wilkeson	359	40	11%	-	-
	Miscellaneous	-	322	-	-	-
	Total Circulation	49,881	25,335	51%	4,928	10%

The Courier-Herald is carrier delivered to doorsteps on Wednesdays

R	E	P(	)R	T	ER
COVIN	IGTON	MAPLE	VALLEY	BLACK	DIAMOND
			_		

REPURTER  NGTON   MAPLE VALLEY   BLACK DIAMOND		Nielsen Occ.	Covington M.V. / B.D.	Sound Publishing	Seattle Times	Seattle Times
ZIP	Community	HHs	Circulation	Coverage	(SUN)	(SUN)
98010	Black Diamond	1,881	1,558	83%	355	19%
98038	Maple Valley	11,758	10,133	86%	2,192	19%
98042	Kent	16,097	9,775	61%	2,998	19%
98051	Ravensdale	1,284	1,040	81%	132	10%
98058	Renton	16,323	1,576	10%	2,904	18%
	Miscellaneous	-	78	-	-	-
	Total Circulation	47,343	24,140	51%	8,581	18%

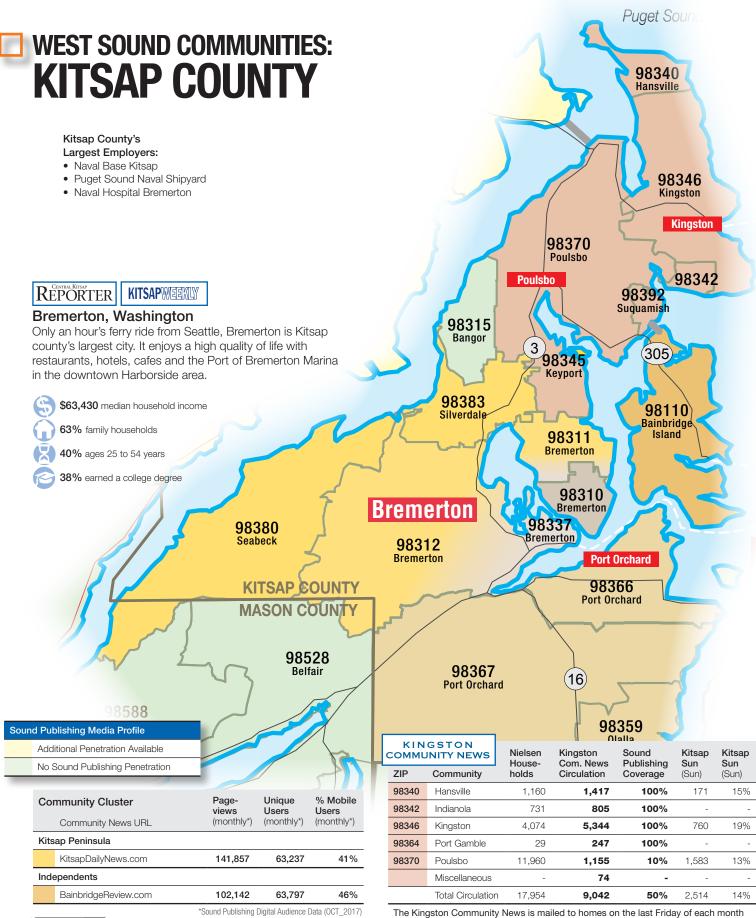
The Covington / Maple Valley / Black Diamond Reporter is carrier delivered on Fridays

	FED	ERAL	WAY
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IVI	$\mathbf{IR}$	RU	
715		^	.,

V		ROR	Nielsen House-	Federal Way Mirror	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98001	Auburn	11,192	6,073	54%	1,489	13%
	98003	Federal Way	17,921	8,601	48%	2,178	12%
	98023	Federal Way	17,802	11,049	62%	2,185	12%
	98032	Kent	13,688	1,059	8%	1,902	14%
	98198	Seattle	13,820	1,217	9%	2,710	20%
	98422	Tacoma	7,585	1,116	15%	718	10%
		Miscellaneous	-	59	-	-	-
		Total Circulation	82,008	29,174	36%	11,182	14%

The Federal Way Mirror is carrier delivered to doorsteps on Fridays







# Kingston, Washington

Kingston is situated on the shores of Appletree Cove and the Puget Sound and is the home of a major Washington State Ferries terminal linking the city of Edmonds to Kitsap County and the Olympic Peninsula. Founded as a lumber town, Kingston's local lumber yard is still in business today, while Kingston has become the social and economic center of the north end of the Kitsap Peninsula.



income











# Poulsbo, Washington

Conveniently located with ferry routes across the Puget Sound from Everett and Seattle, Kitsap county is Seatte's gateway to the Olympic Peninsula as well as the home of the charming Little Norway destination of Poulsbo, Washington. Sheltered on Liberty Bay, Poulsbo retains its Scandinavian theme and is a popular tourist destination.



income





36% ages 25 to 54 vears



44% earned a college degree



### Bainbridge Island, Washington

Surrounded by the Puget Sound, with the Cascade Mountain Range to the east, the Olympic Peninsula and Olympic Mountains to the west, and Mount Rainier looming to the southeast, Bainbridge Island offers year-round recreation for residents who've turned the island into a ferry-commuters-haven.



income





36% ages 25 to 54 vears



earned a college degree

# INDEPENDENT

# Port Orchard, Washington

Already the home of county government, Port Orchard has been on a growth spurt in recent years with aggressive annexation initiatives in its goal of becoming the largest town in Mason County. Only a short ferry ride from either Bremerton and Seattle, Port Orchard prides itself on its waterfront and majestic views of the Olympic Mountains.



income







40% ages 25 to 54 vears



34% earned a college degree

Т	■ Bainbr	idge Island					
ł	<b>(EV</b>	TEW	Nielsen House-	Bainbridge Island Review	Sound Publishing	Kitsap Sun	Kitsap Sun
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98110	Bainbridge Isl.	9,746	2,004	21%	588	6%
		Miscellaneous	-	146	-	-	-
		Total Circulation	9.746	2.150	22%	588	6%

The Bainbridge Island Review is carrier delivered to doorsteps on Fridays

-	REP(	ORTER	Nielsen	Central Kitsap	Sound	Kitsap	Kitsap
	ZIP	Community	House- holds	Reporter Circulation	Publishing Coverage	Sun (SUN)	Sun (SUN)
	98311	Bremerton	9,797	5,974	61%	1,756	18%
	98312	Bremerton	12,701	3,511	29%	1,881	15%
	98380	Seabeck	1,956	270	14%	293	15%
	98383	Silverdale	8,096	4,488	55%	1,568	19%
		Miscellaneous	-	566	-	-	-
		Total Circulation	32,550	14,809	45%	5,498	17%

