



Beverly Hills City Council Liaison / Newspaper/Advertising Ad Hoc Committee will conduct a Special Meeting, at the following time and place, and will address the agenda listed below:

**CITY OF BEVERLY HILLS
455 N. Rexford Drive
Room 280A
Beverly Hills, CA 90210**

IN-PERSON / TELEPHONIC / VIDEO CONFERENCE MEETING

**Beverly Hills Liaison Meeting
<https://beverlyhills-org.zoom.us/my/adhoc>
Meeting ID: 549 782 5652
Passcode: 90210**

**You can also dial in by phone:
+1 669 900 9128 US
+1 877 853 5247 Toll-free**

**One tap mobile
+16699009128,,5497825652#,,, *90210# US
+18778535247,,5497825652#,,, *90210# Toll-Free**

**Wednesday, May 25, 2022
4:15 PM**

In the interest of maintaining appropriate social distancing, members of the public can view this meeting through live webcast at www.beverlyhills.org/live and on BH Channel 10 or Channel 35 on Spectrum Cable, and can participate in the teleconference/video conference by using the link above. Written comments may be emailed to mayorandcitycouncil@beverlyhills.org and will also be taken during the meeting when the topic is being reviewed by the Beverly Hills City Council Liaison / Newspaper/Advertising Ad Hoc Committee. Beverly Hills Liaison meetings will be in-person at City Hall.

AGENDA

- 1) Public Comment
 - a. Members of the public will be given the opportunity to directly address the Committee on any item listed on the agenda.
- 2) Review of the FY 2022-2023 Newspaper/Advertising RFP Process

3) Adjournment

 (for)

Huma Ahmed
City Clerk

Posted: May 19, 2022

***A DETAILED LIAISON AGENDA PACKET IS AVAILABLE FOR REVIEW AT
WWW.BEVERLYHILLS.ORG***



Pursuant to the Americans with Disabilities Act, the City of Beverly Hills will make reasonable efforts to accommodate persons with disabilities. If you require special assistance, please call (310) 285-1014 (voice) or (310) 285-6881 (TTY). Providing at least forty-eight (48) hours advance notice will help to ensure availability of services. City Hall, including Room 280A, is wheelchair accessible.



CITY OF BEVERLY HILLS

CITY CLERK'S OFFICE

MEMORANDUM

TO: City Council Newspaper/Advertising Ad Hoc Committee Liaisons

FROM: Michelle Ramos-Vergara, Management Analyst
Anthony Rodstein, Purchasing Services Manager
Keith Sterling, Chief Communications Officer

DATE: May 25, 2022

SUBJECT: Review of Newspaper Advertising RFP for FY 2022-2023

ATTACHMENTS:

1. FY 2021-22 Legal and Advertising Bid
2. Verified Circulation Audits Received from the Beverly Hills Courier, Beverly Weekly, and Beverly Press for the FY 2021-22 Legal and Advertising Bid
3. Beverly Press Legal and Advertising Bid FY 2021-22 Cover Letter

INTRODUCTION

An annual legal advertisement and noticing Bid is released by the City Clerk's office per California Government Contract Code: 20169. At the City Council's direction, display advertisements for the City of Beverly Hills have also been included within the process.

Staff requests the City Council Newspaper/Advertising Ad Hoc Committee Liaisons (Mayor Bosse and Councilmember Friedman) review and provide input on the proposed changes to the FY 2022-23 bidding process and requirements.

DISCUSSION

The City engages in an annual bid solicitation for Newspaper advertising. Locally adjudicated newspapers are invited to participate. After reviewing the bid solicitation to prepare for the upcoming fiscal year, Staff recommends the following for the FY 2022-23 bidding process and requirements:

CHANGES:

- ✓ **Switch from Request for Bid to Request for Proposal (RFP) format.** Per Purchasing, Bids obligate the City to award to the lowest responsive and responsible bidder and implies a single award. RFP solicitations provide more flexibility with regard to award methodology and is reflective of the City's current practice of awarding contracts to multiple newspapers for the placement of legal and display advertisements using subjective criteria such as readership in addition to pricing.

- ✓ **FY 2022/23 Schedule of Rates and Pricing Request.** Pricing for Modular Ads or the use of the per Legal Square Inch Rate is the same whether the advertisement is a legally required ad or not. Based on a review of invoices received in FY 2021-22, Staff recommends to streamline the requested rates and ask the newspapers to provide the following:

1. **Modular Rates: Proposers should** provide display rates in both black and white and in color for $\frac{1}{4}$, $\frac{1}{2}$ and full page advertisements placed within pages 1-10 or in the first half of the newspaper if it is greater than 20 pages.

Modular Rate Prices

Advertisement Size	Black and White	Color Price
$\frac{1}{4}$ page	_____	_____
$\frac{1}{2}$ page	_____	_____
Full page	_____	_____

2. **Per Legal Square Inch/Classified Rates:** Provide Per Legal Square Inch/Classified rates. These rates are used for advertisements that are not specifically requested to be printed using the modular rate and are normally only provided in black and white. In past bids, the newspapers provided Price Per Column Inch rates which are usually higher than the Per Legal Square Inch/Classified Rate. In FY 21-22, Price Per Column Inch rates have only been used by the Beverly Press.

Per Legal Square Inch Rates

- a. For black and white advertisements placed within pages 1-10 or in the first half of the newspaper if it is greater than 20 pages _____
- b. For black and white back page advertisements such as classified ads, RFPs, RFQs. Bids, and long ordinances _____

In addition, staff recommends the RFP require the following with regard to pricing and billing: **For all ads not specified to use a modular rate, the newspaper shall charge the City the lesser of two rate calculations:**

- a. The Per Legal Square Inch/Classified Rate for the entire ad; or
- b. A combination of the full page modular rate plus the Per Legal Square rate for any remainder of the ad that does not fill a full page.

Staff also recommends the RFP require proposers to submit the following information in order for the City to evaluate each newspaper's pricing in further detail:

- a. Current Modular Rates for $\frac{1}{4}$ page, $\frac{1}{2}$ page and full page advertisements charged to other advertisers;
- b. Current Classified Rates charged to other advertisers; and

- c. Narrative of the newspaper's mechanical data including the size, per column width, and number of columns used in a full page advertisement

- ✓ **Independent Verified Circulation Audit.** As has been followed in previous bid solicitations, all proposers will be required to furnish an independent verified circulation audit completed within the last twelve (12) months, except that any bidders who submitted a verified circulation audit to the City of Beverly Hills in connection with a previous bid need not furnish a new circulation audit if the previously submitted audit was completed within the twenty-four (24) months prior to the Date of Request of the Request for RFPs (tentatively set for May 27, 2022).

	Audit Period submitted for FY 2021/22:	Completed within the last twelve (12) months?	Was the submitted FY 2021/22 Audit completed within 24 months prior to the Date of Request of the RFPs? <i>(May 27, 2020 - May 27, 2022)*</i>
Courier	October 1, 2019- March 31, 2021	No	Yes
Weekly	July 1, 2020 – December 31, 2020	No	Yes
Beverly Press	12 months ended March 31, 2019 (Same as FY 2020/21)	No	No**

* Tentative RFP Date of Request of the Request for RFPs

**The Beverly Press will be required to submit a new proposal for the FY 2022/23 RFP.

At the May 4, 2021 City Council Study Session meeting, staff asked for City Council direction on whether to include a provision in the FY 2021/22 Bid that requires locally adjudicated publications to provide an independent audit of their specified newspaper. City Council had a robust discussion on the topic and while it was agreed that the Beverly Press's existing audit under the LA Times could be submitted for the FY 2021/22 Bid, City Council requested the Beverly Press obtain an independent audit for the FY 2022/23 Bid.

At the July 27, 2021 Study Session meeting, the Beverly Press told the City Council that it initiated an independent audit through the Certified Verification Council (CVC) which is the auditor used by the BH Courier and the Beverly Hills Weekly. The Press stated that the audit would be conducted from September through December 2021 with a final report in the first quarter of 2022 (Attachment 3).

The results of each newspaper's circulation audit will factor heavily in the evaluation criteria of the forthcoming RFP. Based on previously submitted audit reports, we ask that these standard items be listed in the audit:

The independent verified circulation audit must include standard information:

- Distribution by Zip Code
- Distribution by County
- Average Net Press Run
- Controlled Distribution Data and Returns

- e. Paid Distribution Data and Returns
 - f. Carrier Delivery Rate and average number of subscriptions
 - g. Mail Rate and average number of subscriptions
- ✓ **Online Metrics:** At the prior Study Session meetings regarding the FY 2021-22 Bids, the City Council expressed interest in receiving online metrics from each of the newspapers. However, providing data that can be fairly compared is challenging.

The CVC offers some online metrics for its audits. While the City can ask each newspaper to have the CVC add the online metrics data when their audit is renewed, because each newspaper's audit is on a different renewal schedule (see above Circulation Audit table), not all of the newspapers will be able to provide the data for the FY 2022-23 RFP. In addition, by the time all of the newspapers have the data, information may have changed significantly for the older audits.

However, if available in the independent verified circulation audit, staff recommends that the RFP request the newspapers to include data for the following:

- a. Audited Average Website Reporting
- b. Audited Online/Digital Edition Reporting
- c. Text Media
- d. Social Media
- e. Email Media

REMAINING STATUS QUO:

Unless otherwise directed by the Ad Hoc Committee, these requirements will remain the same as has been historically requested. Each newspaper must still provide:

- a. A **valid certificate of adjudication**;
- b. A **map of the newspaper delivery area**; and
- c. **Sample advertisements:** notices of public hearing, notice to bidders, and an ordinance *or* resolution.

FISCAL IMPACT

There are no fiscal impacts associated with this discussion.

RECOMMENDATION

It is recommended that the City Council Ad Hoc Liaisons provide further direction and clarification on the items of the forthcoming RFP presented in this report. When the solicitation is ready, the City Clerk's office and Purchasing staff will release the RFP to interested newspapers that are adjudicated within the City of Beverly Hills.

The City Clerk's office will submit a report to the City Council once proposals are returned in response to the RFP. Staff would like to bring the results to City Council at the June 14, 2022 City Council Study Session meeting and then present the agreement(s) for City Council approval at the June 21, 2022 City Council Regular meeting.

Attachment 1

FY 2021-22 Legal and Advertising Bid



BID DOCUMENT

CITY OF BEVERLY HILLS
CITY CLERK'S OFFICE
455 NORTH REXFORD DRIVE BEVERLY HILLS, CALIFORNIA 90210
CITYCLERK@BEVERLYHILLS.ORG
(310) 285-2400

ADVERTISING AND NOTICES - BIDS WANTED

Sealed proposals are requested on the services set forth herein, subject to all conditions outlined in the Bid Document, including:

SECTION I: REQUEST FOR BIDS
SECTION II: GENERAL INFORMATION AND INSTRUCTIONS
SECTION III: DETAIL SPECIFICATIONS
SECTION IV: BID FORM**

***** (IF YOU CHOOSE NOT TO BID, PLEASE COMPLETE PAGE 12) *****

Proposals (**SECTION IV: BID FORM) should be sent by e-mail to CityClerk@beverlyhills.org on or before **5:00 p.m. Pacific Standard Time, on Thursday, June 17, 2021** at which time they will be opened for furnishing the services as indicated by the items hereunder listed and in accordance with the applicable specifications.

SECTION I - REQUEST FOR BID

Date of Request: June 8, 2021

Bid Number: RFB-21-070-01

Item Description: Advertising and Notices

Bid Opening: Thursday, June 17, 2021 @ 5:00 pm

All bids must be submitted to the City Clerk's Office by the specified opening time of the bid. Bids arriving after the specified hour will not be accepted. E-mailed bids must be clearly legible in type written or handwritten form, and must contain a signature by an authorized officer of the company.

BID DEPOSIT - NONE REQUIRED WITH THIS BID

PERFORMANCE BOND AND PAYMENT BOND - NONE REQUIRED WITH THIS BID

**CITY OF BEVERLY HILLS
SECTION II - GENERAL INFORMATION AND INSTRUCTIONS**

1. A bidder's proposal may be withdrawn at any time prior to the bid opening. No proposal may be withdrawn after the bid opening. Violation of this policy may cause bidder's removal from qualified Bidder's List.
2. Bidders are advised to become familiar with all conditions, instructions and specifications governing this bid. **Once the award has been made, a failure to have read all the conditions, instructions and specifications of this bid document shall not be cause to alter the contract or for bidder to request additional compensation.**
3. Each bidder shall submit in full a completed original Bid Form (see Section IV) and all attachments (see Section III) needed to fully describe the materials or work it proposes to furnish. **Bidder's failure to fully and adequately respond to this bid with the required documents may render the bid non-responsive and is grounds for rejection by the CITY.**
4. Prices quoted herein must be firm for a period of not less than ninety (90) days after date of bid opening.
5. Bids calling for other than a "lump sum" total bid may be awarded by single item, by groups of items, or as a whole, as the CITY deems to be in the best interest of the CITY.
6. Successful Bidder shall not assign the contract or subcontract, in whole or in part, without written consent of the CITY. Such consent shall neither relieve the successful bidder from its obligation nor change the terms of the contract.
7. Upon the award of the bid to the successful Bidder, the CITY will require evidence of insurance coverage be furnished within fourteen (14) days of notification of bid award. The amounts and types of coverage are specified in Section IV of this bid document. **All insurance forms must be in a format acceptable to the CITY.**
8. The CITY will be the sole and exclusive judge of quality, compliance with bid specifications or any other matter pertaining to this bid. **The CITY reserves the exclusive right to award this bid in any manner it deems to be in the best interest of the CITY.**
9. Every supplier of materials and services and all successful Bidders doing business with the CITY shall be an "Equal Opportunity Employer" as required by Section 2000e of Chapter 21, Title 42 of the United States Code Annotated and Federal Executive Orders #11375, and as such shall not discriminate against any other person by reason of race, creed, color, religion, age, sex or physical or mental handicaps with respect to the hiring, application for employment, tenure, terms or conditions or employment of any person.
10. Successful Bidder shall cooperate with the CITY in all matters relating to taxation and the collection of taxes. It is the policy of the CITY to self-accrue use tax associated with its own purchases. The CITY requests that its successful Bidders self-accrue their use tax, **when applicable**, and report the use tax to the State Board of Equalization with a CITY-assigned permit number. The CITY's own use tax which is self-accrued by the

CITY will be remitted to the State of California pursuant to the CITY's permit with the State Board of Equalization.

11. For any questions regarding this bid, please contact Huma Ahmed, City Clerk, at (310) 285-2400.

SECTION III – DETAIL SPECIFICATIONS

IN EVENT OF CONFLICT, THE FOLLOWING SPECIFICATIONS SHALL PREVAIL OVER GENERAL INFORMATION AND INSTRUCTIONS CONTAINED ELSEWHERE IN THIS BID.

