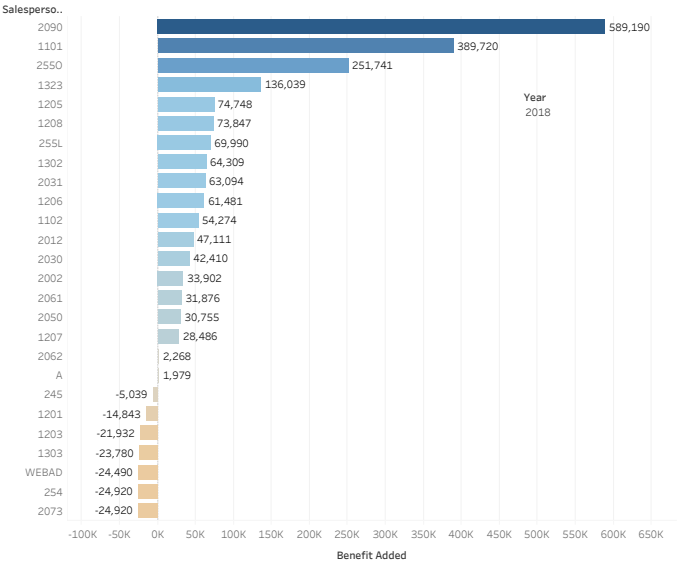


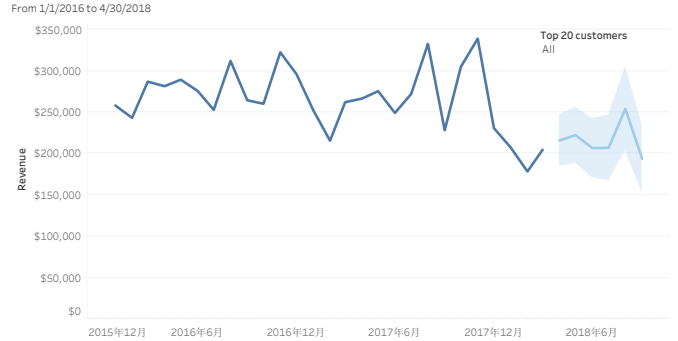
Salesperson performance



Salesperson Performance Table

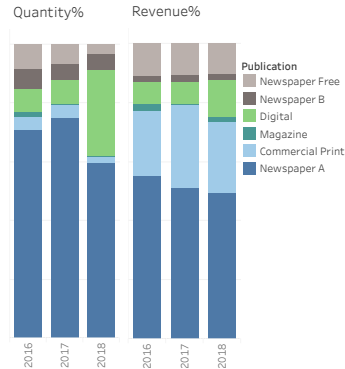
Salesperso..	Run Date		
	2016	2017	2018
2090	1,984,751	2,147,047	589,190
1101	2,268,814	1,734,315	389,720
2550	758,972	726,147	251,741
1323	498,526	327,673	136,039
1102	544,270	276,428	54,274
255L	346,924	286,426	69,990
2012	362,694	235,081	47,111
1205	324,697	238,731	74,748
1302	284,763	219,360	64,309
1206	342,975	124,692	61,481
1208	249,982	198,061	73,847
2030	247,555	151,354	42,410
2031	158,533	133,717	63,094
1207	137,354	48,705	28,486
2061	65,391	105,924	31,876
1201	132,558	80,624	-14,843
A	48,247	57,744	1,979
2050	14,445	15,948	30,755
2073	10,351	2,849	-24,920
245	-4,494	-7,430	-5,039
121	-72,618	47,950	
2002	-49,202	-42,270	33,902
1204	-63,440		
2013		-73,511	
202	-73,695		
2026	-74,424		
244		-74,856	
255	-74,980		
225	-74,983		