The Central Kitsap Reporter is carrier delivered to doorsteps on Fridays

KITSAPWEETLY		Nielsen House-	Kitsap Weekly	Sound Publishing	Kitsap Sun	Kitsap Sun
ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
98310	Bremerton	8,787	5,342	61%	1,669	19%
98312	Bremerton	12,701	3,365	27%	1,881	15%
98337	Bremerton	3,050	1,590	52%	581	19%
	Miscellaneous	-	33	-	-	-
	Total Circulation	24,538	10,330	42%	4,131	17%

The Kitsap Weekly is carrier delivered to doorsteps on Fridays

HERALD		Nielsen House-	N. Kitsap Herald	Sound Publishing	Kitsap Sun	Kitsap Sun
ZIP	Community	holds Circulation		Coverage	(SUN)	(SUN)
98340	Hansville	1,160	485	42%	171	15%
98342	Indianola	731	288	39%	-	-
98345	Keyport	232	120	52%	-	-
98346	Kingston	4,074	1,933	47%	760	19%
98370	Poulsbo	11,960	7,679	64%	1,583	13%
98392	Suquamish	1,377	753	55%	353	26%
	Miscellaneous	-	59	-	-	-
	Total Circulation	19,534	11,317	58%	2,867	15%

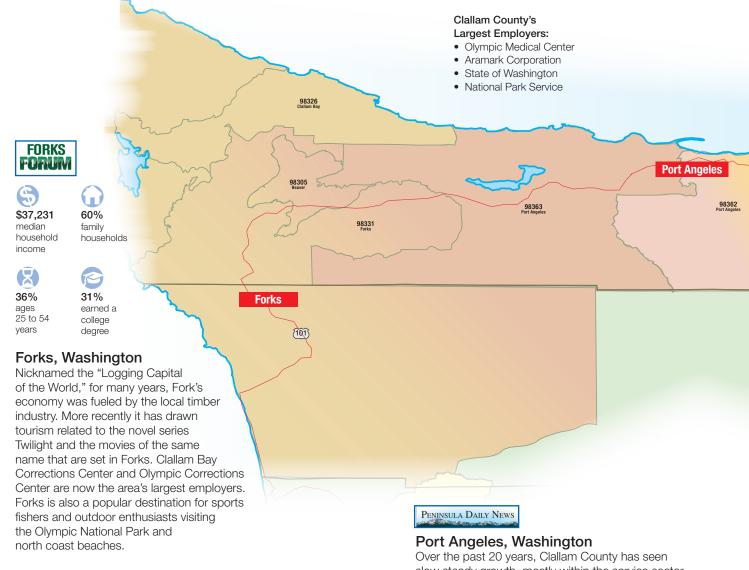
The North Kitsap Herald is carrier delivered to doorsteps on Fridays

I	PORT ORCHARD NDEPI	ENDENT	Nielsen House-	Port Orch.	Sound Publishing	Kitsap Sun	Kitsap Sun
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98312	Bremerton	12,701	264	2%	1,881	15%
	98359	Olalla	1,906	1,196	63%	84	5%
	98366	Port Orchard	13,860	9,134	66%	2,277	17%
	98367	Port Orchard	10,451	6,940	67%	1,596	15%
		Miscellaneous	-	80	-	-	-
		Total Circulation	38,918	17,614	45%	5,838	15%

The Port Orchard Independent is carrier delivered to doorsteps on Fridays

# **NORTH SOUND COMMUNITIES:**

# **CLALLAM & JEFFERSON COUNTIES**



# Sound Publishing Media Profile

Additional Penetration Available

No Sound Publishing Penetration

	Community Cluster  Community News URL  Olympic Peninsula  ForksForum.com  PeninsulaDailyNews.com			
Coi	•	Page- views (monthly*)	Unique Users (monthly*)	% Mobile Users (monthly*)
Olympic Peninsula				
	ForksForum.com	23,282	11,232	53%
PeninsulaDailyNews.com		770,837	219,684	47%
	SequimGazette.com	69,134	38,378	47%

\*Sound Publishing Digital Audience Data (OCT\_2017)

Over the past 20 years, Clallam County has seen slow steady growth, mostly within the service sector. Infrastructure improvement projects are employing residents and injecting important funds into the local economy. The Port of Port Angeles supports local industry, employs office and trade staff and brings valuable revenue to the community. New migration is also on the rise as many retirees are attracted to Sequim's "Sun Belt" climate.



\$47,889 median household income



households

family

31% ages 25 to 54 years



38% earned a college degree





		Nielsen	Forks	Sound	Seattle	Seattle
ZIP	Community	House- holds	Forum Circulation	Publishing Coverage	Times (SUN)	Times (SUN)
98305	Beaver	174	249	100%	-	
98326	Clallam Bay	315	305	97%	-	
98331	Forks	2,307	2,666	100%	85	3.7%
98350	La Push	121	206	100%	-	-
98357	Neah Bay	487	630	100%	-	-
98381	Sekiu	657	188	29%	-	-
	Miscellaneous	-	289	-	-	-
	Total Circulation	4,061	4,533	100%	85	.02%

The Forks Forum is mail delivered on Thursdays



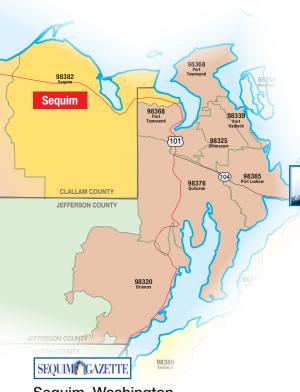
		Nielsen House-	Peninsula Daily News	Sound Publishing	Seattle Times	Seattle Times
ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
98305	Beaver	174	40	23%	-	-
98320	Brinnon	618	70	11%	82	13%
98325	Chimacum	718	91	13%	-	-
98326	Clallam Bay	315	57	18%	-	-
98331	Forks	2,307	347	15%	85	4%
98339	Port Hadlock	1,672	190	11%	175	10%
98350	La Push	121	28	23%	-	-
98357	Neah Bay	487	119	24%	-	-
98358	Nordland	437	53	12%	33	8%
98362	Port Angeles	10,121	3,424	34%	583	6%
98363	Port Angeles	5,861	1,594	27%	203	3%
98365	Port Ludlow	2,358	211	9%	424	18%
98368	Port Townsend	7,658	1,107	15%	856	11%
98376	Quilcene	995	88	9%	-	-
98381	Sekiu	657	31	5%	-	-
98382	Sequim	13,506	4,017	30%	968	7%
	Miscellaneous	-	445	-	-	-
	Total Circulation	48,005	11,912	25%	3,409	7%

The Peninsula Daily News is delivered to doorsteps 6 days a week. PrePrinted advertsing is inserted each Wednesday, Friday, and Sunday.