- 1) The successful Bidder shall print, on a non-exclusive basis, and publish correctly and in a first-class manner in a newspaper that has been adjudicated as a newspaper of general circulation as defined in Section 6008 of the Government Code, for the City of Beverly Hills, **all legal advertising and any other notices or advertising of whatever kind or nature that may be requested in writing by an officer, board, commission or department of the City of Beverly Hills**, to be printed pursuant to the terms of this bid, and furnish proof of publication. **Nothing in this bid document shall be construed to require the CITY to place all advertisements, or any particular advertisement, with any successful Bidder to whom a contract is awarded.** The CITY retains the right to place advertisements in any publication or medium as required by law and as it determines to be in the best interests of the City. The successful Bidder shall enter into an agreement with CITY for services from July 1, 2021 through June 30, 2022 (see sample agreement attached as Attachment A).
- 2) All advertisements shall be inserted in every edition of the newspaper issued upon the day of publication, and not in any supplement thereof, and shall be published for the number of days directed in writing by CITY and no more. If specified by CITY in writing, certain Public Notices up front ads, which together may contain up to one page of text, shall be inserted within the first 10 pages and in the front half of the newspaper if the newspaper is less than 20 pages; and placed in the first 10 pages if the newspaper is over 20 pages. If at any time during the period of the agreement, the newspaper to which the agreement is awarded is not published and circulated regularly on its regular date of publication, the CITY has the right to immediately terminate the agreement and to recover any damages from the successful Bidder. If the newspaper is published more than one day per week, advertisements shall be placed on the publication date requested by the CITY.
- 3) Bidders shall specify the font style and size for up front ads and other advertising submitted by the CITY and shall submit the above samples in those font styles and sizes. Font style shall be Serif or Sans Serif or other style acceptable to the CITY. Font size shall be eight (8) points except that Sans Serif may be seven (7) points, or other font size acceptable to the CITY. The CITY will not be responsible for any additional charges for successful Bidder's use of larger font sizes, unless requested by the CITY in writing.
- 4) Written copy furnished by the CITY shall not be photocopied and published in "as is" condition. All such written copy shall be typeset as required by the CITY and **in the font style and size specified in the Scope of Services of the agreement**, unless otherwise specified by the CITY (see #3). The CITY may also provide the successful Bidder with a camera-ready copy.
- 5) The successful Bidder shall pick up the notice/advertising copy from CITY or accept fax or digital transmission of the copy from CITY, and **provide a proof prior to publication for CITY to review for accuracy.** All CITY advertisements shall be approved by CITY in writing prior to publishing.

- 6) Successful Bidder shall contact the CITY first and within 24 hours of the distribution day of the papers to offer any last minute display opportunities at a competitive rate determined by the publication.
- 7) In the event the successful Bidder fails to publish an advertisement or notice or publishes improperly, the successful Bidder shall, at the election of the CITY, republish on the next available publication date at no charge to the CITY or shall not charge the CITY for the improperly published advertisement.
- 8) The successful Bidder shall provide one affidavit of publication within two weeks of each publication.
- 9) The successful Bidder will be required during the term of the agreement to deliver free of charge fifty (50) copies of each issue of said newspaper to the CITY Hall Attn: City Clerk's office.
- 10) All bidders shall furnish:
 - a) **A valid certificate of adjudication.**
 - b) An **independent verified circulation audit** completed within the last twelve (12) months, except that any bidders who submitted a verified circulation audit to the City of Beverly Hills in connection with a previous bid need not furnish a new circulation audit if the previously submitted audit was completed within the twenty four (24) months prior to the Date of Request of this Request for Bids.
 - c) **A map of the bidder's newspaper delivery area.** The map shall clearly identify the locations in the CITY where newspapers are delivered and where they are not delivered. The bidder shall use a Thomas Guide Street Map or equivalent and specifically delineate streets or areas in the CITY where newspapers are delivered and streets or areas where newspapers are not delivered. The map shall also show those streets or areas in the CITY where newspapers are delivered free of charge and those streets or areas in the CITY where newspapers are delivered only with a paid subscription. All bidders shall also describe the nature and extent of delivery of newspapers in commercial areas of the CITY and to multi-family residential properties.
 - d) **A sample notice of public hearing, notice to bidders, and an ordinance or resolution.** (Samples are attached as Attachment B).
 - e) **The lowest price paid during the previous 12 months for the following types of advertising:**
 - a. Legal/Classified Advertising

(continued on next page)

b. Display Advertising pages placed up to page 10 and in the front half of the newspaper for:

- (1) 1/4 page

- (2) 1/2 page

- (3) full page

c. Display Advertising pages placed in the first 10 pages if the newspaper is over 20 pages:

- (1) 1/4 page

- (2) 1/2 page

- (3) full page

d.) The **bidder's deadline** (day of week and time) for publication of notices/advertising.

SECTION IV - BID FORM
MUST BE COMPLETED BY BIDDER

The undersigned proposes to furnish all materials, supplies, equipment or services set forth herein subject to all conditions outlined in the Bid Document, including the general instructions and information to bidders, in accordance with the schedule below:

SCHEDULE OF RATES

<u>ITEM</u>	<u>ARTICLE</u>	<u>PRICE PER LEGAL SQUARE INCH*</u>	<u>PRICE PER COLUMN INCH</u>
1.	For the typesetting as necessary, printing and publishing of Public Notices upfront ads shall be inserted within the first 10 pages and in the front half of the newspaper if the newspaper is less than 20 pages; and placed in the first 10 pages if the newspaper is over 20 pages, using a bold face title. Such notice shall be two columns in width with heavy border	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)
		(Please also provide on a separate sheet, the price for display advertising in modular form, for at a minimum 1/4 page, 1/2 page and one full page.)	
2.	For the typesetting as necessary, printing and publishing of official advertising on pages dedicated to legal and classified advertising (legal/classified ads).	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)
3.	For the printing and publishing of display advertising upfront ads shall be inserted within the first 10 pages and in the front half of the newspaper if the newspaper is less than 20 pages; and placed in the first 10 pages if the newspaper is over 20 pages, as typeset by CITY .	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)	\$ _____ (with digitally transmitted text) \$ _____ (without digitally transmitted text)
		(Please also provide on a separate sheet, the price for display advertising in modular form, for at a minimum 1/4 page, 1/2 page and one full page.)	

- | | | |
|--|---|---|
| 4. For the printing and publishing of display advertising on pages dedicated to legal and classified advertising as typeset by CITY (legal/classified ads). | \$ _____
(with digitally transmitted text)
\$ _____
(without digitally transmitted text) | \$ _____
(with digitally transmitted text)
\$ _____
(without digitally transmitted text) |
|--|---|---|

Display Advertising in modular form shall be provided at the following rates on request by CITY:

Black and White

Color

1/4 page:

\$ _____

\$ _____

1/2 page:

\$ _____

\$ _____

Full page:

\$ _____

\$ _____

Please indicate whether the bidder would be willing to voluntarily agree to give CITY an option to extend its advertising agreement with the CITY on the same terms with an increase to pricing equivalent to any increase in the consumer price index

☐ Yes

☐ No

Based on the independent verified circulation audit (included or on file):

Tier 1 – Number of publications distributed to Beverly Hills residents weekly: _____

Tier 2 – Number of publications distributed in Beverly Hills weekly: _____

Tier 3 – Number of publications distributed outside of Beverly Hills weekly: _____

Tier 4 - Online readership data*: _____

***All Bidders must provide online readership data if it is available.**

PRICING

Successful Bidder's rates shall not exceed the rates the successful Bidder charges any other commercial advertiser (other than rates for advertising residential real estate) for the same size advertising in the same location, other than special introductory rates (rates for commercial advertisers who have not advertised for at least three years, with the rate not lasting more than 60 days) or special rates charged to advertisers who contract to purchase at least one half page of advertising in every edition of the newspaper for a duration of at least ninety (90) days.

For those advertisements that require typesetting, successful Bidder's rates shall not exceed the rates the successful Bidder charges any other advertiser for the same size advertising, in the same location, and typeset by the successful Bidder, other than special introductory rates (rates for commercial advertisers who have not advertised for at least three years, with the rate not lasting more than 60 days) or special rates charged to advertisers who contract to purchase at least one half page of advertising in every edition of the newspaper for a duration of at least ninety (90) days. Bidder's shall submit with this bid and Successful Bidder's shall continue to submit thereafter quarterly to CITY a certified rate sheet which sets forth the rates it charges for advertising. CITY shall have the right to audit successful Bidder's business records as provided in Section 16 of Attachment A.

1. Deadline _____ for Publishing _____.
(day and time) (day)

2. Payment Terms as set forth in Exhibit B-2 to Attachment A.

Exceptions or Deviations attached YES NO

Company Name _____ Telephone _____

Address _____

Person submitting bid:

Print Name

Title

Signature

Date

TAX

All bid proposals shall be exclusive of tax. CITY staff will compute all tax involved when applicable.

ACCEPTANCE OF PROPOSAL

The CITY reserves the right to accept or reject any and all bids and reserves the right to waive errors where such action best serves the interests of the CITY. The successful Bidder may be required to acknowledge by written confirmation that the minimum requirements of the specifications are included in the successful Bidder's proposal before the award of the bid.

The CITY will evaluate each bid with regard to price and with regard to the extent of distribution within the CITY, including, without limitation, the overall delivery area of the newspaper.

EXCEPTIONS

Any bidder's exceptions to these terms or conditions or deviations from the written specifications shall be shown in writing and attached to bid form. However, such exceptions or deviations may result in bid rejection.

INSURANCE

- (1) **Commercial general liability** coverage at least as broad as Insurance Services Office Commercial General Liability occurrence coverage ("occurrence" form CG0001, Ed. 11/85) with a limit of not less than \$2,000,000 (Two Million Dollars) per occurrence. If the insurance includes a general aggregate limit, that limit shall apply separately to this contract or it shall be at least twice the required per occurrence limit.
- (2) **Media Liability Coverage** that includes errors and omissions coverage for public notices with a limit of not less than \$1,000,000 (One Million Dollars) per occurrence.
- (3) **Business automobile liability** insurance at least as broad as Insurance Services Office form CA 0001 (Ed. 1/87) covering Automobile Liability, code 1 "any auto" and endorsement CA 0029 (Ed. 12/88) with a limit not less than \$1,000,000 (One Million Dollars) per accident.
- (4) **Workers Compensation** Insurance as required by the State of California.

All insurance coverages shall be provided by insurers with a rating of A+; VII or better in the most recent edition of Best's Key Rating Guide, Property-Casualty Edition.

Please use the official City of Beverly Hills certificate of insurance form (Exhibit C of Attachment A). If you use another form, the following requirements must be met to make the certificates acceptable to the CITY:

1	name the City of Beverly Hills as additional insured for both GENERAL liability and AUTO liability;
2	have at least thirty (30) days written notice of cancellation and include a waiver of subrogation; and
3	all certificates of insurance must remain <u>current</u> until the agreement expires or is sooner cancelled.

AFTER THE ACCEPTANCE AND AWARD OF THE BID BY THE CITY COUNCIL, THE SUCCESSFUL BIDDER SHALL BE REQUIRED TO EXECUTE AN AGREEMENT (SEE **SAMPLE AGREEMENT** ATTACHED AS ATTACHMENT A).

Work shall not commence until certificates of insurance have been approved and an agreement executed.

If your response is "**NO BID**", please explain below:

COMPANY NAME: _____

ADDRESS: _____

CITY, STATE, ZIP CODE: _____

TELEPHONE NUMBER: _____

BY: _____
Print Name

Signature

Title

Date

PLEASE RETURN BY E-MAIL TO:

CITYCLERK@BEVERLYHILLS.ORG

SAMPLE AGREEMENT

ATTACHMENT A

AGREEMENT BETWEEN THE CITY OF BEVERLY HILLS AND
_____ TO PROVIDE ADVERTISING AND NOTICES

NAME OF CONTRACTOR:

RESPONSIBLE PRINCIPAL OF CONTRACTOR:

CONTRACTOR'S ADDRESS:

CITY'S ADDRESS:

City of Beverly Hills
455 N. Rexford Drive
Beverly Hills, CA 90210
Attention: Huma Ahmed, City Clerk

COMMENCEMENT DATE:

July 1, 2021

TERMINATION DATE:

June 30, 2022

CONSIDERATION:

Based on the rates set forth in Exhibit B-1,
attached hereto and incorporated herein

AGREEMENT BETWEEN THE CITY OF BEVERLY HILLS
AND _____ TO PROVIDE
ADVERTISING AND NOTICES

THIS AGREEMENT is made by and between the City of Beverly Hills, a municipal corporation (hereinafter called "CITY"), and _____, (hereinafter called "CONTRACTOR").

RECITALS

A. CITY desires to have certain services provided (the "services") as set forth in Exhibit A, attached hereto and incorporated herein.

B. CONTRACTOR represents that it is qualified and able to perform the services.

NOW, THEREFORE, the parties agree as follows:

Section 1. CONTRACTOR's Scope of Work. CONTRACTOR shall perform the Scope of Work described in Exhibit A in a manner satisfactory to CITY and consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions. CITY shall have the right to order, in writing, changes in the Scope of Work. Any changes in the Scope of Work by CONTRACTOR must be made in writing and approved by both parties. The cost of any change in the Scope of Work must be agreed to by both parties in writing.

Section 2. Time of Performance.

CONTRACTOR shall commence its services under this Agreement upon the Commencement Date or upon a receipt of a written notice to proceed from CITY. CONTRACTOR shall complete the performance of services by the Termination Date set forth above.

Section 3. Compensation.

(a) Compensation

CITY agrees to compensate CONTRACTOR for the services and/or goods provided under this Agreement, and CONTRACTOR agrees to accept in full satisfaction for such services, a sum not to exceed the Consideration attached hereto and incorporated herein, based on the rates set forth in Exhibit B-1.

(b) Expenses

The amount set forth in paragraph (a) shall include reimbursement for all actual and necessary expenditures reasonably incurred in the performance of this Agreement (including, but not limited to, all labor, materials, delivery, tax, assembly, and installation, as applicable). There shall be no claims for additional compensation for reimbursable expenses.

(c) **Additional Services.** CITY may from time to time require CONTRACTOR to perform additional services not included in the Scope of Work. Such requests for additional services shall be made by CITY in writing and agreed upon by both parties in writing.

Section 4. **Method of Payment.** CITY shall pay CONTRACTOR said Consideration in accordance with the method and schedule of payment set forth in Exhibit B-2.

Section 5. **Independent Contractor.** CONTRACTOR is and shall at all times remain, as to CITY, a wholly independent contractor. Neither CITY nor any of its agents shall have control over the conduct of CONTRACTOR or any of CONTRACTOR's employees, except as herein set forth. CONTRACTOR shall not, at any time, or in any manner, represent that it or any of its agents or employees are in any manner agents or employees of CITY.

Section 6. **Assignment.** This Agreement shall not be assigned in whole or in part, by CONTRACTOR without the prior written approval of CITY. Any attempt by CONTRACTOR to so assign this Agreement or any rights, duties or obligations arising hereunder shall be void and of no effect.