Top 20 Customers

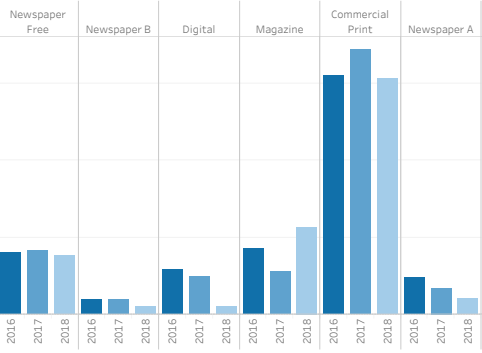


Publication type break-down for top 20 customers

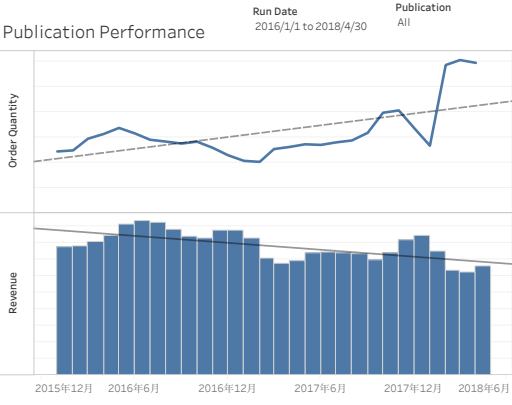
Advertiser Name	Year 2018					
	Commercial Pri..	Digital	Magazine	Newspaper A	Newspaper B	Newspaper Free
CITY WEEKLY	\$87,773					
LEE'S MARKETPLACE	\$77,215	\$8,486		\$655		
BOX ELDER NEWS JOURN..	\$73,316					
UINTAH BASIN MEDIA	\$68,470					
DAVIS COUNTY CLIPPER	\$62,659					
RICHFIELD REAPER	\$60,289					
BUY LIFETIME		\$58,876				
PAPA MURPHY/UTAH PRE..	\$40,526			\$8,271	\$0	\$8,796
KENT'S MARKET		\$0		\$0	\$0	\$54,000
SHOPKO / NSA MEDIA				\$24,368	\$2,004	\$16,802
MYERS MORTUARY		\$3,720	\$2,290	\$30,407	\$480	\$3,999
LINDQUIST MORTUARY				\$29,174		
BIG 5 SPORTING GOODS				\$22,245		\$6,869
HOBBY LOBBY				\$28,052		
KOHL'S/ NOVUS				\$25,706		
WINEGARS SUPERMARKE..	\$11,736			\$2,377		\$10,898
NATIONWIDE EXPOS		\$3,000		\$18,650	\$840	\$500
NEWS AMERICA F S I, INC.				\$22,763		\$0
LOWE'S COMPANIES, INC				\$5,400		\$16,429
TARGET/ NSA, C/O WMS				\$21,457		



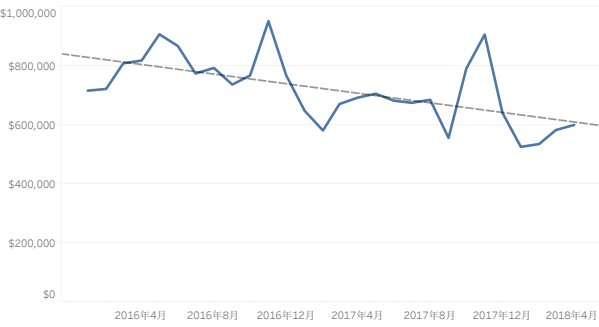
Average Revenue per Publication



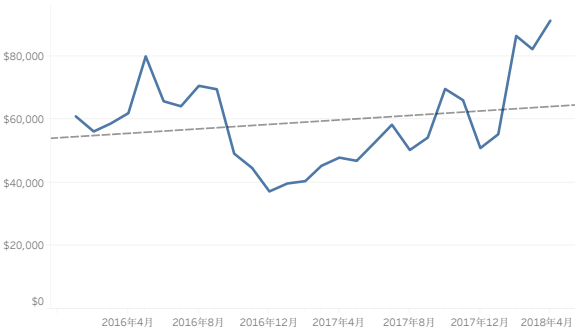
Publication Performance



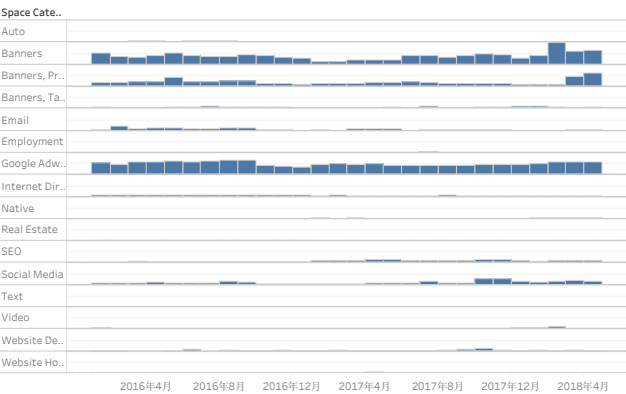
Print Revenue



Digital Advertising Revenue



Sub-Category



Revenue by Sub-Category