;
6%
7%
-
7%
_

The Sequim Gazette is carrier delivered to doorsteps on Wednesdays



# Sequim, Washington

Sequim is pronounced as one syllable, with a "silent e": skwim. Lying within the rain shadow of the Olympic Mountains, Sequim receives about the same annual rainfall as Los Angeles, California. Supported by this unique climate, the city and its surrounding area are particularly known for the commercial cultivation of lavender. Sequim is the "Lavender Capital of North America," and rivaled only by France world-wide. In turn, Sequim has enjoyed a dramatic increase in population due to an influx of retirees from the Puget Sound region as well as California.



income

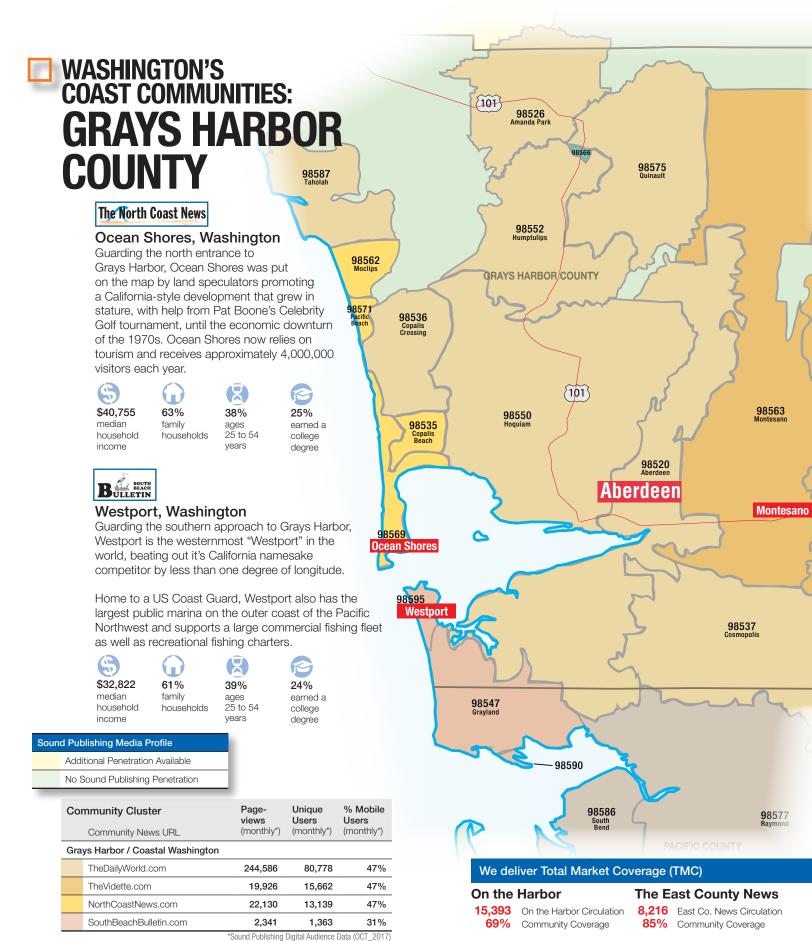






39% earned a college degree





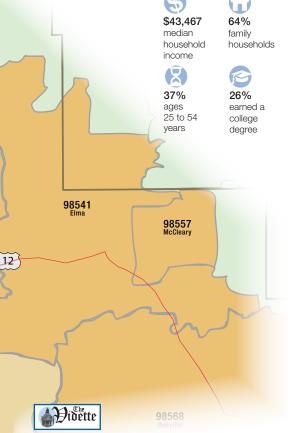


# The Daily World

# Aberdeen, Washington

Aberdeen and the rest of Grays Harbor County remain dependent on the timber and fishing industries while tourism and services as a regional center for much the Olympic Peninsula has added to recent growth.

The Port of Grays Harbor is the largest coastal shipping port north of California and has become one of the largest centers for shipments of autos and grains to China and Korea.



# Montesano, Washington

As the seat of Grays Harbor County, Montesano is home to a three story, domed courthouse featuring murals of their turn-of-the-century history. Montesano is also the access way to the southern quarter of the Olympic National Park



\$48,804 median household income

64% family

37% ages 25 to 54 households vears

26% earned a college degree

# **Pacific County Press**

4,434 Pacific Co. Press TMC Circulation 100% Community Coverage



# Total ZIP Codes daily circulation 6,090 Total ZIP Codes Saturday circulation 6,393

ľ	neauership Areas		Nielsen House-	Daily World (SA)	Sound Publishina	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(FRI)	(FRI)
	98520	Aberdeen	8,428	2,346	28%	269	3%
	98537	Cosmopolis	828	216	26%	-	-
	98550	Hoquiam	4,424	984	22%	70	2%
	98563	Montesano	3,471	678	20%	64	2%
	98569	Ocean Shores	2,898	439	15%	485	17%
	98571	Pacific Beach	119	30	25%	170	142%
	98577	Raymond	2,559	345	14%	-	-
	98595	Westport	1,357	176	13%	299	22%

	1 71,T	ije, i	Vorld is deliv	ered to doors	teps each TUE	, THU, and	SAT
t	Fio	étte	Nielsen House-	The Vidette	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(FRI)	(FRI)
	98520	Aberdeen	8,428	440	5%	164	2%
	98541	Elma	3,931	387	10%	161	4%
	98550	Hoquiam	4,424	144	3%	52	1%
	98557	McCleary	1,291	92	7%	-	-
	98563	Montesano	3,471	977	28%	38	1%
		Miscellaneous	-	919	-	-	-
		Total Circulation	21,547	2,959	14%	971	3%

T	The North Coast News  ZIP Community		The Vidette is	s mailed on Th	nursdays of ea	ch week.	
3			Nielsen House- holds	N. Coast News Circulation	Sound Publishing Coverage	Seattle Times (FRI)	Seattle Times (FRI)
	98535	Copalis Beach	103	34	34%	45	44%
	98562	Moclips	182	15	8%	50	28%
	98569	Ocean Shores	2,898	801	28%	282	10%
	98571	Pacific Beach	119	15	13%	95	80%
		Miscellaneous	-	383	-	-	-
		Total Circulation	3,302	1,248	38%	472	5%

Tho	F		North Coast News is mailed on Thursdays of each week.				
	acific County ress	Community	Nielsen House- holds	Pacific Co. Press Circulation	Sound Publishing Coverage	Seattle Times (FRI)	Seattle Times (FRI)
	98577	Raymond	2,559	346	14%	-	-
	98586	South Bend	913	311	34%	-	-
	98590	Tokeland	202	53	26%	-	-
		Miscellaneous	-	345	-	-	-
		Total Circulation	3,674	1,055	29%	_	_

Pacific County Press is mailed on Wednesdays of each week.