Section 7. **Responsible Principal(s)**

(a) CONTRACTOR's Responsible Principal set forth above shall be principally responsible for CONTRACTOR's obligations under this Agreement and shall serve as principal liaison between CITY and CONTRACTOR. Designation of another Responsible Principal by CONTRACTOR shall not be made without prior written consent of CITY.

(b) CITY's Responsible Principal shall be the City Manager or his designee set forth above who shall administer the terms of the Agreement on behalf of CITY.

Section 8. **Personnel.** CONTRACTOR represents that it has, or shall secure at its own expense, all personnel required to perform CONTRACTOR's Scope of Work under this Agreement. All personnel engaged in the work shall be qualified to perform such Scope of Work.

Section 9. **Permits and Licenses.** CONTRACTOR shall obtain and maintain during the Agreement term all necessary licenses, permits and certificates required by law for the provision of services under this Agreement, including a business license.

Section 10. **Interests of Contractor.** CONTRACTOR affirms that it presently has no interest and shall not have any interest, direct or indirect, which would conflict in any manner with the performance of the Scope of Work contemplated by this Agreement. No person having any such interest shall be employed by or be associated with CONTRACTOR.

Section 11. **Insurance.**

(a) CONTRACTOR shall at all times during the term of this Agreement carry, maintain, and keep in full force and effect, insurance as follows:

(1) A policy or policies of Comprehensive General Liability Insurance, with minimum limits of Two Million Dollars (\$2,000,000) for each occurrence, combined single limit, against any personal injury, death, loss or damage resulting from the wrongful or negligent acts by CONTRACTOR.

(2) A policy or policies of Comprehensive Vehicle Liability Insurance covering personal injury and property damage, with minimum limits of One Million Dollars (\$1,000,000) per occurrence combined single limit, covering any vehicle utilized by CONTRACTOR in performing the Scope of Work required by this Agreement.

(3) Workers' compensation insurance as required by the State of California.

(4) CONTRACTOR shall at all times during the term of this Agreement carry, maintain, and keep in full force and effect, a policy or policies of Media Liability Coverage that includes errors and omissions coverage for public notices, with minimum limits of One Million Dollars (\$1,000,000) for each occurrence. CONTRACTOR shall require each of its sub-contractors to maintain insurance coverage which meets all of the requirements of this Agreement.

(b) CONTRACTOR shall require each of its sub-contractors to maintain insurance coverage which meets all of the requirements of this Agreement.

(c) The policy or policies required by this Agreement shall be issued by an insurer admitted in the State of California and with a rating of at least a A+;VII in the latest edition of Best's Insurance Guide.

(d) CONTRACTOR agrees that if it does not keep the aforesaid insurance in full force and effect CITY may either immediately terminate this Agreement or, if insurance is available at a reasonable cost, CITY may take out the necessary insurance and pay, at CONTRACTOR's expense, the premium thereon.

(e) At all times during the term of this Agreement, CONTRACTOR shall maintain on file with the City Clerk a certificate or certificates of insurance on the form set forth in Exhibit C, attached hereto and incorporated herein, showing that the aforesaid policies are in effect in the required amounts. CONTRACTOR shall, prior to commencement of work under this Agreement, file with the City Clerk such certificate or certificates. The general liability insurance shall contain an endorsement naming the CITY as an additional insured.

(f) The general liability and vehicle liability policies required under this Agreement shall contain an endorsement providing that the policies cannot be canceled or reduced except on thirty (30) days prior written notice to CITY, and specifically stating that the coverage contained in the policies affords insurance pursuant to the terms and conditions as set forth in the Agreement.

(g) The insurance provided by CONTRACTOR shall be primary to any coverage available to CITY. The policies of insurance required by this Agreement shall include provisions for waiver of subrogation.

(h) Any deductibles or self-insured retentions must be declared to and approved by CITY. At the option of CITY, CONTRACTOR shall either reduce or eliminate the deductibles or self-insured retentions with respect to CITY, or CONTRACTOR shall procure a bond guaranteeing payment of losses and expenses.

(i) The insurance coverage amounts required under the Agreement do not limit CITY's right to recover against CONTRACTOR and its insurance carriers.

Section 12. Indemnification.

(a) CONTRACTOR agrees to indemnify, hold harmless and defend CITY, City Council and each member thereof, and every officer, employee and agent of CITY, from any claim, liability or financial loss (including, without limitation, attorneys fees and costs) arising from any intentional, reckless, negligent, or otherwise wrongful acts, errors or omissions of CONTRACTOR or any person employed by CONTRACTOR in the performance of this Agreement.

(b) All duties of CONTRACTOR shall survive termination or expiration of the Agreement.

Section 13. Termination.

(a) CITY shall have the right to terminate this Agreement for any reason or for no reason upon five calendar days' written notice to CONTRACTOR. CONTRACTOR agrees to cease all work under this Agreement on or before the effective date of such notice.

(b) In the event of termination or cancellation of this Agreement by CITY, due to no fault or failure of performance by CONTRACTOR, CONTRACTOR shall be paid based on the percentage of work satisfactorily performed at the time of termination. In no event shall CONTRACTOR be entitled to receive more than the amount that would be paid to CONTRACTOR for the full performance of the services required by this Agreement. CONTRACTOR shall have no other claim against CITY by reason of such termination, including any claim for compensation.

Section 14. CITY's Responsibility. CITY shall provide CONTRACTOR with all pertinent data, documents, and other requested information as is available for the proper performance of CONTRACTOR's Scope of Work.

Section 15. Information and Documents. All data, information, documents and drawings prepared for CITY and required to be furnished to CITY in connection with this Agreement shall become the property of CITY, and CITY may use all or any portion of the work submitted by CONTRACTOR and compensated by CITY pursuant to this Agreement as CITY deems appropriate.

Section 16. Records Retention and Examination. CONTRACTOR shall retain, protect, and maintain in an accessible location all records and documents, including paper, electronic, and computer records, with respect to all matters covered under this Agreement including but not limited to (1) the rates paid by CITY under this Agreement, and (2) the distribution, delivery and circulation for five (5) years after receipt of final payment by CITY under the Agreement. CONTRACTOR shall make all such records and documents available for inspection, copying, or other reproductions, and auditing by authorized representatives of CITY, including the City Manager or designee, free of charge. CONTRACTOR shall make available all requested data and records at reasonable locations within the County of Los Angeles at any time during normal business hours, and as often as CITY deems necessary. If records are not made available within the County of Los Angeles, CONTRACTOR shall pay CITY's travel, hotel and meal costs to the location where the records are maintained. CONTRACTOR must include this provision in all subcontracts made in connection with this Agreement. If CITY or its representative determines that the rates paid by the CITY for advertising exceed the rates paid by any other advertiser of CONTRACTOR for the same advertising other than special introductory rates (rates for commercial advertisers who have not advertised for at least three years, with the rate not lasting more than 60 days) or special rates offered to advertisers who contract to purchase at least one half page in every edition of the newspaper for at least ninety (90) days, CONTRACTOR shall promptly reimburse CITY for all fees paid in excess of those required by this Agreement. In addition, CONTRACTOR shall reimburse CITY for all costs and expenses incurred by CITY in connection with such audit. This provision shall survive the termination of the Agreement.

Section 17. Notice. Any notices, bills, invoices, etc. required by this Agreement shall be deemed received on (a) the day of delivery if delivered by hand during the receiving party's regular business hours or by facsimile before or during the receiving party's regular business hours; or (b) on the second business day following deposit in the United States mail, postage prepaid to the addresses set forth above, or to such other addresses as the parties may, from time to time, designate in writing pursuant to this section.

Section 18. Circulation. CONTRACTOR shall, at all times during the term of this Agreement publish insert name of newspaper and circulate such publication, free of charge, weekly on its regular date of publication to the areas described in its bid proposal and shown in Exhibit D. Failure to comply with this section shall be a material breach of this Agreement.

Section 19. Attorney's Fees. In the event that either party commences any legal action or proceeding to enforce or interpret the provisions of this Agreement, the prevailing party in such action shall be entitled to reasonable attorney's fees, costs and necessary disbursements, in addition to such other relief as may be sought and awarded.

Section 20. Entire Agreement. This Agreement represents the entire integrated agreement between CITY and CONTRACTOR, and supersedes all prior negotiations, representations or agreements, either written or oral. This Agreement may be amended only by a written instrument signed by both CITY and CONTRACTOR.

Section 21. Exhibits; Precedence. All documents referenced as exhibits in this Agreement are hereby incorporated in this Agreement. In the event of any material discrepancy

between the express provisions of this Agreement and the provisions of any document incorporated herein by reference, the provisions of this Agreement shall prevail.

Section 22. Governing Law. The interpretation and implementation of this Agreement shall be governed by the domestic law of the State of California.

Section 23. CITY Not Obligated to Third Parties. CITY shall not be obligated or liable under this Agreement to any party other than CONTRACTOR.

Section 24. Severability. Invalidation of any provision contained herein or the application thereof to any person or entity by judgment or court order shall in no way affect any of the other covenants, conditions, restrictions, or provisions hereof, or the application thereof to any other person or entity, and the same shall remain in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the _____ day of _____, 2021, at Beverly Hills, California.

CITY OF BEVERLY HILLS
A Municipal Corporation

ROBERT WUNDERLICH
Mayor of the City of Beverly Hills, California

ATTEST:

HUMA AHMED
City Clerk

CONTRACTOR: [insert name of newspaper]

Name:
Title:

Name:
Title

APPROVED AS TO FORM:

LAURENCE S. WIENER
City Attorney

APPROVED AS TO CONTENT:

GEORGE CHAVEZ
City Manager

HUMA AHMED
City Clerk

SHARON L'HEUREUX DRESSEL
Risk Manager

EXHIBIT A

SCOPE OF SERVICES

CONTRACTOR shall, at CITY's written request, perform the following services to the satisfaction of CITY:

Print and publish, on a non-exclusive basis, correctly and in a first-class manner in **[insert name of newspaper]**, a newspaper that has been adjudicated as a newspaper of general circulation as defined in Section 6008 of the Government Code, for the City of Beverly Hills, **all legal advertising. In addition, CONTRACTOR shall print and publish, on a non-exclusive basis, correctly and in a first class manner in [insert name of newspaper], any other notices or advertising of whatever kind or nature that may be requested in writing by an officer, board, commission or department of the City of Beverly Hills, to be printed pursuant to the terms of this bid, and furnish proof of such publication. However, nothing in this Agreement shall be construed to require CITY to place all advertisements, or any particular advertisement, with CONTRACTOR. CITY retains the right to place advertisements in any publication or medium as required by law and as it determines to be in the best interests of CITY.**

All advertisements to be published under this Agreement shall be inserted in every edition of **[insert name of newspaper]** issued upon the day of publication, and not in any supplement thereof, and shall be published for the number of days directed in writing by the officer requiring such publication and no more. If specified by CITY in writing, up to one full page of Public Notices up front ads shall be inserted within the first 10 pages and in the front half of the **[insert name of newspaper]** if the newspaper is less than 20 pages. If the newspaper is over 20 pages, the Public Notices upfront ads shall be placed in the first 10 pages. If **[insert name of newspaper]** is published on more than one day per week, then advertisements shall be placed on the publication date requested by the CITY.

Unless CITY specifies a different font style and font size, CONTRACTOR shall publish CITY's legal notices and advertising in the following font style and size:

serif= Times New Roman eight point font
san serif =Arial seven point font

The CITY will not be responsible for any additional charges for CONTRACTOR'S use of larger font sizes, unless requested by the CITY in writing.

CONTRACTOR shall be required during the term of the Agreement to deliver free of charge fifty (50) copies of each issue of **[insert name of newspaper]** to the City Clerk's office.

Written copy furnished by CITY for publication shall not be photocopied and published in "as is" condition unless expressly authorized by CITY. All such written copy shall be typeset as required by CITY. CITY may also provide CONTRACTOR with camera-ready copy. CONTRACTOR shall contact the CITY first and within 24 hours of the distribution day of the papers to offer any last minute display opportunities at a competitive rate determined by the publication.

In the event CONTRACTOR fails to publish an advertisement or notice, or publishes improperly, CONTRACTOR shall, at the election of CITY, republish the advertisement or notice on the next available publication date at no charge to CITY or shall not charge CITY for the improperly published advertisement.

Prior to the commencement of services under this Agreement and again on request by CITY, CONTRACTOR shall submit evidence satisfactory to the CITY of and its certificate of adjudication, its independent verified audit, and its newspaper delivery area within the City of Beverly Hills. Evidence of its newspaper delivery area shall indicate where newspapers are delivered without charge in the CITY and where newspapers are only delivered pursuant to a paid subscription and where newspapers are not delivered in CITY, and the approximate number of residences in the CITY to which the newspaper is delivered.

CONTRACTOR's deadline for publication of notices/advertising shall be _____ at ____ p.m. Pacific Standard Time for publishing on _____.

CONTRACTOR shall provide one affidavit of publication within two weeks of each publication.

CONTRACTOR shall pick up the notice/advertising copy from CITY or accept fax or digital transmission of the copy from CITY, and provide a proof prior to publication for CITY to review for accuracy. All CITY advertisements shall be approved by CITY in writing prior to publishing.

Infectious Disease

A. The federal government and state of California, the County of Los Angeles, and CITY have declared an emergency due to a global pandemic caused by an infectious coronavirus which causes a disease referred to as COVID-19. In an effort to support and maintain a safe and healthy workplace for CITY employees and the community, CITY is requiring all contractors and CONTRACTORS to immediately monitor and track the signs and symptoms of COVID-19, the common cold and influenza for all of its employees and subcontractors (collectively "CONTRACTOR employees") assigned to CITY projects that come onsite to any CITY facility to perform services under the Agreement.

B. CONTRACTOR shall notify CITY immediately in writing if CONTRACTOR or CONTRACTOR employees have come in contact with anyone with an infectious disease or has contracted an infectious disease. Such CONTRACTOR employees shall immediately cease performing services under the Agreement.

C. CONTRACTOR shall monitor CONTRACTOR employees' signs and symptoms with written logs. CONTRACTOR shall do and maintain a daily recording of the following:

1. Require CONTRACTOR employees to take their temperature each time they enter and exit CITY facilities (both before and after work is performed at CITY facilities).
2. If CONTRACTOR employees have a fever (100°F or higher), are coughing, have trouble breathing or other symptoms of COVID-19, the common cold, or influenza:
 - (a) Do not have CONTRACTOR employees report to work.
 - (b) Contact your CITY Responsible Principal .
 - (c) Direct CONTRACTOR employees to:
 - i. Not go out in public.
 - ii. Avoid contact with others.

- iii. Not travel while sick.
 - iv. Cover mouth and nose with a tissue or sleeve (not hands), while coughing or sneezing.
 - v. Wash hands often with soap and water for at least 20 seconds to avoid spreading illnesses such as the common cold, influenza or COVID-19 to others.
 - vi. If soap and water are not readily available, use an alcohol-based hand sanitizer, which contains 60%-95% alcohol or solutions available for use at the facility.
3. CONTRACTOR shall disinfect all areas that CONTRACTOR's employees come in contact with while performing services under the Agreement before and after usage.
4. CONTRACTOR employees shall not return to any CITY facility until they meet the guidance* of the Los Angeles County Department of Public Health.