BULLETIN SOUTH		Nielsen House-	S. Beach Bulletin	Sound Publishing	Seattle Times	Seattle Times
ZIP	Community	holds	Circulation	Coverage	(FRI)	(FRI)
98520	Aberdeen	8,428	178	2%	164	2%
98547	Grayland	701	1,000	100%	-	-
98590	Tokeland	202	525	100%	-	-
98595	Westport	1,357	2,662	100%	179	13%
	Miscellaneous	-	524	-	-	-
	Total Circulation	10,688	4,889	46%	343	3%

South Beach Bulletin is mailed to subscribers on Thursdays of each week.



# NORTH SOUND COMMUNITIES: **ISLAND COUNTY**

### Island County's Employment Sector Growth Projections:

- · Leisure & Hospitality
- Government
- Private Education
- Health Sectors
- Construction

# RECORD

# Langley, Washington

Island County, Washington is divided economically into two different regions: the northern end is dominated by Naval Air Station Whidbey Island while the remainder of the island relies heavily on tourism, small-scale agriculture, and the arts.

South Whidbey Island is home to numerous working artists, writers, and performers and is referred to as Puget Sound's Largest Artist's Colony. In addition to being a haven for artists, the southern end of Whidbey Island has also become a minor commuter community for the nearby cities of Everett and Seattle via the Washington State Ferry System.



\$61,128 median household income



family households



36% ages 25 to 54 vears



98278

al Air Station

98277

Oak Harbor

**ISLAND** 

COUNTY

98253

Greenbank

98249

Freeland

Oak Harbor

98239

Coupeville

/hidbey Island

44% earned a college degree

# Sound Publishing Media Profile Additional Penetration Available No Sound Publishing Penetration

C	ommunity Cluster	Page- Views	Unique Users	% Mobile Users	
	Community News URL	(monthly*)	(monthly*)	(monthly*)	
W	hidbey Island				
	SouthWhidbeyRecord.com	90,613	41,462	44%	
	WhidbeyNewsTimes.com	187,085	92,444	33%	
Inc	dependents	,			
	Gazette-Tribune.com	19,958	6,257	33%	

\*Sound Publishing Digital Audience Data (OCT 2017)

# News-Times

# Oak Harbor, Washington

Incorporated in 1915 and now Whidbey Islands largest city, Oak Harbor didn't realize true growth until the building of the Deception Pass Bridge in 1935 and the completion of Naval Air Station Whidbey Island (N.A.S. Whidbey) in 1942.

Today's local economy is still heavily influenced by N.A.S. Whidbey and is Oak Harbor's largest employer. The surrounding area is now predominantly a service-based economy with several national chain stores. The remainder of Whidbey Island south of Oak Harbor relies heavily on tourism, small-scale agriculture, and the arts.





66% family households



36% ages 25 to 54 vears

98260

Langley



43% earned a college degree

# We deliver Total Market Coverage (TMC)

# **Whidbey Crosswind**

Puget Sound

6,157 Crosswind Circulation 17% Community Coverage Whidbey Hot Sheet (TMC)

98236

Clinton

6,432 Hot Sheet (TMC) Circulation

33% Community Coverage



# **EASTERN WASHINGTON COMMUNITIES**



\$37,322 median household income



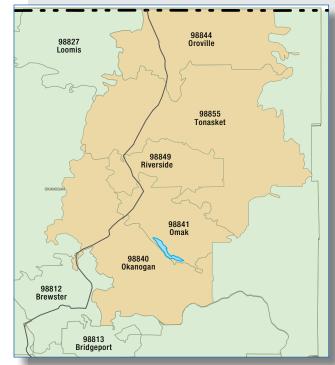
34% ages 25 to 54 years



28% earned a college degree



households



# Okanogan Valley, Washington

Alternatingly referred to as Okanogan Country or simply The Okanogan, Washington's Okanogan County extends south from the Canadian border through glacial cut valleys of green pastures and orchards.

With more than 300 days of sunshine a year and 3 million acres of public land, the Okanogan Valley is an outdoor sportsman's paradise. The valley is also home to the towns of Oroville, Tonasket and Omak along with the Colville Confederated Tribes.

# Okanogan County's Top Employment Sectors:

- Agriculture, Forestry and Fishing
- Local Government
- Retail Trade
- Health Services
- Accomodation and Food Services

D Sour	TH WHIDBEY					
<b>K</b> ECORD		Nielsen House-	S. Whidbey	Sound	Seattle	Seattle Times
ZIP	Community	holds	Record Circ. (SAT)	Publishing Coverage	Times (SUN)	(SUN)
98236	Clinton	2,589	677	26%	387	15%
98249	Freeland	2,203	963	44%	320	14%
98260	Langley	2,675	1,266	47%	370	14%
	Miscellaneous	-	386	-	-	-
	Total Circulation	7,477	3,140	42%	1,077	14%

The South Whidbey Record is carrier delivered to doorsteps on Wednesdays & Saturdays

News-Times		Nielsen	Whidbey News-	Sound	Seattle	Seattle
ZIP	Community	House- holds	Times Circ. (WED)	Publishing Coverage	Times (SUN)	Times (SUN)
98239	Coupeville	3,139	816	27%	492	16%
98277	Oak Harbor	15,470	3,416	22%	1,054	7%
98278	Oak Harbor	145	35	24%	-	-
	Miscellaneous	-	268	-	-	-
	Total Circulation	18,754	4,535	24%	1,546	8%

The Whidbey News-Times is carrier delivered to doorsteps on Wednesdays & Saturdays

G	GAZETTE-TRIBUNE		Nielsen House-	Okanogan Valley Gazette	Sound Publishing
	ZIP	Community	holds	Circulation	Coverage
	98840	Okanogan	2,187	26	1%
	98841	Omak	3,616	123	3%
	98844	Oroville	1,935	776	40%
	98855	Tonasket	2,570	472	18%
		Miscellaneous	-	520	-
		Total Circulation	10,308	1,917	19%
	TI 01				

The Okanogan Valley Gazette is delivered to doorsteps on Thursdays

# NORTH SOUND COMMUNITIES: **SAN JUAN** COUNTY

### San Juan County's **Employment Sectors:**

- · Leisure & Hospitality
- Trade, Transportation & Utilities
- Government
- · Education and Health Sectors
- Construction



# Friday Harbor, Washington

San Juan Island is the second largest, and most populated, of San Juan County and the San Juan Islands archipelago. Friday Harbor is the largest community, the county seat, and the only incorporated town in the islands.

Friday Harbor and San Juan Island are considered a "small town" community, but may boast as the commercial center of the San Juan Islands. Tourism-related industries, private services, and retirement communities form the economic base of the San Juan County economy.







family households



years



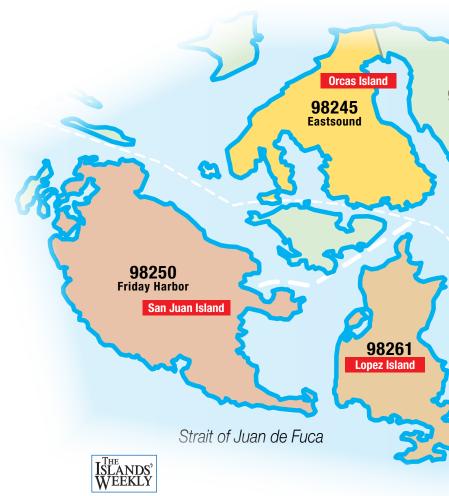
50% earned a college degree

# Sound Publishing Media Profile Additional Penetration Available

No Sound Publishing Penetration

Community Cluster  Community News URL		Page- Views (monthly*)	Unique Users (monthly*)	% Mobile Users (monthly*)
Sai	n Juan Islands			
	IslandsSounder.com	57,260	16,596	42%
	IslandsWeekly.com	12,145	7,311	32%
	SanJuanJournal.com	76,416	19,827	39%

\*Sound Publishing Digital Audience Data (OCT 2017)



# Lopez Island, Washington

Lopez Island is the third largest, and most rural, of the large islands that make up the San Juan archipelago. Lopez Island is also the name of the unincorporated community on the island. Lopez Island has no highways, is known to be bicycle friendly, and locally famous for the longstanding custom of waving at every motorist, bicyclist, or pedestrian encountered on the island's roads.

Lopez Island Airport provides accessiblity by air. Water landings by seaplanes arrive at Fisherman Bay. Lopez Island is also the first stop of four on the Washington State Ferry system's San Juan Islands run. Tourism-related industries, private services, and retirement communities form the economic base of the San Juan County economy.











66%

family households



# Orcas Island, Washington

Orcas Island is the largest of the San Juan Islands, but second in population. Eastsound, the largest population center on the island, is the second largest in the county. Tourism-related industries, private services, and retirement communities form the economic base of the San Juan County economy.

Orcas Island is accessible by air via Eastsound Airport or water landings by seaplanes as well as by water via the Washington State Ferry system or private watercraft. During summer months, an island shuttle runs from the ferry landing to Eastsound and other points of interest.



\$50,352 median household income



63% family households



32% ages 25 to 54 years



50% earned a college degree

(	COLINIDED						
1	SOUNDER		Nielsen House-	Islands' Sounder	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(FRI)	(FRI)
	98245	Eastsound	2,502	1,065	43%	115	5%
		Miscellaneous	-	658	-	-	-
		Total Circulation	2,502	1,723	69%	115	5%

The Islands' Sounder is delivered by mail to subscribers on Wednesdays

ISLANDS'							
\	ZIP	Community	Nielsen House- holds	Islands' Weekly Circulation	Sound Publishing Coverage	Seattle Times (FRI)	Seattle Times (FRI)
	98261	Lopez Island	1,384	1,899	100%	64	5%
		Miscellaneous	-	150	-	-	-
		Total Circulation	1,384	2,049	100%	64	5%

The Islands' Weekly is delivered by mail on Tuesdays

The	Journal of the San Juan Islands						
•			Nielsen House-	Journal San Juans	Sound Publishing	Seattle Times	Seattle Times
	ZIP	Community	holds	Circulation	Coverage	(SUN)	(SUN)
	98250	Friday Harbor	3,666	1,267	35%	182	5%
		Miscellaneous	-	498	-	-	-
		Total Circulation	3,666	1,765	48%	182	5%

The Journal of the San Juans is delivered by mail to subscribers on Wednesdays



# REACH THE NEXT GENERATION FROM SEATTLE'S CORE OR THE PUGET SOUND'S FASTEST GROWING POPULATION

### Seattle's Largest Employers:

- The Boeing Company
- Microsoft
- University of Washington
- · Amazon.com Inc.
- · Starbucks Corp.
- Swedish Health Services



Reach the most dynamic consumer economy from Washington's capitol to the Canadian border every Friday with La Raza.

La Raza del Noroeste is produced fully in Spanish by journalists familiar with both the language and the cultural nuances of a burgeoning community of Spanish-speaking residents.



income





61% family households



45% ages 25 to 54 years 47%

earned a college degree

\*Rough averages based on La Raza market areas

# Total La Raza Circulation: 19,969 Unduplicated Monthly Readers: 167,739

La Raza de Noroeste is delivered to newsstands market-wide each Friday

Sound Publishing Media Profile				
	La Raza Penetration Available			
	No Sound Publishing Penetration			

Page- Views (monthly*)	Unique Users (monthly*)	% Mobile Users (monthly*)	
Independents			
7,694	4,829	62%	
336,643	177,650	39%	
	Views (monthly*)	Views Users (monthly*) (monthly*)  7,694 4,829	

\*Sound Publishing Digital Audience Data (OCT\_2017)









Seattle is the largest city in Washington State as well as the Pacific Northwest region. It was the fastest growing major city in the U.S. in 2013 and remained in the Top 5 in 2015 with an annual growth rate of 2.1%. A major gateway for trade with Asia, Seattle was the fourth largest port in North America in terms of container volume in 2016. Seattle remains a young, vibrant city with a highly educated, tech-based population.