* CONTRACTOR acknowledges it has reviewed, understands and will follow the Los Angeles County Department of Public Health guidance for managers:
<http://publichealth.lacounty.gov/media/Coronavirus/FAQ-Managers.pdf>

D. CONTRACTOR shall also maintain daily monitoring and record keeping in connection with CITY projects where CONTRACTOR employees come on site for the following information:

- 1. Projects are adhering to Social Distancing** and Industry Safety Standards for employees and the public.
- 2. CONTRACTOR employees are not working while sick.
- 3. CONTRACTOR shall notify their CITY Project Manager or CITY Responsible Principal prior to reporting on site daily.
- 4. CONTRACTOR shall contact their CITY Project Manager or CITY Responsible Principal to reschedule non-essential services.

**Please review Los Angeles County Department of Public Health guidelines for social distancing:

<http://publichealth.lacounty.gov/media/Coronavirus/GuidanceSocialDistancing.pdf>

For the latest CITY updates and COVID-19 related FAQs please visit <http://www.beverlyhills.org/novelcoronavirus>

CITY reserves the right to review CONTRACTOR's daily logs to ensure compliance with this Agreement. CITY has the right to send CONTRACTOR employees home who do not comply with these requirements. CONTRACTOR shall maintain the recordings and logs in accordance with the Agreement.

For questions, please contact the Responsible Principal or Risk Management at 310-285-1073.

EXHIBIT B-1

SCHEDULE OF RATES

<u>ITEM</u>	<u>ARTICLE</u>	<u>PRICE PER LEGAL SQUARE INCH*</u>	<u>PRICE PER COLUMN INCH</u>
1.	For the typesetting as necessary, printing and publishing of Public Notices upfront ads within the first 10 pages and in the front half of the newspaper if the newspaper is less than 20 pages; and placed in the first 10 pages if the newspaper is over 20 pages, using a bold face title. Such notice shall be two columns in width with heavy border	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)
2.	For the typesetting as necessary, printing and publishing of official advertising on pages dedicated to legal and classified advertising (legal/classified ads).	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)
3.	For the printing and publishing of display advertising upfront ads within the first 10 pages and in the front half of the newspaper if the newspaper is less than 20 pages; and placed in the first 10 pages if the newspaper is over 20 pages, as typeset by CITY .	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)
4.	For the printing and publishing of display advertising on pages dedicated to legal and classified advertising as typeset by CITY (legal/classified ads).	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)	\$_____ (with digitally transmitted text) \$_____ (without digitally transmitted text)

Display Advertising in modular form shall be provided at the following rates on request by CITY:

	Black and White	Color
1/4 page:	\$ _____	\$ _____
1/2 page:	\$ _____	\$ _____
Full page:	\$ _____	\$ _____

CONTRACTOR's rates shall not exceed the rates CONTRACTOR charges any other commercial advertiser (other than rates for advertising residential real estate) for the same advertising, in the same location, other than special introductory rates (rates for commercial advertisers who have not advertised for at least three years, with the rate not lasting more than 60 days)_or special rates charged to advertisers who contract to purchase at least one half page of advertising in every edition of **[insert name of newspaper]** for a duration of at least ninety days. For those advertisements requiring typesetting,

CONTRACTOR's rates shall not exceed the rates CONTRACTOR charges for any other advertiser for the same size advertising, in the same location, and typeset by CONTRACTOR, other than special introductory rates (rates for commercial advertisers who have not advertised for at least three years, with the rate not lasting more than 60 days)_or special rates charged to advertisers who contract to purchase at least one half page of advertising in every edition of **[insert name of newspaper]** for a duration of at least ninety days. CONTRACTOR shall submit to CITY upon execution of this Agreement and quarterly thereafter, a certified rate sheet which sets forth the rates it charges for advertising. CITY shall have the right to audit CONTRACTOR's business records as provided in Section 16 of this Agreement.

EXHIBIT B-2

SCHEDULE OF PAYMENT

Within 30 days after the end of each month, CONTRACTOR shall submit to CITY an itemized statement which shall set forth in detail a description of the services performed during that month. CONTRACTOR shall also submit one affidavit of publication for each advertisement placed in insert name of newspaper . CITY shall pay CONTRACTOR the amount of such undisputed billing within thirty (30) days of receipt of the itemized statement and affidavits of publication.

EXHIBIT C

CERTIFICATE OF INSURANCE

This is to certify that the following endorsement is part of the policy(ies) described below:

**NAMED INSURED (CONTRACTOR)
COVERAGE****COMPANIES AFFORDING**

A.
B.
C.

ADDRESS:

POLICY NUMBER	COMPANY (A. B. C.)	COVERAGE	EXPIR. DATE	LIMITS		
				B.I.	P.D.	AGGREGATE
		AUTOMOBILE LIABILITY []				
		GENERAL LIABILITY []				
		PRODUCTS /COMPLETED OPERATIONS []				
		BLANKET CONTRACTUAL []				
		CONTRACTOR'S PROTECTIVE []				
		PERSONAL INJURY []				
		OTHER []				
		EXCESS LIABILITY []				
		WORKERS' COMPENSATION []				

It is hereby understood and agreed that the **City of Beverly Hills**, its City Council and each member thereof and every officer and employee of the CITY shall be named as joint and several assureds with respect to claims arising out of the following project or agreement:

It is further agreed that the following indemnity agreement between the **City of Beverly Hills** and the named insured is covered under the policy: CONTRACTOR agrees to indemnify, hold harmless and defend CITY, its City Council and each member thereof and every officer and employee of CITY from any and all liability or financial loss resulting from any suits, claims, losses or actions brought against and from all costs and expenses of litigation brought against CITY, its City Council and each member thereof and any officer of employee of CITY which results directly or indirectly from the wrongful or negligent actions of CONTRACTOR's officers, employees, agents or others employed by CONTRACTOR while engaged by CONTRACTOR in the (performance of this agreement) construction of this project.

It is further agreed that the inclusion of more than one assured shall not operate to increase the limit of the company's liability and that insurer waives any right of contribution with insurance which may be available to the **City of Beverly Hills**.

In the event of cancellation or material change in the above coverage, the company will give 30 days written notice of cancellation or material change to the certificate holder.

Except to certify that the policy(ies) described above have the above endorsement attached, this certificate or verification of insurance is not an insurance policy and does not amend, extend or alter the coverage afforded by the policies listed herein. Notwithstanding any requirement, term, or condition of any contract or other document with respect to which this certificate or verification of insurance may be issued or may pertain, the insurance afforded by the policies described herein is subject to all the terms, exclusions and conditions of such policies.

DATE: _____

BY: _____

Authorized Insurance Representative

AGENCY: _____

TITLE: _____

ADDRESS: _____

EXHIBIT D
CIRCULATION AREA

ATTACHMENT B

EXHIBIT A

NOTICE OF PUBLIC HEARING

The Council of the City of Beverly Hills, at its regular meeting to be held online on **Tuesday, June 1, 2021, at 7:00 p.m.**, will hold a public hearing to consider adoption of:

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF BEVERLY HILLS
ADOPTING THE 2020 URBAN WATER MANAGEMENT PLAN, A WATER
SHORTAGE CONTINGENCY PLAN, AND AN AMENDMENT TO THE 2015
URBAN WATER MANAGEMENT PLAN

The City of Beverly Hills is currently updating its Urban Water Management Plan (UWMP) and preparing its Water Shortage Contingency Plan (WSCP) in accordance with the Urban Water Management Planning Act, California Water Code Sections 10610 et seq. (the "Act") and is amending its 2015 Urban Water Management Plan to demonstrate consistency with Delta Plan Policy WR P1, (Title 23 of the California Code Regulations section 5003). The Act requires urban water suppliers supplying more than 3,000 acre-feet of water annually or providing water to more than 3,000 customers to update their UWMP every five years.

A draft of the City's 2020 UWMP is available on the City's website (www.beverlyhills.org/UWMP). If you would like more information or have any questions, please contact **Vince Damasse, Water Resources Manager at (310) 285-2491 (email: vdamasse@beverlyhills.org)** or contact **Melissa Gomez, Senior Management Analyst, at (310) 288-2864 (email: mgomez@beverlyhills.org)**.

HOW TO PARTICIPATE IN THE CITY COUNCIL MEETING

Pursuant to Executive Order N-25-20, members of the Beverly Hills City Council and staff may participate in this meeting via teleconference/video conference. In the interest of maintaining appropriate social distancing, members of the public can access City Council meetings telephonically, through live webcast, and BHTV Channel 10 on Spectrum Cable.

To submit Audio/Oral comments during the hearing call: (310) 288-2288, to submit written comments please email: cityclerk@beverlyhills.org, to submit video comments (during public comment only) use <https://beverlyhills-org.zoom.us/my/bevpublic> (passcode: 90210).

It is recommended that public written comments be submitted to the City Clerk's office by 12:00 p.m. on the meeting date. Public comments will also be taken during the meeting when the topic is being reviewed by the City Council. Written comments should identify the Agenda Item Number or Topic in the subject line of the email. Written comments will be allowed with a maximum of 350 words, which corresponds to approximately 3 minutes of speaking time. If a comment is received after the agenda item is heard, it will not be a part of the record. Public comment via video conference will be 3 minutes per each individual comment, subject to City Council discretion.

Please check the June 1, 2021 meeting agenda for further updated information. The agenda will be available on the City's website at www.beverlyhills.org at least 72 hours prior to the meeting.

Any interested person may participate in the meeting and be heard or present written comments to the City Council. According to Government Code Section 65009, if you challenge the Council's action in court, you may be limited to raising only those issues you or someone else raised at the public hearing described in this notice, or in written correspondence delivered to the City, either at or prior to the public hearing.

HUMA AHMED
City Clerk



If you are an individual with a disability and need a reasonable modification or accommodation pursuant to the Americans with Disabilities Act ("ADA") please contact (310) 285-2400 or (310) 285-6881 (TTY) preferably 24-hours prior to the meeting for assistance.

EXHIBIT B

NOTICE TO BIDDERS
for the
ROBERTSON & CHALMERS IMPROVEMENTS
within the City of
BEVERLY HILLS, CALIFORNIA

BIDS – Electronic Bids for the **ROBERTSON & CHALMERS IMPROVEMENTS** at the intersection of Robertson Boulevard and Chalmers Drive within the City of Beverly Hills, California, will be received up to the hour of 2:00 p.m., on **Thursday, January 14, 2021** at via Planetbids. Bid results will be sent to all bidders through Planetbids and award of the contract will be made during a subsequent meeting of the City Council.

SCOPE OF THE WORK - The work to be done shall consist of furnishing all the required labor, materials, equipment, parts, implements, supplies and permits necessary for, or appurtenant to, the construction and completion of the project indicated above in accordance with the project plans, Standard Drawings, and the Specifications prepared for this project.

In general terms, the project consists of the construction of a PCC bulbout with a RRFB crossing.

The contract documents, including plans and specifications may be viewed and downloaded from the City's PlanetBids portal:

<https://www.planetbids.com/portal/portal.cfm?CompanyID=39493>

CITY CONTACT – Any questions or requests for information can be directed to the project manager, Manu Paul S. Dhaliwal, P.E., through PlanetBids no later than 12:00 PM, January 8, 2021.

PUBLIC WORKS CONTRACTOR REGISTRATION NUMBER – The Contractor is required to register with State of California Department of Industrial Relations (DIR) and meet requirements to bid on public works contracts. A Public Works Contractor Registration No. shall be submitted with the bid. All subcontractors are also required to register with the DIR.

BIDDER'S SECURITY: In accordance with Public Contract Code Section 20170 et seq., each Proposal shall be accompanied by cash, a certified or cashier's check payable to the City, or a satisfactory Bid Bond in favor of the City executed by the Bidder as principal and an admitted surety insurer as Surety, in an amount not less than ten percent (10%) of the amount set forth in the Bid.

In compliance with Public Contract Code Section 3300, the City has determined that the Bidder must possess the following license(s): **"A"**

EXHIBIT C

ORDINANCE NO. 21-O-2836

AN URGENCY ORDINANCE OF THE CITY OF BEVERLY HILLS ALIGNING THE CITY'S FACE MASK REGULATIONS WITH THE MOST CURRENT LOS ANGELES COUNTY HEALTH OFFICER ORDERS, AND DECLARING THE URGENCY THEREOF

THE CITY COUNCIL OF THE CITY OF BEVERLY HILLS HEREBY ORDAINS AS FOLLOWS:

WHEREAS, the Center for Disease Control ("CDC") has indicated that certain persons will not be required to wear face coverings in certain outdoor settings; and

WHEREAS, the Los Angeles County Health Officer has indicated that Los Angeles County will bring its regulations in line with the CDC's order; and

WHEREAS, the City of Beverly Hills wishes to conform its face covering regulations to the regulations of Los Angeles County when Los Angeles County's regulations are adopted.

Section 1. Ordinance No. 20-O-2818 is hereby amended to remove Section 7 entitled "Face Coverings" and as a result of this action Beverly Hills will conform the City's regulations concerning face coverings to those of Los Angeles County.

Section 2. This Ordinance is for the immediate preservation of the public peace, health and safety because absent the immediate adoption of this Ordinance, members of the Beverly Hills community will be confused regarding Beverly Hills regulations that are different than those being widely disseminated in the media which would lead to conflicts within the community over perceived mask regulations.

Section 3. Uncodified. This Ordinance shall not be codified.

Section 4. Severability. If any provision of this Ordinance is held invalid by a court of competent jurisdiction, such provision shall be considered a separate, distinct and independent provision and such holding shall not affect the validity and enforceability of the other provisions of this Ordinance.

Section 5. Publication. The City Clerk shall cause this Ordinance to be published at least once in a newspaper of general circulation published and circulated in the City within fifteen (15) days after its passage in accordance with Section 36933 of the Government Code, shall certify to the adoption of this Ordinance and shall cause this Ordinance and the City Clerk's certification, together with proof of publication, to be entered in the Book of Ordinances of the Council of this City.

Section 6. Effective Date. This Ordinance is adopted as an urgency ordinance for the immediate preservation of the public peace, health and safety within the meaning of Government Code Section 36937(b), and therefore shall be passed immediately upon its introduction and shall become effective at 12:01 a.m., April 28, 2021 upon its adoption by a minimum 4/5 vote of the City Council.

Section 7. Certification. The City Clerk shall certify to the adoption of this Ordinance.