# Total Circulation: 44,959 Unduplicated Monthly Readers: 462,904

Distribution	Community	Circulation
Zone 1	West Seattle	24,075
Zone 2	Metro Seattle	2,025
Zone 3	North of Metro Seattle	7,480
Zone 4	North Seattle	2,370
Zone 5	South of Seattle	5,400
Zone 6	East of Seattle	3,560
	Miscellaneous	89
	Total Circulation	44,959

The Seattle Weekly is delivered to newsstands market-wide each Wednesday



\$62,619 median household income



**56%** ages 25 to 54 years



47% family households

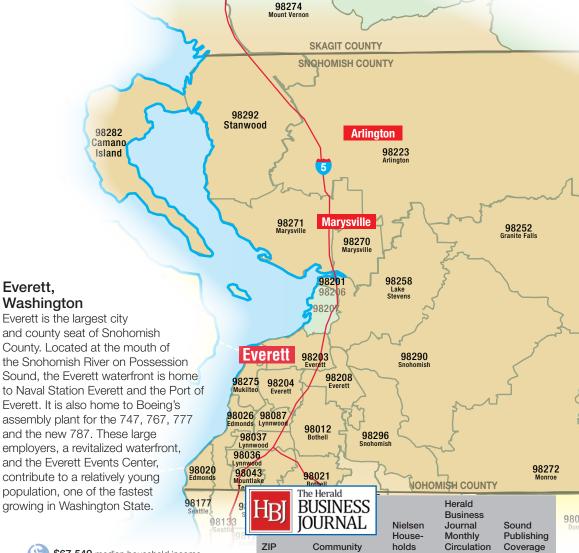


58% earned a college degree

# SOUND PUBLISHING: BUSINESS JOURNALS

# Snohomish County's Largest Employers:

- The Boeing Company
- Naval Station Everett
- · Washington State
- Providence Regional Medical Center
- Tulalip Tribes
   Enterprises



98012

98020

98021

98026

98036

98037

98043

98087

98201

98203

98204

98208

98223

98236

Bothell

Bothell

Edmonds

Edmonds

Lynnwood

Lynnwood

Lynnwood

Everett

Everett

Everett

Everett

Clinton

Arlington

Mountlake Terr.

\$67,549 median household income
68% family households
43% ages 25 to 54 years

40% earned a college degree

Sound Publishing Media Profile			
	Additional Penetration Available		
	No Sound Publishing Penetration		

Community Cluster  Community News URL		Page- Views (monthly*)	Unique Users (monthly*)	% Mobile Users (monthly*
Ind	lependents			_
	BBJToday.com (Bellingham)	67,973	24,353	15%
	HeraldNet.com (The Daily Herald)	1,698,628	774,120	45%

\*Sound Publishing Digital Audience Data (OCT\_2017)



23,008

8,731

11,057

15,079

14,345

10,363

8,546

12,704

13,260

14.175

16,938

20,162

15.802

2,589

337

482

31

166

611

279

105

1,060

367

158

517

386

1

17

2%

6%

1%

1%

4%

3%

1%

1%

8%

3%

1%

3%

3%

1%



98251

98294

ZIP	Community	Nielsen House- holds	Herald Business Journal Monthly Circulation	Sound Publishing Coverage
98252	Granite Falls	3,587	1	1%
98258	Lake Stevens	16,142	278	2%
98270	Marysville	17,457	841	5%
98271	Marysville	10,277	546	5%
98272	Monroe	9,267	335	4%
98273	Mount Vernon	10,697	1	1%
98275	Mukilteo	8,444	356	4%
98290	Snohomish	12,740	142	1%
98291	Snohomish	-	1	100%
98292	Stanwood	8,390	101	1%
98294	Sultan	2,699	1	1%
	Miscellaneous	-	8	-
	Total Circulation	286,459	7,128	3%

The Herald Business Journal is mailed to decision-makers on the last Wednesday of each month

# Bellingham, Washington

Bellingham is acclaimed for its easy access to outdoor opportunities in the San Juan Islands and North Cascades while enjoying easy access to the world-class cities of Seattle and Vancouver, BC. Downtown Bellingham made Livability.com's top ten Best Downtowns list in 2014 and topped the 2015 list of Beer Snob Cities.

Bellingham also enjoys an influx of Canadian shoppers who cross the border for relatively cheap gasoline, airfare and other products.

# Bellingham's Largest Employers:

- Peace Health St. Joseph Medical Center
- Western Washington University
- Bellingham School District
- BP Cherry Point Refinery

**Iodav** 



\$46,890

household

median

36% ages 25 to 54 years



earned a college degree

W 55% family

households

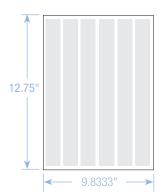
BB

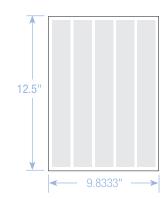
Nielsen BBJ Sound House-Monthly Publishing ZIP Community holds Circulation Coverage 98225 Bellingham 20,320 304 2% 98226 17,478 186 1% Bellingham 98230 7,424 Blaine 49 1% Miscellaneous 2,104 Total Circulation 45,222 2,643 6%

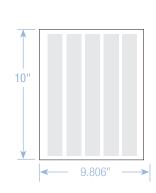
The Bellingham Business Journal is mailed to decision-makers on the first Monday of each month

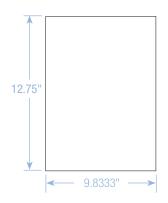
# **SOUND PUBLISHING PRINT & DIGITAL DISPLAY AD: MECHANICAL SPECIFICATIONS**

Acceptable half-tone screen is 85 line. All ads smaller than a full page must be bordered to their exact dimensions. All publications are printed web offset.









### Tab 1 6 Column Format

9.8333" x 12.75' Sold by column Inch 1.5" 1 Column 9 Picas 12 Picas 2 Column 3.1666 3 Column 4.8333' 29 Picas 4 Column 6.5" 39 Picas 5 Column 8.1666' 49 Picas 6 Column 9.8333" 59 Picas Multiple Counties and Titles

(See title list below)

# Tab 2 5 Column Format

9.8333" x 12.5"				
Sol	d by column	Inch		
1 Column	1.833"	11 Picas		
2 Column	3.833"	23 Picas		
3 Column	5.833"	35 Picas		
4 Column	7.833"	47 Picas		
5 Column	9.833"	59 Picas		
Clallam & Jefferson Counties				
Forks Forum				

# Tab 3: 5 Column Format

9.806" x 10"					
Sold by column Inch					
1 Column	1.861"	11 p 2			
2 Column	3.847"	23 p 1			
3 Column	5.833"	35 Picas			
4 Column	7.819"	46 p 9			
5 Column	9.806"	58 p 8			
Greater Puget Sound					
La Ra	za				