Adopted: April 27, 2021
Effective: April 28, 2021

ROBERT WUNDERLICH
Mayor of the City of Beverly Hills, California

ATTEST:

_____(SEAL)
HUMA AHMED
City Clerk

APPROVED AS TO FORM:

APPROVED AS TO CONTENT:

LAURENCE S. WIENER
City Attorney

GEORGE CHAVEZ
City Manager

VOTE:
AYES: Councilmembers Friedman, Gold, Mirisch, Vice Mayor Bosse, and Mayor Wunderlich
NOES: None
CARRIED

Attachment 2

Verified Circulation Audits Received from the Beverly Hills Courier, Beverly Weekly,
and Beverly Press for the FY 2021-22 Legal and Advertising Bid

Beverly Hills Courier

Reinstatement Audit Period: October 1, 2019 – March 31, 2021**

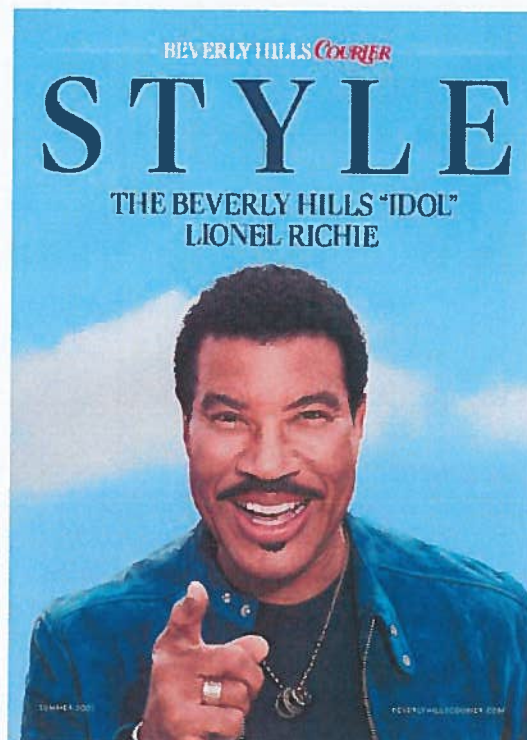
Beverly Hills Courier

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(310) 278-1322
(310) 271-5118 FAX

EMAIL: editorial@bhccourier.com
www.beverlyhillscourier.com

1. Audited Media Platforms

Print Publication:	Average Net Circulation (Pre-Covid):	39,975 ** (Print Edition)
	Average Net Circulation (Covid Period):	29,975 ** (Print Edition)



2. Publication Information

Number of Editions:	One
Format / Average Page Count:	Tabloid / 28 Pages
Circulation Cycle:	Weekly
Ownership:	BH Courier Acquisition, LLC ***
Year Established:	1965
Publication Type:	Community Newspaper
	99% Controlled / 1% Paid / 0% Sponsor Paid *
Content:	52% Advertising / 48% Editorial
Primary Delivery Methods:	73% Carrier Delivery / 1% Mail / 26% Controlled Bulk
Insert Zoning Available:	Yes – Contact Publisher
CVC Member Number:	01-0989
Audit Funded By:	Publisher

3. Rate Card and Mechanical Data

Rate Card Effective Date:	January 1, 2021
Mechanical Data:	Four (4) columns X 14" column depth Full page: 10" wide X 14" depth.
Open Rate:	\$3,919.00 Full Page - \$1,373.00 1/4th page
Classified Rate:	\$55.00 per column inch
Deadline Day & Time:	Tuesday by 3 PM

Digital rates are available from the publisher.

4. Contact Information

Publisher:	Lisa Bloch	EMAIL: editorial@bhcourier.com
Publisher:	John Bendheim	EMAIL: advertise@bhcourier.com
Editorial:		EMAIL: editorial@bhcourier.com
Advertising:		EMAIL: advertise@bhcourier.com

5. Audited Circulation, Distribution and Net Press Averages - Print Edition

CVC Account Number: 01-0989

Friday - Pre-Covid **

Beverly Hills Courier
Beverly Hills, CA

Audit Period Summary

Average Net Circulation	(5-H)	39,975**
Average Gross Distribution	(5-F)	39,975**
Average Net Press Run	(5-A)	40,000**

Audit Period Detail

A. Average Net Press Run	40,000
B. Office / File	25
C. Controlled Distribution	
1. Carrier Delivery	28,750
2. Bulk Delivery / Demand Distribution	10,200
3. Mail	50
4. Requestor Mail	0
5. Waiting Rooms	0
6. Hotels	850
7. Events, Fairs, Festivals and Trade Shows	0
8. Education	0
9. Restock & Office Service	123
Total Average Controlled Distribution	39,973
Controlled Returns	(0)
TOTAL AVERAGE CONTROLLED CIRCULATION	39,973
D. Paid Distribution	
1. Carrier Delivery	0
2. Single Copy	0
3. Mail	2
4. Waiting Room	0
5. Hotels	0
6. Education	0
7. Restock & Office Service	0
Total Average Paid Distribution	2
Paid Returns	(0)
TOTAL AVERAGE PAID CIRCULATION	2
E. Sponsored / Voluntary Paid Distribution	
Total Average Sponsored Distribution	N/A
Sponsored Returns	(N/A)
TOTAL AVERAGE SPONSORED CIRCULATION	N/A
F. Average Gross Distribution	39,975
G. Total Unclaimed / Returns	(0)*
H. Average Net Circulation	39,975

5A. Audited Circulation, Distribution and Net Press Averages - Print Edition

CVC Account Number: 01-0989

Friday - Covid Period**

Beverly Hills Courier
Beverly Hills, CA**Audit Period Summary**

Average Net Circulation	(5-H)	29,975**
Average Gross Distribution	(5-F)	29,975**
Average Net Press Run	(5-A)	30,000**

Audit Period Detail

A. Average Net Press Run 30,000

B. Office / File 25

C. Controlled Distribution

1. Carrier Delivery 21,937

2. Bulk Delivery / Demand Distribution 7,115

3. Mail 50

4. Requestor Mail 0

5. Waiting Rooms 0

6. Hotels 725

7. Events, Fairs, Festivals and Trade Shows 0

8. Education 0

9. Restock & Office Service 121

Total Average Controlled Distribution 29,948

Controlled Returns (0)

TOTAL AVERAGE CONTROLLED CIRCULATION 29,948**D. Paid Distribution**

1. Carrier Delivery 24*

2. Single Copy 0

3. Mail 3*

4. Waiting Room 0

5. Hotels 0

6. Education 0

7. Restock & Office Service 0

Total Average Paid Distribution 27

Paid Returns (0)

TOTAL AVERAGE PAID CIRCULATION 27**E. Sponsored / Voluntary Paid Distribution**

Total Average Sponsored Distribution N/A

Sponsored Returns (N/A)

TOTAL AVERAGE SPONSORED CIRCULATION N/A

F. Average Gross Distribution 29,975

G. Total Unclaimed / Returns (0)*

H. Average Net Circulation 29,975

Explanatory – Print

PARAGRAPH FIVE AUDIT PERIOD SUMMARY

***In March of 2021, the Beverly Hills Courier has begun a new paid subscriber initiative. The averages in paragraph five A (5A) are based on the forty-one (41) week, Covid reporting period. See the attached publishers statement for March 2021 distribution, where paid subscribers totaled 462. At the time this report was issued, as of May 10, 2021, Beverly Hills Courier had 521 total paid subscribers.**

****Due to the Covid-19 pandemic, the Beverly Hills Courier experienced disruptions to their distribution locations. The averages in paragraph five (5) represents the twenty-five (25) week Pre-Covid distribution period of October 1, 2019 – March 26, 2020. Paragraph five A (5A) are based on the forty-one (41) week Covid period, June 19, 2020 – March 31, 2021. The publication maintained continuous operations with average press run of 20,000 for the period March 27, 2020 – June 18, 2020. See future audit reporting for planned Post-Covid return to a 40,000 copy press run.**

***** The Beverly Hills Courier has new ownership as of October 1, 2019. The eighteen (18) month audit period reflects the distribution under the new ownership of BH Courier Acquisition, LLC.**

AVERAGE NET CIRCULATION: Average net circulation based on quarterly averages for the audit period indicated. (Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G)). See audit period detail (H).

AVERAGE GROSS DISTRIBUTION: Average gross distribution based on quarterly averages for the audit period indicated. (Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C)). See audit period detail (F).

NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies. See audit period detail (A).

AUDIT PERIOD DETAIL

- A. 1. NET PRESS RUN:** Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies.
- B. 1. OFFICE / FILE:** Undistributed editions maintained by the publisher for office purposes. Office / File editions do not qualify as controlled, paid, or sponsored distribution.
- C. CONTROLLED DISTRIBUTION (NON-PAID):** Editions distributed by the publisher free of charge.
 - 1. CARRIER DELIVERY:** Editions delivered by private carrier to single family residences, and/or multi- family residences, and/or businesses.
 - 2. CONTROLLED BULK / DEMAND DISTRIBUTION:** Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns.
 - 3. MAIL:** Editions delivered by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes.
 - 4. REQUESTOR MAIL:** Editions delivered on a requestor basis by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes. Qualified requestor circulation and other mail permit qualifications are audited by the United States Postal Service and not determined by CVC.
 - 5. CONTROLLED WAITING ROOMS:** Editions delivered to the waiting areas of local business and office buildings, including, but not limited to salons, medical and professional offices.
 - 6. CONTROLLED HOTELS:** Editions distributed to area hotels and available to individual readers. Subject to paragraph 5G returns.
 - 7. EVENTS, FAIRS, FESTIVALS and TRADE SHOWS:** Editions distributed to attendees and members of conventions, local fairs, festivals, trade shows and available to individual readers. Subject to paragraph 5G returns.
 - 8. CONTROLLED EDUCATION:** Editions distributed to area schools or educational institutions and available to individual readers. Subject to paragraph 5G returns.
 - 9. RESTOCK / OFFICE SERVICE:** Editions maintained and distributed by the publisher for restock of newsracks, newsstands, area retail businesses, office deliveries, and advertising purposes during the edition cycle. Subject to paragraph 5G returns.
- CONTROLLED RETURNS:** Edition distributed in the controlled distribution category, returned to the publisher unclaimed during the edition cycle *(See paragraph 10 for CVC return/unclaimed confirmation.) Publications with greater than 25% returnable source distribution must report returns or unclaimed copies to qualify for net circulation reporting.
- D. PAID DISTRIBUTION:** Editions distributed by the publisher through paid subscription or other monetary exchange with individual readers.
 - 1. CARRIER DELIVERY:** See C1 for explanation of carrier home delivery. See paragraph 11 for paid reporting analysis.
 - 2. SINGLE COPY:** Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns. See paragraph 11 for paid reporting analysis.
 - 3. MAIL:** See C3 for explanation of mail distribution. See paragraph 11 for paid reporting analysis.
- PAID RETURNS:** See section C: controlled returns for explanation of returns reporting. *(See paragraph 10 for CVC return/unclaimed confirmation.)
- E. SPONSORED / VOLUNTARY PAID DISTRIBUTION:** Editions distributed by the publisher that are sponsored by a third party monetary exchange or voluntary reader payment system.
- F. AVERAGE GROSS DISTRIBUTION:** Average gross distribution based on quarterly averages for the audit period indicated. Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C).
- G. TOTAL UNCLAIMED / RETURNS:** Distributed editions returned to the publisher unsold and/or unclaimed during the edition cycle. *(See paragraph 10 for CVC return/unclaimed confirmation.)
- H. AVERAGE NET CIRCULATION:** Average net circulation for the audit period indicated. Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G).

6. Average Print Circulation History

YEAR	AUDIT SOURCE	Q1	Q2	Q3	Q4
01/01/21-12/31/21	CVC	29,975	-	-	-
01/01/20-12/31/20	CVC	38,437	21,513**	29,975	29,975
01/01/19-12/31/19	CVC	39,975	*** No Reporting	*** No Reporting	39,975
01/01/18-12/31/18	CVC	39,975	39,975	39,975	39,975
01/01/17-12/31/17	CVC	39,975	39,975	39,975	39,975
01/01/16-12/31/16	CVC	39,975	39,975	39,975	39,975
01/01/15-12/31/15	CVC	39,975	39,975	39,975	39,975
01/01/14-12/31/14	CVC	39,975	39,975	39,975	39,975
01/01/13-12/31/13	CVC	39,975	39,975	39,975	39,975
01/01/12-12/31/12	CVC	39,975	39,975	39,975	39,975
07/01/06-12/31/11	Prior CVC	-	-	-	-

7. Distribution by Zip Code (2/28/2020 Edition) Friday

ZIP CODE	CITY / AREA	COUNTY	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
90024	Los Angeles	Los Angeles	CA	6,250	0	0	0	6,250
90035	Los Angeles	Los Angeles	CA	800	0	0	0	800
90048	West Hollywood	Los Angeles	CA	0	250	0	0	250
90049	Los Angeles	Los Angeles	CA	700	0	0	0	700
90067	Century City	Los Angeles	CA	1,800	0	0	0	1,800
90069	West Hollywood	Los Angeles	CA	0	1,750	0	0	1,750
90077	Los Angeles	Los Angeles	CA	2,500	0	0	0	2,500
90210	Beverly Hills	Los Angeles	CA	7,700	5,590	0	0	13,290
90211	Beverly Hills	Los Angeles	CA	3,500	1,155	0	0	4,655
90212	Beverly Hills	Los Angeles	CA	5,500	1,155	0	0	6,655
Misc.	Assorted	Assorted	CA	0	1,150	52	148	1,350
TOTAL				28,750	11,050	52	148	40,000

8. Distribution by County (2/28/2020 Edition) Friday

COUNTY	CITY / AREA	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
Los Angeles	Beverly Hills Century City Los Angeles West Hollywood	CA	28,750	9,900	0	0	38,650
Misc.	Assorted	CA	0	1,150	52	148	1,350
TOTAL			28,750	11,050	52	148	40,000

9. Verification of Distribution – Mail and Carrier Delivery Distribution

Beverly Hills Courier reported an average mail distribution of 53 (Covid period) during the audit period. Mail distribution is verified through the review of mail statements and/or additional publisher support documents. Beverly Hills Courier reported an average carrier home delivery distribution of 21,961 (covid period) during the audit period. Carrier home delivery is verified through the review of carrier statements and/or additional publisher support documents. The Circulation Verification Council performed a delivery & readership verification in the primary market areas indicated in paragraph nine. Delivery verification is performed using multi-source methodologies considered necessary under the circumstances of the audit. Delivery verification can include, but is not limited to, residential and cell phone interviews, online surveys, email surveys, USPS surveys, in-person interviews and/or social media surveys. Delivery verification source data can include, but is not limited to, residential phone listings, cell phone exchanges, delivery lists, opt-in email databases, online, and/or social media databases.

CVC review indicates that a sufficient number of individuals reported that they receive Beverly Hills Courier on a regular basis to substantiate the publisher's distribution claims.

CVC verification confirms that 278 of 355 or 78.3% report they regularly read or look through Beverly Hills Courier.

*Households reporting stop delivery requests were excluded from the survey.

The Circulation Verification Council estimates that all the information in this text box has a minimum accuracy level of +/-4%.

10. Verification of Distribution – Controlled Bulk / Demand Distribution / Single Copy

The Circulation Verification Council performed delivery verification in the primary market areas indicated in paragraph nine. Delivery verification is performed using multi-source methodologies considered necessary under the circumstances of the audit. Delivery verification can include, but is not limited to, on-site verification, business phone verification, online, email, and/or social media contact. Delivery verification source data can include, but is not limited to, business and cell phone listings, delivery lists, opt-in email, online, and/or social media databases. Circulation Verification Council performed the delivery verification from locations chosen randomly from the publication's delivery list(s).

CVC verification indicates that less than 5% of Beverly Hills Courier's returnable source distributed editions are returned to the publisher unclaimed after the edition cycle.

11. Paid Reporting Analysis

CARRIER DELIVERY	Basic Rates: \$10.00 / 1-Year
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	24 * (Covid Period)
Over 75% of basic rate	0
Over 50% of basic rate	0
Over 25% of basic rate	0
MAIL	Basic Rates: \$10.00 / 1-Year
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	3 * (Covid Period)
Over 75% of basic rate	0
Over 50% of basic rate	0
Over 25% of basic rate	0
SPONSORED	Basic Rates: N/A
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	0
SINGLE COPY	COVER PRICE: N/A
	AVERAGE WHOLESALE RATE: N/A

12A. Audited Average Website Reporting - www.beverlyhillscourier.com - Not Reported

12B. Audited Online/Digital Edition Reporting - Not Reported

12C. Text Media - Not Reported

12D. Social Media - Not Reported

12E. Email Media

Media Type	Database Recipients
Non-Subscriber Email Opt-In Database	15,786
Average Open Rate	18.2%
Average Click Rate	20.6%

Explanatory – Email Media, E-Newsletters & E-Blasts

PARAGRAPH TWELVE (E)

NON-SUBSCRIBER EMAIL OPT-IN DATABASE: Subscribers who have provided email contact data to receive newsletters, special content, special offers, coupons or redemption codes for use within a specified period of time, and are sourced through third party efforts such as trade shows, opt-in email newsletters or surveys.

12F. Video & Podcast Media - Not Reported

Optional Publisher Reporting - Special Section / Special Edition Reporting

SPECIAL SECTION TITLE	DEADLINE MONTH	EDITION MONTH
Beverly Hills Courier Summer Style	May	June
Beverly Hills Courier Fall Style	August	September
Beverly Hills Holiday Style	October	November
Future special sections and events may be added as Covid-19 restrictions are lifted.		





13. Council Audit Statement

Circulation Verification Council (CVC) reviewed the printing, distribution, circulation, technology, and general business records of this publication for the purpose of compiling this information. The review was completed using Council audit procedures considered necessary under the circumstances of the audit in compliance with CVC Rules and Regulations. In our opinion, this report fairly and accurately represents the publication's printing, distribution, circulation, and technology reporting, if applicable, for the period indicated. The publication has sworn that the information presented for this audit reporting is accurate and supplied CVC with general business records substantiating the information under audit review. This report is released subject to the provisions of the CVC Rules & Regulations which are hereby incorporated by reference. CVC Rules & Regulations may be amended from time to time without notice at the sole discretion of CVC. In no event shall CVC be liable for indirect, incidental, consequential, special, or punitive damages, or damages for lost profits, lost income, or lost savings arising by negligence, intended conduct, breach of contract, or otherwise. CVC reports and data are released for the sole use of advertising purchase evaluations and any use for valuations or determination of value is strictly prohibited. CVC reports may not be used for USPS requestor or other permit qualifications. This report is subject to copyright laws and may only be reproduced by the publisher.



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The current status of this report expires March 31, 2023.

If this report is presented after March 31, 2023 please call the toll-free number listed below.

Beverly Hills Courier - Beverly Hills, CA - 01-0989 - Supplemental Readership Study

The Circulation Verification Council surveyed Beverly Hills Courier readers in the primary market areas indicated in publication's CVC audit report. The purpose was to identify the number of individuals who indicate they have read at least two of the last four issues of the publication, and gather study information solely for advertising purchase evaluations. Market statistics estimates appearing in CVC reports, when available, are obtained from EASI Software. CVC study sources can include, but are not limited to, residential and cell phone surveys, online surveys, email surveys, and/or social media surveys. Study source data can include, but are not limited to, residential phone listings, cell phone exchanges, publisher delivery lists, opt-in email, online, and/or social media databases. Residential and cell phone survey populations consist of adults age 18 and over, living in households within the survey area. Within this area, each individual had a known (or "non-zero") probability of being selected for the random sample. Surveys were conducted solely with pre-designated respondents and no substitutions were permitted. Initial survey attempts were spread evenly across all survey days (i.e., Tuesday through Saturday). A minimum of 250 completed surveys, or 2.5% of net circulation for publications under 10,000 circulation is required with no more than one survey per household. Survey Procedures: To ensure the highest degree of comparability and to facilitate the survey process, a standard, consistent, specified list of questions was asked. Surveys were conducted over a minimum period of two weeks to minimize the impact of weather and/or special circumstances. Every effort was made to ensure that surveys were assigned randomly by day and that an approximately equal number of surveys were completed on each survey day. Where appropriate, data was balanced and/or weighted by ZIP code using up-to-date known demographics: gender, age, number of adults in household and ethnicity in those cases where one minority comprised no less than ten percent of the total population. Non-responses to any single question were eliminated from the survey. In all cases, at least four attempts were made to contact all pre-designated respondents. Every effort was made to surmount language, cultural, behavioral and other barriers to a successful survey; and to the extent feasible, contact attempts were scheduled on a random basis. During the survey process, no questions were asked prior to the readership question, with the exception of a qualifying question designed to determine the ZIP code of the individual; and a general warm-up call explanation designed to put the respondent at ease. Warm-up questions did not include any reference to a publication itself or the nature of the study information. The study followed recommended guidelines developed in part from established media usage and evaluation guidelines. Survey totals may not equal 100% due to rounding. The Circulation Verification Council estimates that all the information in this survey has a maximum error margin of +/-4% at the 95% confidence level. 278 Survey respondents were interviewed during the verification of carrier delivery and mail distribution. Four (4) survey respondents reported reading a minimum of two of the last four issues through single copy, controlled bulk, or pass along distribution. 124 Survey respondents responded to a geo-coded outbound email verification. This publication did not participate in the CVC online research program.

- **Average estimated readers per edition during the audit period: 2.1**

*Readership estimates compiled from 2019/2020/2021 CVC circulation & readership study data.

1. Beverly Hills Courier is distributed regularly in your area. Do you regularly read or look through Beverly Hills Courier?

YES	406	Survey Respondents
-----	-----	--------------------

2. Do you frequently purchase products or services from ads seen in Beverly Hills Courier?

YES	298	73.4%
NO	108	26.6%

3. How long do you keep Beverly Hills Courier before discarding it?

51%	1-2 Days
24%	3-4 Days
10%	5-6 Days
15%	1 Week or More

4. Reader Gender (Voice recognition - Gender Bias Rotation)

Reader Demographics	Market Demographics
44%	48% Male Readers
56%	52% Female Readers

5. What range best describes your age.

Reader Demographics	Market Demographics
00%	08% 18 - 20
<01%	11% 21 - 24
09%	19% 25 - 34
22%	15% 35 - 44
24%	15% 45 - 54
26%	13% 55 - 64
16%	09% 65 - 74
03%	06% 75 - 84
<01%	04% 85 years or older

6. What range best describes your combined annual household income for last year?

Reader Demographics	Market Demographics
<01%	17% Under \$25,000
02%	12% \$25,001 - \$49,999
06%	12% \$50,000 - \$74,999
08%	10% \$75,000 - \$99,999
24%	15% \$100,000 - \$149,999
18%	09% \$150,000 - \$199,999
16%	10% \$200,000 - \$499,999
11%	09% \$500,000 - \$999,999
15%	06% \$1,000,000+

7. What is the highest level of education you have obtained?

Reader Demographics	Market Demographics
00%	04% Some High School or Less
04%	10% Graduated High School
18%	21% Some College
39%	36% Graduated College
21%	14% Completed Master Degree
15%	11% Completed Professional Degree
03%	04% Completed Doctorate Degree



8. Which of the following products or services, if any, do you plan to purchase during the next twelve months?




19%	New Automobile, Truck or SUV	(% = Positive respondents)
12%	Used Automobile, Truck or SUV	
09%	Antiques / Auctions	
07%	Furniture / Home Furnishings	
30%	Major Home Appliance	
25%	Computers, Tablets or Laptops	
33%	Home Improvements or Home Improvement Supplies	
27%	Television or Electronics	
15%	Carpet or Flooring	
35%	Automobile Accessories (tires, brakes or service)	
39%	Lawn & Garden Supplies	
20%	Florist / Gift Shops	
11%	Home Heating & Air Conditioning (service, new equipment)	
54%	Vacations / Travel	
12%	Real Estate (Sell or purchase)	
58%	Men's Apparel	
72%	Women's Apparel	
19%	Children's Apparel	
02%	Boats or Personal Watercraft	
19%	Art & Crafts Supplies	
07%	Childcare	
10%	Education or Classes	
07%	Attorney	
30%	Veterinarian	
15%	Chiropractor	
35%	Financial Planner (Retirement, Investing)	
39%	Tax Advisor / Tax Services	
39%	Health Club / Exercise Class	
36%	Cleaning Services (Carpet Cleaning, Air Duct Cleaning, Home Cleaning)	
10%	Weight Loss	
35%	Lawn Care Service (Maintenance & Landscaping)	
21%	Legal Gambling Entertainment (Lottery, Casinos, Racetracks, Bingo)	
44%	Pharmacist / Prescription Service	
25%	Cell Phone or Smart Phone (New Service or Update Service)	
71%	Dining & Entertainment	
29%	Jewelry	
03%	Wedding Supplies	
20%	Athletic & Sports Equipment	
01%	Motorcycles / ATV's	
56%	Medical Services / Physicians	
31%	Pet Supplies	

02/28/2020



Beverly Hills Courier
Beverly Hills, California
01-0989

Key to Features

-  State Boundary
-  County Boundary
-  ZIP Code Boundary



PUBLISHER'S STATEMENT: MARCH 1, 2021 – MARCH 31, 2021
THIS REPORT SHOULD BE PRESENTED WITH THE AUDIT FOR THE PERIOD ENDING MARCH 31, 2021

Beverly Hills Courier

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www.beverlyhillscourier.com

1. Audited Circulation, Distribution and Net Press Averages - Print Edition

CVC Account Number: 01-0989		Friday	Beverly Hills Courier Beverly Hills, CA
Audit Period Summary			
Average Net Circulation	(1-H)		29,975
Average Gross Distribution	(1-F)		29,975
Average Net Press Run	(1-A)		30,000
Audit Period Detail			
A. Average Net Press Run			30,000
B. Office / File			25
C. Controlled Distribution			
1. Carrier Delivery			21,719
2. Bulk Delivery / Demand Distribution			7,115
3. Mail			50
4. Requestor Mail			0
5. Waiting Rooms			0
6. Hotels			725
7. Events, Fairs, Festivals and Trade Shows			0
8. Education			0
9. Restock & Office Service			111
Total Average Controlled Distribution			29,720
Controlled Returns			(0)
TOTAL AVERAGE CONTROLLED CIRCULATION			29,720
D. Paid Distribution			
1. Carrier Delivery			241 *
2. Single Copy			0
3. Mail			14 *
4. Waiting Room			0
Total Average Paid Distribution			255
Paid Returns			(0)
TOTAL AVERAGE PAID CIRCULATION			255
E. Sponsored / Voluntary Paid Distribution			
Total Average Sponsored Distribution			N/A
Sponsored Returns			(N/A)
TOTAL AVERAGE SPONSORED CIRCULATION			N/A
F. Average Gross Distribution			29,975
G. Total Unclaimed / Returns			(0)*
H. Average Net Circulation			29,975

Explanatory – Print

PARAGRAPH ONE AUDIT PERIOD SUMMARY

*** In March of 2021, the Beverly Hills Courier has begun a new paid subscriber initiative. The averages in paragraph five A (5A) are based on the forty-one (41) week, Covid reporting period. See the attached publishers statement for March 2021 distribution, where paid subscribers totaled 462. At the time this report was issued, as of May 10, 2021, Beverly Hills Courier had 521 total paid subscribers.**

AVERAGE NET CIRCULATION: Average net circulation based on quarterly averages for the audit period indicated. (Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G)). See audit period detail (H).

AVERAGE GROSS DISTRIBUTION: Average gross distribution based on quarterly averages for the audit period indicated. (Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C)). See audit period detail (F).

NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies. See audit period detail (A).

AUDIT PERIOD DETAIL

A. 1. NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies.

B. 1. OFFICE / FILE: Undistributed editions maintained by the publisher for office purposes. Office / File editions do not qualify as controlled, paid, or sponsored distribution.

C. CONTROLLED DISTRIBUTION (NON-PAID): Editions distributed by the publisher free of charge.

1. CARRIER DELIVERY: Editions delivered by private carrier to single family residences, and/or multi- family residences, and/or businesses.

2. CONTROLLED BULK / DEMAND DISTRIBUTION: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns.

3. MAIL: Editions delivered by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes.

4. REQUESTOR MAIL: Editions delivered on a requestor basis by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes. Qualified requestor circulation and other mail permit qualifications are audited by the United States Postal Service and not determined by CVC.

5. CONTROLLED WAITING ROOMS: Editions delivered to the waiting areas of local business and office buildings, including, but not limited to salons, medical and professional offices.

6. CONTROLLED HOTELS: Editions distributed to area hotels and available to individual readers. Subject to paragraph 5G returns.

7. EVENTS, FAIRS, FESTIVALS and TRADE SHOWS: Editions distributed to attendees and members of conventions, local fairs, festivals, trade shows and available to individual readers. Subject to paragraph 5G returns.

8. CONTROLLED EDUCATION: Editions distributed to area schools or educational institutions and available to individual readers. Subject to paragraph 5G returns.

9. RESTOCK / OFFICE SERVICE: Editions maintained and distributed by the publisher for restock of newsracks, newsstands, area retail businesses, office deliveries, and advertising purposes during the edition cycle. Subject to paragraph 5G returns.

CONTROLLED RETURNS: Edition distributed in the controlled distribution category, returned to the publisher unclaimed during the edition cycle *(See paragraph 10 for CVC return/unclaimed confirmation.) Publications with greater than 25% returnable source distribution must report returns or unclaimed copies to qualify for net circulation reporting.

D. PAID DISTRIBUTION: Editions distributed by the publisher through paid subscription or other monetary exchange with individual readers.

1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery. See paragraph 11 for paid reporting analysis.

2. SINGLE COPY: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns. See paragraph 11 for paid reporting analysis.

3. MAIL: See C3 for explanation of mail distribution. See paragraph 11 for paid reporting analysis.

4. PAID WAITING ROOMS: See C5 for explanation of waiting room distribution.

5. PAID HOTELS: See C6 for explanation of hotel distribution.

6. PAID EDUCATION: See C8 for explanation of educational copy distribution.

7. RESTOCK / OFFICE SERVICE: See C9 for explanation of restock and office distribution.

PAID RETURNS: See section C: controlled returns for explanation of returns reporting. *(See paragraph 10 for CVC return/unclaimed confirmation.)