# Tab 4:

Modular Format				
9.8	3333" x 12.7	'5"		
Solo	by modular	size		
Full Page	9.833"	12.75"		
2/3 Page	8.167"	9.521"		
1/2 Page H	9.833"	6.292"		
1/2 Page V	4.833"	12.75"		
1/4 Page H	9.833"	3.063"		
1/4 Page S	4.833"	6.292"		
1/3 Page V	3.167"	12.75"		
1/6 Page V	3.167"	6.292"		
1/8 Page H	4.833"	3.063"		
1/12 Page	3.167"	3.063"		
1/4 Page H 9.833" 3.063" 1/4 Page S 4.833" 6.292" 1/3 Page V 3.167" 12.75" 1/6 Page V 3.167" 6.292" 1/8 Page H 4.833" 3.063"				
The He	rald Busines	s Journal		

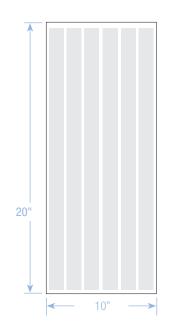
Tab 1: 6 Column Format	Tab 1: 6 Column Format	Tab 1: 6 Column Format	
Greater Seattle	King County (Central)	Kitsap County	
Seattle Weekly	Kent Reporter	Bainbridge Island Review	
Island County	Renton Reporter	Central Kitsap Reporter	
South Whidbey Record	Tukwila Reporter	North Kitsap Herald	
Whidbey News-Times	Vashon-MI Beachcomber	Port Orchard Independent	
King County (North)	King County (South)	Kingston Community News	
Bothell-Kenmore Reporter	Auburn Reporter	Kitsap Weekly	
Kirkland Reporter	Courier Herald	Grays Harbor County	
Redmond Reporter	Covington-MV-BD Reporter	Pacific County Press (& TMC)	
King County (Eastside)	Federal Way Mirror	Snohomish County	
Bellevue Reporter	San Juan Island County	Arlington Times	
Issaquah-Samm Reporter	Islands' Sounder	Marysville Globe	
Mercer Island Reporter	Islands' Weekly	Whatcom County	
Snoqualmie Valley Record	Journal of the San Juans	Bellingham Business Journal	
· · · · · · · · · · · · · · · · · · ·			

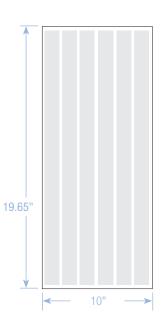
# Tabloid Display Ad Column Inch Charges

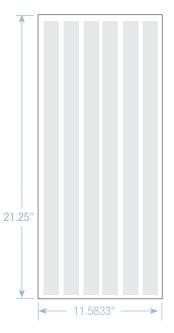
Display ads charged to the half inch.

- Tab 1: Ads which exceeds 11" will be billed at 13".
- Tab 2: Ads which exceeds 9" will be billed at 13".
- Tab 3: Ads which exceeds 9" will be billed at 10".









Broadsheet 1				
6 Column Format				

		10" x 20"			
Sold by column Inch					
1 Column 1.563" 9 p 4.5					
2 Cc	lumn	3.25"	19 p 6		
3 Cc	lumn	4.938"	29 p 7.5		
4 Cc	lumn	6.625"	39 p 9		
5 Cc	lumn	8.313"	49 p 10.5		
6 Column 10" 60 picas					
Gray	s Harbor	County			
	Aberdeen Daily World				
	East County News (TMC)				
	North Coast News				
On the Harbors (TMC)					
South Beach Bulletin					
The (Montesano) Vidette					
Snot	nomish C	County			
The (Everett) Daily Herald					

# Broadsheet 2 6 Column Format

	10" x 19.65"				
Sold by column Inch					
1 Column	1.563"	9 p 4.5			
2 Column	3.25"	19 p 6			
3 Column	4.983"	29 p 7.5			
4 Column	6.625"	39 p 9			
5 Column	8.313"	49 p 10.5			
6 Column	10"	60 picas			
Classifieds					
1 Column	1"	6 p			
2 Column	2.125"	12 p 9			
3 Column	2.35"	19 p 6			
4 Column	4.375"	26 p 3			
5 Column	5.5"	33 p			
6 Column	6.625"	39 p 9			
7 Column	7.75"	46 p 9			
8 Column	8.875"	53 p 3			
9 Column	10"	60 picas			
Clallam and Jefferson Counties					
Penins	sula Daily Nev	VS			
Sequim Gazette					

### Broadsheet 3 6 Column Format

11.5833" x 21.25"						
Solo	Sold by modular size					
1 Column	1.7917"	10 p 9				
2 Column	3.75"	22 p 6				
3 Column	5.7083"	34 p 3				
4 Column	7.6667"	46 p				
5 Column	9.626"	57 p 9				
6 Column	69 p 6					
Okanogan County						
Okanogan Valley Gazette-Trib.						

# Digital Creative Specifications and Best Practices

Digital Ad Packages require one of each 1x ad size (2x Ad size recommended for best resolution.)

High Impact Ad Package	Min. 1x Ad Size	Hi Res 2x Ad Size	Max. File Size	
Pencil	970x30	1940x60	50 KB	
Billboard	970x250	1940x500	200 KB	
Portrait	300x1050	600x2100	200 KB	
Mobile Banner	320x50	640x100	15 KB	
Standard	Min. 1x	Hi Res 2x	Max.	
Ad Package	Ad Size	Ad Size	File Size	
Super Leaderboard	970x90	1940x180	200 KB	
Leaderboard	728x90	1456x180	200 KB	
Medium Rectangle	300x250 600x500		200 KB	
Mobile Banner	320x50	640x100	15 KB	
Herald <i>Net</i>	Top Position	Within Story		
e-Newsletters	320x50	300x250	50 KB	
Seattle Weekly e-Newsletters	Ad sizes vary based on newsletter and position placement. Please contact your local Sales Representative for current options.			

**Proofing:** Unless specified by the client, ads are proofed using the 970 x 90 Super Leaderboard size.

File formats: All ads should be built at 72 dpi. PNG, JPG, GIF, HTML5 and 3rd Party Tag.

Digital advertising is sold as packages and includes all sizes as well as a Mobile Banner.

# Broadsheet Display Ad Column Inch Charges

Display ads charged to the half inch.

Broadsheet 1: Any ad which exceeds 18"

will be billed at 20".

Broadsheet 2: Any ad which exceeds 19"

will be billed at 21".

Broadsheet 3: Any ad which exceeds 19"

will be billed at 21".

Broadsheet 4: Any ad which exceeds 19"

will be billed at 21.50".

# **Washington State's Largest Community News Organization**

Sound P	Publishing Community Titles	Frequency	Issue	Delivery	Format	Circulation	Pay Type
GREAT	FER SEATTLE DMA					64,928	
1 S	Seattle Weekly	weekly	Wednesday	rack	tabloid 1	44,959	free
2 L	a Raza	weekly	Friday	rack	tabloid 6	19,969	free
KING &	PIERCE COUNTIES	· ·				307,049	
3 A	uburn Reporter	weekly	Friday	carrier	tabloid 1	23,694	free
4 B	Bellevue Reporter	weekly	Friday	carrier	tabloid 1	35,096	free
5 B	Bothell/Kenmore Reporter	bi-monthly	1st & 3rd Friday	carrier	tabloid 1	20,764	free
	Courier-Herald	weekly	Wednesday	carrier	tabloid 1	25,335	free
7 C	Covington/Maple Valley/Black Diamond Reporter	weekly	Friday	carrier	tabloid 1	24,140	free
	ederal Way Mirror	weekly	Friday	carrier	tabloid 1	29,174	vol. paid
	ssaguah/Sammamish Reporter	weekly	Friday	carrier	tabloid 1	24,225	free
	Cent Reporter	weekly	Friday	carrier	tabloid 1	25,199	free
	(irkland Reporter	weekly	Friday	carrier	tabloid 1	24,408	free
	Nercer Island Reporter	weekly	Wednesday	mail	tabloid 1	2,859	paid
	Redmond Reporter	weekly	Friday	carrier	tabloid 1	22,644	free
	Renton Reporter	weekly	Friday	carrier	tabloid 1	24,466	free
	Snoqualmie Valley Record	weekly	Friday	carrier	tabloid 1	11,353	vol. paid
	ukwila Reporter	monthly	3rd Wednesday	mailed	tabloid 1	10,463	free
	ashon-Maury Island Beachcomber	weekly	Wednesday	carrier	tabloid 1	3,229	paid
	MISH COUNTY	Weekly	vveuriesuay	Carrier	tabiolu i	53,076	paiu
	wlington Times	weekly	Saturday	carrier	tabloid 1	6,573	vol. paid
	he (Everett) Daily Herald	daily	Mon - Wed, Saturday		broadsheet 2	26,984	
				carrier		26,984	paid
	(Preprints inserted on Thu & Sun) (Limited inserts available Wed & Fri - Call for details)	daily	Thursday	carrier	broadsheet 2		paid
	(Limited inserts available vived & Fri - Call for details)	daily	Friday	carrier	broadsheet 2	28,752	paid
00 1	A	daily	Sunday	carrier	broadsheet 2	33,011	paid
	Marysville Globe	weekly	Saturday	carrier	tabloid 1	13,492	vol. paid
	COUNTY					65,262	
	Bainbridge Island Review	weekly	Friday	carrier	tabloid 1	2,150	paid
	Central Kitsap Reporter	weekly	Friday	carrier	tabloid 1	14,809	vol. paid
	Kingston Community News	monthly	Last Friday	mail	tabloid 1	9,042	free
	itsap Weekly	weekly	Friday	carrier	tabloid 1	10,330	Vol. paid
	Jorth Kitsap Herald	weekly	Friday	carrier	tabloid 1	11,317	vol. paid
	Port Orchard Independent	weekly	Friday	carrier	tabloid 1	17,614	vol. paid
	AM & JEFFERSON COUNTIES					20,269	
	orks Forum	weekly	Thursday	mail	tabloid 3	4,533	vol. paid
28 P	Peninsula Daily News	daily	Monday - Thursday	carrier	broadsheet 2	10,472	paid
	(Preprints inserted on Wed, Fri & Sun)	daily	Friday	carrier	broadsheet 2	11,831	paid
		daily	Sunday	carrier	broadsheet 2	11,912	paid
29 S	Sequim Gazette	weekly	Wednesday	carrier	broadsheet 3	3,824	paid
RAYS	HARBOR COUNTY					44,587	
30 TI	he (Aberdeen) Daily World	daily	Tuesday	carrier	broadsheet 1	6,053	paid
	(Preprints inserted on Tues, Thurs & Sat)	daily	Thursday	carrier	broadsheet 1	6,090	paid
		daily	Saturday	carrier	broadsheet 1	6,393	paid
31 E	ast County News - TMC	weekly	Wednesday	mail / rack	broadsheet 1	8,216	free
32 N	Jorth Coast News	weekly	Thursday	mail / rack	broadsheet 1	1,248	paid
33 O	On The Harbor - TMC	weekly	Wednesday	mail	broadsheet 1	15,393	free
	Pacific County Press	weekly	Wednesday	mail	tabloid 1	1,055	vol. paid
	Pacific County Press - TMC	weekly	Wednesday	mail	tabloid 1	4,434	vol. paid
	South Beach Bulletin	weekly	Thursday	mail / rack	broadsheet 1	4,889	vol. paid
	he (Montesano) Vidette	weekly	Thursday	mail / rack	broadsheet 1	2,959	paid
	& SAN JUAN COUNTY					25,806	
	slands' Sounder	weekly	Wednesday	mail	tabloid 1	1,723	paid
	slands' Weekly	weekly	Tuesday	mail	tabloid 1	2,049	free
	ournal of the San Juan Islands	weekly	Wednesday	mail	tabloid 1	1,765	paid
	South Whidbey Record	twice / week	Wednesday	carrier	tabloid 1	3,140	paid
	South Whidbey Record	twice / week	Saturday	carrier	tabloid 1	3,292	paid
	Vhidbey Crosswind	monthly	Last Friday	carrier	tabloid 1	6,157	free
	Vhidbey News-Times	twice / week	Wednesday	carrier	tabloid 1	4,535	paid
	Vhidbey News-Times  Vhidbey News-Times	twice / week	Saturday	carrier	tabloid 1	4,388	paid
	Vhidbey (TMC)						· ·
	GAN COUNTY	weekly	Wednesday	carrier	tabloid 1	6,432	free
		woold:	Thursday	mailed	broadak+ *	1,917	pold
	Okanogan Valley Gazette-Tribune	weekly	Thursday	mailed	broadsheet 1	1,917	paid
	ESS JOURNALS		1 = = + \ \ \ / = =		4-1-1-11-5	9,771	
	Herald Business Journal (Snohomish County) Sellingham Business Journal (Whatcom County)	monthly	Last Wednesday	mailed	tabloid 5	7,128	paid
47 B		monthly	First Monday	mail / sc	tabloid 1	2,643	vol. paid

Independently Audited



**Total Circulation\*: 592,665** 

\*Total excludes weekdays of The (Everett) Daily Herald, The Daily World, Peninsula Daily News, South Whidbey Record & Whidbey News Times