E. SPONSORED / VOLUNTARY PAID DISTRIBUTION: Editions distributed by the publisher that are sponsored by a third party monetary exchange or voluntary reader payment system.

1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery.

2. SINGLE COPY: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers on a sponsored or voluntary pay basis. Subject to paragraph 5G returns.

SPONSORED RETURNS: See section C: controlled returns for explanation of returns reporting *(See paragraph 10 for CVC return/unclaimed confirmation.)

F. AVERAGE GROSS DISTRIBUTION: Average gross distribution based on quarterly averages for the audit period indicated. Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C).

G. TOTAL UNCLAIMED / RETURNS: Distributed editions returned to the publisher unsold and/or unclaimed during the edition cycle. *(See paragraph 10 for CVC return/unclaimed confirmation.)

H. AVERAGE NET CIRCULATION: Average net circulation for the audit period indicated. Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G).

- 2A. Audited Average Website Reporting - www.beverlyhillscourier.com - Not Reported**
- 2B. Audited Online/Digital Edition Reporting - Not Reported**
- 2C. Text Media - Not Reported**
- 2D. Social Media - Not Reported**
- 2E. Email Media**

Media Type	Database Recipients
Non-Subscriber Email Opt-In Database	16,265
Average Open Rate	20.1%
Average Click Rate	28.3%

Explanatory – Email Media, E-Newsletters & E-Blasts

PARAGRAPH TWO (E)

NON-SUBSCRIBER EMAIL OPT-IN DATABASE: Subscribers who have provided email contact data to receive newsletters, special content, special offers, coupons or redemption codes for use within a specified period of time, and are sourced through third party efforts such as trade shows, opt-in email newsletters or surveys.

2F. Video & Podcast Media - Not Reported

3. Average Print Circulation History

YEAR	AUDIT SOURCE	Q1	Q2	Q3	Q4
01/01/21-12/31/21	CVC	29,975	-	-	-
01/01/20-12/31/20	CVC	38,437	21,513 **	29,975	29,975
01/01/19-12/31/19	CVC	39,975	*** No Reporting	*** No Reporting	39,975
01/01/18-12/31/18	CVC	39,975	39,975	39,975	39,975
01/01/17-12/31/17	CVC	39,975	39,975	39,975	39,975
01/01/16-12/31/16	CVC	39,975	39,975	39,975	39,975
01/01/15-12/31/15	CVC	39,975	39,975	39,975	39,975
01/01/14-12/31/14	CVC	39,975	39,975	39,975	39,975
01/01/13-12/31/13	CVC	39,975	39,975	39,975	39,975
01/01/12-12/31/12	CVC	39,975	39,975	39,975	39,975
07/01/06-12/31/11	Prior CVC	-	-	-	-



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Beverly Hills Weekly

Reinstatement Audit Period: July 1, 2020 – December 31, 2020

Beverly Hills Weekly

140 S. Beverly Drive, Suite 201
Beverly Hills, CA 90212
(310) 887-0788
(310) 887-0789 FAX

EMAIL: josh@bhweekly.com
www.bhweekly.com

1. Audited Media Platforms

Print Publication:	Average Net Circulation:	14,920 (Print Edition)
--------------------	--------------------------	------------------------

2. Publication Information

Number of Editions:	One
Format / Average Page Count:	Tabloid / 16 Pages
Circulation Cycle:	Weekly
Ownership:	Beverly Hills Weekly
Year Established:	1999
Publication Type:	Community Newspaper
	100% Controlled / <1% Paid / 0% Sponsor Paid
Content:	60% Advertising / 40% Editorial
Primary Delivery Methods:	94% Carrier Delivery / <1% Mail / 6% Controlled Bulk
Annual Mail Subscription Rate:	\$75.00
Insert Zoning Available:	No
CVC Member Number:	19-0006
DMA/MSA/CBSA:	Los Angeles, CA / Los Angeles--Riverside--Orange County, CA / Los Angeles-Long Beach-Santa Ana, CA
Audit Funded By:	Publisher

3. Rate Card and Mechanical Data

Rate Card Effective Date:	January 1, 2015
Mechanical Data:	Four (4) columns X 13" column depth Full page: 10" wide X 13" depth.
Open Rate:	Local: \$1,600.00 Full Page - \$200.00 1/8th Page National: \$1,600.00 Full Page - \$200.00 1/8th Page
Insert Open Rate:	\$50.00 per thousand
Classified Rate:	\$25.00 for up to 15 words
Deadline Day & Time:	Friday by 4 PM

Additional rates may be available from the publisher.

4. Contact Information

Publisher:	Josh Gross	EMAIL: josh@bhweekly.com
Advertising:	Josh Gross	EMAIL: josh@bhweekly.com
Circulation:	Josh Gross	EMAIL: josh@bhweekly.com

5. Audited Circulation, Distribution and Net Press Averages - Print Edition

CVC Account Number: 19-0006		Thursday	Beverly Hills Weekly Beverly Hills, CA
Audit Period Summary			
Average Net Circulation	(5-H)		14,920
Average Gross Distribution	(5-F)		14,920
Average Net Press Run	(5-A)		14,950
Audit Period Detail			
A. Average Net Press Run			14,950
B. Office / File			30
C. Controlled Distribution			
1. Carrier Delivery			14,000
2. Bulk Delivery / Demand Distribution			860
3. Mail			0
4. Requestor Mail			0
5. Waiting Rooms			0
6. Hotels			0
7. Events, Fairs, Festivals and Trade Shows			0
8. Education			0
9. Restock & Office Service			30
Total Average Controlled Distribution			14,890
Controlled Returns			(0)
TOTAL AVERAGE CONTROLLED CIRCULATION			14,890
D. Paid Distribution			
1. Carrier Delivery			0
2. Single Copy			0
3. Mail			30
4. Waiting Room			0
5. Hotels			0
6. Education			0
7. Restock & Office Service			0
Total Average Paid Distribution			30
Paid Returns			(0)
TOTAL AVERAGE PAID CIRCULATION			30
E. Sponsored / Voluntary Paid Distribution			
1. Carrier Delivery			0
2. Single Copy			0
3. Mail			0
4. Waiting Rooms			0
5. Education			0
Total Average Sponsored Distribution			0
Sponsored Returns			(0)
TOTAL AVERAGE SPONSORED CIRCULATION			0
F. Average Gross Distribution			14,920
G. Total Unclaimed / Returns			(0)*
H. Average Net Circulation			14,920

Explanatory – Print

PARAGRAPH FIVE AUDIT PERIOD SUMMARY

AVERAGE NET CIRCULATION: Average net circulation based on quarterly averages for the audit period indicated. (Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G)). See audit period detail (H).

AVERAGE GROSS DISTRIBUTION: Average gross distribution based on quarterly averages for the audit period indicated. (Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C)). See audit period detail (F).

NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies. See audit period detail (A).

AUDIT PERIOD DETAIL

A. 1. NET PRESS RUN: Average net press run based on quarterly averages during the audit period indicated. The net press run average does not include press waste, or start-up copies.

B. 1. OFFICE / FILE: Undistributed editions maintained by the publisher for office purposes. Office / File editions do not qualify as controlled, paid, or sponsored distribution.

C. CONTROLLED DISTRIBUTION (NON-PAID): Editions distributed by the publisher free of charge.

1. CARRIER DELIVERY: Editions delivered by private carrier to single family residences, and/or multi-family residences, and/or businesses.

2. CONTROLLED BULK / DEMAND DISTRIBUTION: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns.

3. MAIL: Editions delivered by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes.

4. REQUESTOR MAIL: Editions delivered on a requestor basis by United States Postal Service mail to single family residences, and/or multi-family residences, and/or businesses, and/or post office boxes. Qualified requestor circulation and other mail permit qualifications are audited by the United States Postal Service and not determined by CVC.

5. CONTROLLED WAITING ROOMS: Editions delivered to the waiting areas of local business and office buildings, including, but not limited to salons, medical and professional offices.

6. CONTROLLED HOTELS: Editions distributed to area hotels and available to individual readers. Subject to paragraph 5G returns.

7. EVENTS, FAIRS, FESTIVALS and TRADE SHOWS: Editions distributed to attendees and members of conventions, local fairs, festivals, trade shows and available to individual readers. Subject to paragraph 5G returns.

8. CONTROLLED EDUCATION: Editions distributed to area schools or educational institutions and available to individual readers. Subject to paragraph 5G returns.

9. RESTOCK / OFFICE SERVICE: Editions maintained and distributed by the publisher for restock of newsracks, newsstands, area retail businesses, office deliveries, and advertising purposes during the edition cycle. Subject to paragraph 5G returns.

CONTROLLED RETURNS: Edition distributed in the controlled distribution category, returned to the publisher unclaimed during the edition cycle *(See paragraph 10 for CVC return/unclaimed confirmation.) Publications with greater than 25% returnable source distribution must report returns or unclaimed copies to qualify for net circulation reporting.

D. PAID DISTRIBUTION: Editions distributed by the publisher through paid subscription or other monetary exchange with individual readers.

1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery. See paragraph 11 for paid reporting analysis.

2. SINGLE COPY: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers. Subject to paragraph 5G returns. See paragraph 11 for paid reporting analysis.

3. MAIL: See C3 for explanation of mail distribution. See paragraph 11 for paid reporting analysis.

4. PAID WAITING ROOMS: See C5 for explanation of waiting room distribution.

5. PAID HOTELS: See C6 for explanation of hotel distribution.

6. PAID EDUCATION: See C8 for explanation of educational copy distribution.

7. RESTOCK / OFFICE SERVICE: See C9 for explanation of restock and office distribution.

PAID RETURNS: See section C: controlled returns for explanation of returns reporting. *(See paragraph 10 for CVC return/unclaimed confirmation.)

E. SPONSORED / VOLUNTARY PAID DISTRIBUTION: Editions distributed by the publisher that are sponsored by a third party monetary exchange or voluntary reader payment system.

1. CARRIER DELIVERY: See C1 for explanation of carrier home delivery.

2. SINGLE COPY: Editions distributed to newsracks, newsstands, and/or area retail businesses and available to individual readers on a sponsored or voluntary pay basis. Subject to paragraph 5G returns.

3. MAIL: See C3 for explanation of mail distribution.

4. SPONSORED WAITING ROOMS: See C5 for explanation of waiting room distribution.

5. SPONSORED EDUCATION: See C8 for explanation of educational copy distribution.

6. RESTOCK / OFFICE SERVICE: See C9 for explanation of restock and office distribution.

SPONSORED RETURNS: See section C: controlled returns for explanation of returns reporting *(See paragraph 10 for CVC return/unclaimed confirmation.)

F. AVERAGE GROSS DISTRIBUTION: Average gross distribution based on quarterly averages for the audit period indicated. Total of controlled distribution (A), paid distribution (B), and sponsored distribution (C).

G. TOTAL UNCLAIMED / RETURNS: Distributed editions returned to the publisher unsold and/or unclaimed during the edition cycle. *(See paragraph 10 for CVC return/unclaimed confirmation.)

H. AVERAGE NET CIRCULATION: Average net circulation for the audit period indicated. Total of controlled distribution (C), paid distribution (D), and sponsored distribution (E) minus unclaimed / return (G).

6. Average Print Circulation History

YEAR	AUDIT SOURCE	Q1	Q2	Q3	Q4
01/01/20-12/31/20	CVC	No Reporting	No Reporting	14,920	14,920
01/01/19-12/31/19	No Reporting	No Reporting	No Reporting	No Reporting	No Reporting
01/01/18-12/31/18	CVC	No Reporting	No Reporting	14,920	14,920
01/01/17-12/31/17	No Reporting	No Reporting	No Reporting	No Reporting	No Reporting
01/01/16-12/31/16	CVC	No Reporting	No Reporting	14,950	14,950
01/01/15-12/31/15	CVC	No Reporting	No Reporting	14,950	14,950
01/01/14-12/31/14	No Reporting	No Reporting	No Reporting	No Reporting	No Reporting
01/01/13-12/31/13	CVC	No Reporting	No Reporting	14,975	14,975
01/01/12-12/31/12	No Reporting	No Reporting	No Reporting	No Reporting	No Reporting
01/01/11-12/31/11	CVC	No Reporting	No Reporting	14,975	14,975
07/01/03-12/31/10	Prior CVC	-	-	-	-

7. Distribution by Zip Code (12/31/2020 Edition) Thursday

ZIP CODE	CITY / AREA	COUNTY	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
90210	Beverly Hills	Los Angeles	CA	6,874	400	0	0	7,274
90211	Beverly Hills	Los Angeles	CA	2,856	60	0	0	2,916
90212	Beverly Hills	Los Angeles	CA	4,270	400	30	60	4,760
TOTAL				14,000	860	30	60	14,950

8. Distribution by County (12/31/2020 Edition) Thursday

COUNTY	CITY / AREA	STATE	CARRIER DELIVERY	CONTROLLED BULK / SINGLE COPY	MAIL	OFFICE / RESTOCK	TOTAL
Los Angeles	Beverly Hills	CA	14,000	860	30	60	14,950
TOTAL			14,000	860	30	60	14,950

9. Verification of Distribution – Mail and Carrier Delivery Distribution

Beverly Hills Weekly reported an average mail distribution of 30 during the audit period. Mail distribution is verified through the review of mail statements and/or additional publisher support documents. Beverly Hills Weekly reported an average carrier delivery distribution of 14,000 during the audit period. Carrier delivery is verified through the review of carrier statements and/or additional publisher support documents. The Circulation Verification Council performed a delivery & readership verification in the primary market areas indicated in paragraph nine. Delivery verification is performed using multi-source methodologies considered necessary under the circumstances of the audit. Delivery verification can include, but is not limited to, residential and cell phone interviews, online surveys, email surveys, USPS surveys, in-person interviews and/or social media surveys. Delivery verification source data can include, but is not limited to, residential phone listings, cell phone exchanges, delivery lists, opt-in email databases, online, and/or social media databases.

CVC verification confirms that 262 of 449 or 53.6% report they regularly read or look through Beverly Hills Weekly.

*Households reporting stop delivery requests were excluded from the survey.

The Circulation Verification Council estimates that all the information in this text box has a minimum accuracy level of +/-4%.



10. Verification of Distribution – Controlled Bulk / Demand Distribution / Single Copy

The Circulation Verification Council performed delivery verification in the primary market areas indicated in paragraph nine. Delivery verification is performed using multi-source methodologies considered necessary under the circumstances of the audit. Delivery verification can include, but is not limited to, on-site verification, business phone verification, online, email, and/or social media contact. Delivery verification source data can include, but is not limited to, business and cell phone listings, delivery lists, opt-in email, online, and/or social media databases. Circulation Verification Council performed the delivery verification from locations chosen randomly from the publication's delivery list(s).

CVC verification indicates that less than 20% of Beverly Hills Weekly's returnable source distributed editions are returned to the publisher unclaimed after the edition cycle.

11. Paid Reporting Analysis

CARRIER DELIVERY	Basic Rates: N/A
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	0
MAIL	Basic Rates: \$75.00 / 1-Year
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	30
Over 75% of basic rate	0
Over 50% of basic rate	0
Over 25% of basic rate	0
1%-24% of basic rate	0
SPONSORED	Basic Rates: N/A
	AVERAGE NUMBER OF SUBSCRIPTIONS
Full Basic Rate	0
SINGLE COPY	COVER PRICE: N/A
	AVERAGE WHOLESALE RATE: N/A

12. Optional Digital Reporting - Not Reported

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13. Council Audit Statement

Circulation Verification Council (CVC) reviewed the printing, distribution, circulation, technology, and general business records of this publication for the purpose of compiling this information. The review was completed using Council audit procedures considered necessary under the circumstances of the audit in compliance with CVC Rules and Regulations. In our opinion, this report fairly and accurately represents the publication's printing, distribution, circulation, and technology reporting, if applicable, for the period indicated. The publication has sworn that the information presented for this audit reporting is accurate and supplied CVC with general business records substantiating the information under audit review. This report is released subject to the provisions of the CVC Rules & Regulations which are hereby incorporated by reference. CVC Rules & Regulations may be amended from time to time without notice at the sole discretion of CVC. In no event shall CVC be liable for indirect, incidental, consequential, special, or punitive damages, or damages for lost profits, lost income, or lost savings arising by negligence, intended conduct, breach of contract, or otherwise. CVC reports and data are released for the sole use of advertising purchase evaluations and any use for valuations or determination of value is strictly prohibited. CVC reports may not be used for USPS requestor or other permit qualifications. This report is subject to copyright laws and may only be reproduced by the publisher.



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The current status of this report expires March 31, 2022.

If this report is presented after March 31, 2022 please call the toll-free number listed below.

Beverly Hills Weekly - Beverly Hills, CA - 19-0006 - Supplemental Readership Study

The Circulation Verification Council surveyed Beverly Hills Weekly readers in the primary market areas indicated in publication's CVC audit report. The purpose was to identify the number of individuals who indicate they have read at least two of the last four issues of the publication, and gather study information solely for advertising purchase evaluations. Market statistics estimates appearing in CVC reports, when available, are obtained from EASI Software. CVC study sources can include, but are not limited to, residential and cell phone surveys, online surveys, email surveys, and/or social media surveys. Study source data can include, but are not limited to, residential phone listings, cell phone exchanges, publisher delivery lists, opt-in email, online, and/or social media databases. Residential and cell phone survey populations consist of adults age 18 and over, living in households within the survey area. Within this area, each individual had a known (or "non-zero") probability of being selected for the random sample. Surveys were conducted solely with pre-designated respondents and no substitutions were permitted. Initial survey attempts were spread evenly across all survey days (i.e., Tuesday through Saturday). A minimum of 250 completed surveys, or 2.5% of net circulation for publications under 10,000 circulation is required with no more than one survey per household. Survey Procedures: To ensure the highest degree of comparability and to facilitate the survey process, a standard, consistent, specified list of questions was asked. Surveys were conducted over a minimum period of two weeks to minimize the impact of weather and/or special circumstances. Every effort was made to ensure that surveys were assigned randomly by day and that an approximately equal number of surveys were completed on each survey day. Where appropriate, data was balanced and/or weighted by ZIP code using up-to-date known demographics: gender, age, number of adults in household and ethnicity in those cases where one minority comprised no less than ten percent of the total population. Non-responses to any single question were eliminated from the survey. In all cases, at least four attempts were made to contact all pre-designated respondents. Every effort was made to surmount language, cultural, behavioral and other barriers to a successful survey; and to the extent feasible, contact attempts were scheduled on a random basis. During the survey process, no questions were asked prior to the readership question, with the exception of a qualifying question designed to determine the ZIP code of the individual; and a general warm-up call explanation designed to put the respondent at ease. Warm-up questions did not include any reference to a publication itself or the nature of the study information. The study followed recommended guidelines developed in part from established media usage and evaluation guidelines. Survey totals may not equal 100% due to rounding. The Circulation Verification Council estimates that all the information in this survey has a maximum error margin of +/-4% at the 95% confidence level. 262 Survey respondents were interviewed during the verification of carrier delivery and mail distribution. 14 Survey respondents reported reading a minimum of two of the last four issues through single copy, controlled bulk, or pass along distribution. 67 Survey respondents responded to a geo-coded outbound email verification. This publication did not participate in the CVC online research program.

- **Average estimated readers per edition during the audit period: 1.85**

*Readership estimates compiled from 2020 CVC circulation & readership study data.

1. Beverly Hills Weekly is distributed regularly in your area. Do you regularly read or look through Beverly Hills Weekly?

YES	343	Survey Respondents
-----	-----	--------------------

2. Do you frequently purchase products or services from ads seen in Beverly Hills Weekly?

YES	187	54.5%
NO	156	45.5%

3. How long do you keep Beverly Hills Weekly before discarding it?

57%	1-2 Days
22%	3-4 Days
11%	5-6 Days
10%	1 Week or More

4. Reader Gender (Voice recognition - Gender Bias Rotation)

Reader Demographics	Market Demographics
40%	47% Male Readers
60%	53% Female Readers



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5. What range best describes your age.

Reader Demographics	Market Demographics
00%	04% 18 - 20
01%	05% 21 - 24
07%	14% 25 - 34
13%	15% 35 - 44
25%	20% 45 - 54
29%	18% 55 - 64
20%	12% 65 - 74
04%	07% 75 - 84
01%	05% 85 years or older

6. What range best describes your combined annual household income for last year?

Reader Demographics	Market Demographics
00%	08% under \$15,000
00%	06% \$15,000 - \$24,999
<01%	05% \$25,000 - \$34,999
03%	07% \$35,000 - \$49,999
07%	13% \$50,000 - \$74,999
11%	10% \$75,000 - \$99,999
11%	09% \$100,000 - \$124,999
12%	06% \$125,000 - \$149,999
18%	08% \$150,000 - \$199,999
38%	28% over \$200,000

7. What is the highest level of education you have obtained?

Reader Demographics	Market Demographics
00%	04% Some High School or Less
08%	13% Graduated High School
22%	22% Some College
33%	32% Graduated College
15%	12% Completed Master Degree
16%	12% Completed Professional Degree
06%	05% Completed Doctorate Degree



8. Which of the following products or services, if any, do you plan to purchase during the next twelve months?

17%	New Automobile, Truck or SUV	(% = Positive respondents)
14%	Used Automobile, Truck or SUV	
19%	Antiques / Auctions	
61%	Furniture / Home Furnishings	
26%	Major Home Appliance	
29%	Computers, Tablets or Laptops	
33%	Home Improvements or Home Improvement Supplies	
31%	Television or Electronics	
19%	Carpet or Flooring	
35%	Automobile Accessories (tires, brakes or service)	
39%	Lawn & Garden Supplies	
27%	Florist / Gift Shops	
11%	Home Heating & Air Conditioning (service, new equipment)	
52%	Vacations / Travel	
12%	Real Estate (Sell or purchase)	
51%	Men's Apparel	
72%	Women's Apparel	
23%	Children's Apparel	
01%	Boats or Personal Watercraft	
23%	Art & Crafts Supplies	
09%	Childcare	
18%	Education or Classes	
15%	Attorney	
30%	Veterinarian	
12%	Chiropractor	
27%	Financial Planner (Retirement, Investing)	
42%	Tax Advisor / Tax Services	
41%	Health Club / Exercise Class	
39%	Cleaning Services (Carpet Cleaning, Air Duct Cleaning, Home Cleaning)	
13%	Weight Loss	
35%	Lawn Care Service (Maintenance & Landscaping)	
21%	Legal Gambling Entertainment (Lottery, Casinos, Racetracks, Bingo)	
48%	Pharmacist / Prescription Service	
25%	Cell Phone or Smart Phone (New Service or Update Service)	
72%	Dining & Entertainment	
29%	Jewelry	
03%	Wedding Supplies	
21%	Athletic & Sports Equipment	
01%	Motorcycles / ATV's	
58%	Medical Services / Physicians	
31%	Pet Supplies	



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THIS PAGE CONTAINS NO DATA



Beverly Press

Beverly Press

AUDIT REPORT

Daily News Media

LOS ANGELES TIMES

Los Angeles (Los Angeles County), California

12 months ended March 31, 2019

	Avg Sun	Avg Mon-Fri	Avg Mon-Sat	Mon	Tue	Wed	Thu	Fri	Sat
EXECUTIVE SUMMARY	668,466	451,080	449,402	403,586	406,054	405,234	489,616	550,913	441,001
Los Angeles Times									
Print	482,949	231,324	234,967	206,520	206,520	206,676	292,906	243,996	253,179
Digital Replica	107,854	107,647	107,681	107,645	107,646	107,646	107,649	107,649	107,848
Digital Nonreplica	77,663	89,810	88,171	89,421	91,888	90,912	89,061	87,771	79,974
Total Circulation Excluding Affiliated Publications	668,466	428,781	430,819	403,586	406,054	405,234	489,616	439,416	441,001
Affiliated Publications									
Hoy		22,299	18,583					111,497	
TOTAL AVERAGE CIRCULATION	668,466	451,080	449,402	403,586	406,054	405,234	489,616	550,913	441,001

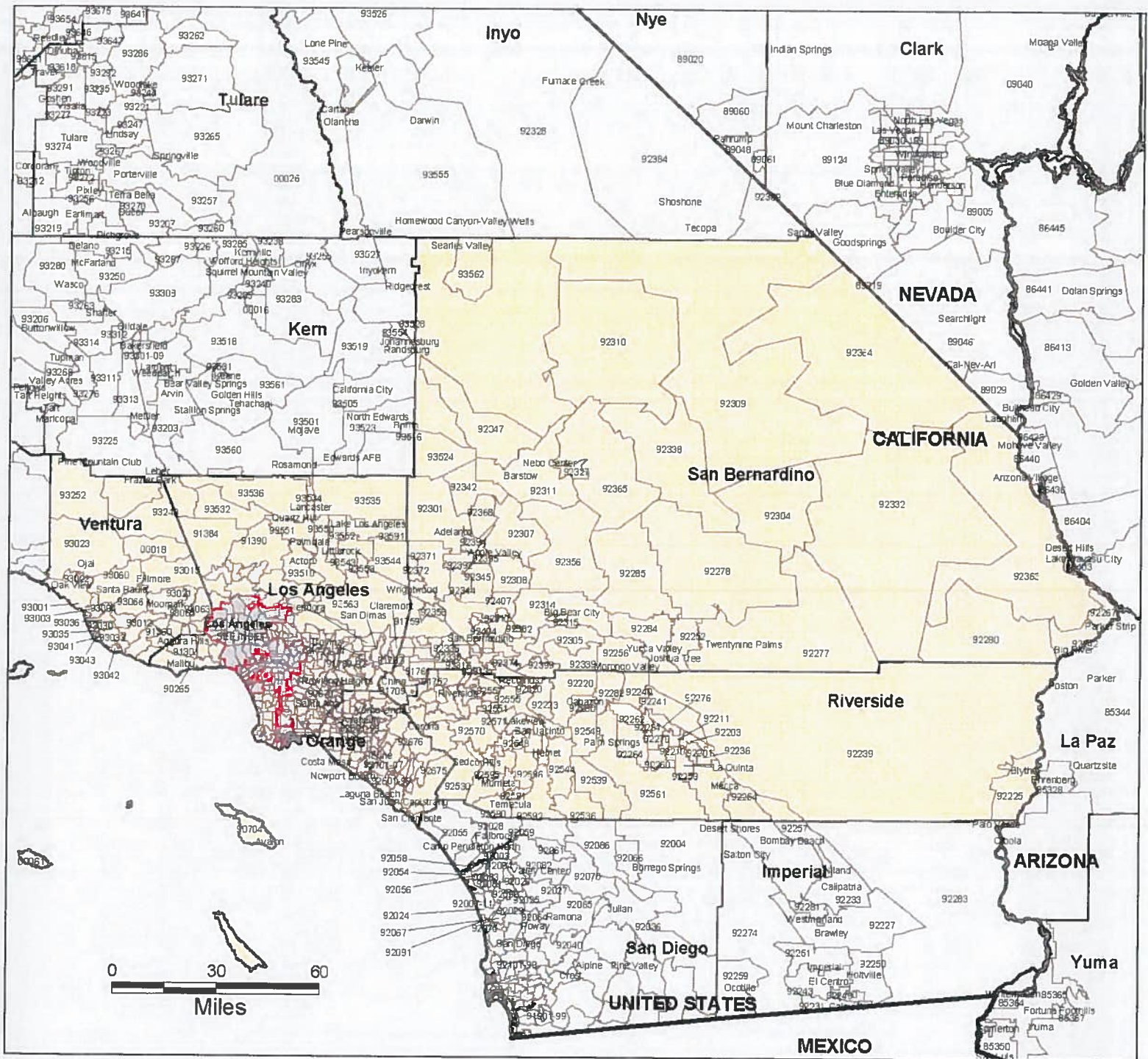
Audience Summary

PRINT READERSHIP: In Market					ONLINE READERSHIP: In Market			NET COMBINED AUDIENCE: In Market (unduplicated)				WEBSITE USAGE: Total Activity	
	<u>Sun</u>	<u>Weekday</u>	<u>Past 7 Days</u>		<u>Past 7 Days</u>	<u>Past 30 Days</u>		<u>Past 7 Days</u>	<u>Past 7 Days Print Past 30 Days Online</u>		<u>Feb. 2019</u>		
DMA				DMA			DMA			Total Unique Users	25,810,000		
Readers	2,006,463	1,235,525	2,945,576	Readers	2,506,896	3,494,893	Audience	4,459,027	5,234,396	Page Impressions/ Views	106,371,000		
Reach	13.8%	8.5%	20.3%	Reach	17.3%	24.1%	Reach	30.7%	36.0%	Source: comScore Media Metrix, See Notes			
NDM*				NDM*			NDM*			Total Unique Browsers	30,630,187		
Readers	2,006,463	1,235,525	2,945,576	Readers	2,506,896	3,494,893	Audience	4,459,027	5,234,396	Page Impressions/ Views	82,685,607		
Reach	13.8%	8.5%	20.3%	Reach	17.3%	24.1%	Reach	30.7%	36.1%	Source: Adobe Analytics, See Notes			
Source: 2018 Release 2, Nielsen Scarborough Report. Copyright 2018, The Nielsen Company. All rights reserved.													
Note: Publisher also reports additional digital metrics, See Notes													






Publishing Plans

Los Angeles Times	Frequency: Daily Delivery Vehicle(s): Print, online, mobile Primary Circulation Classification: Paid Digital Nonreplica subscriptions are sold for display of select newspaper content on eReaders and Mobile/Smartphones. Website(s): www.latimes.com
Hoy	Frequency: Friday Delivery Vehicle(s): Print Circulation Classification: Verified Unique Print Subscriber Percent: 100.0% Spanish language newspaper distributed on Friday through single copy outlets in the Los Angeles Metro area. Website(s): www.hoylosangeles.com

LOS ANGELES, CALIFORNIA

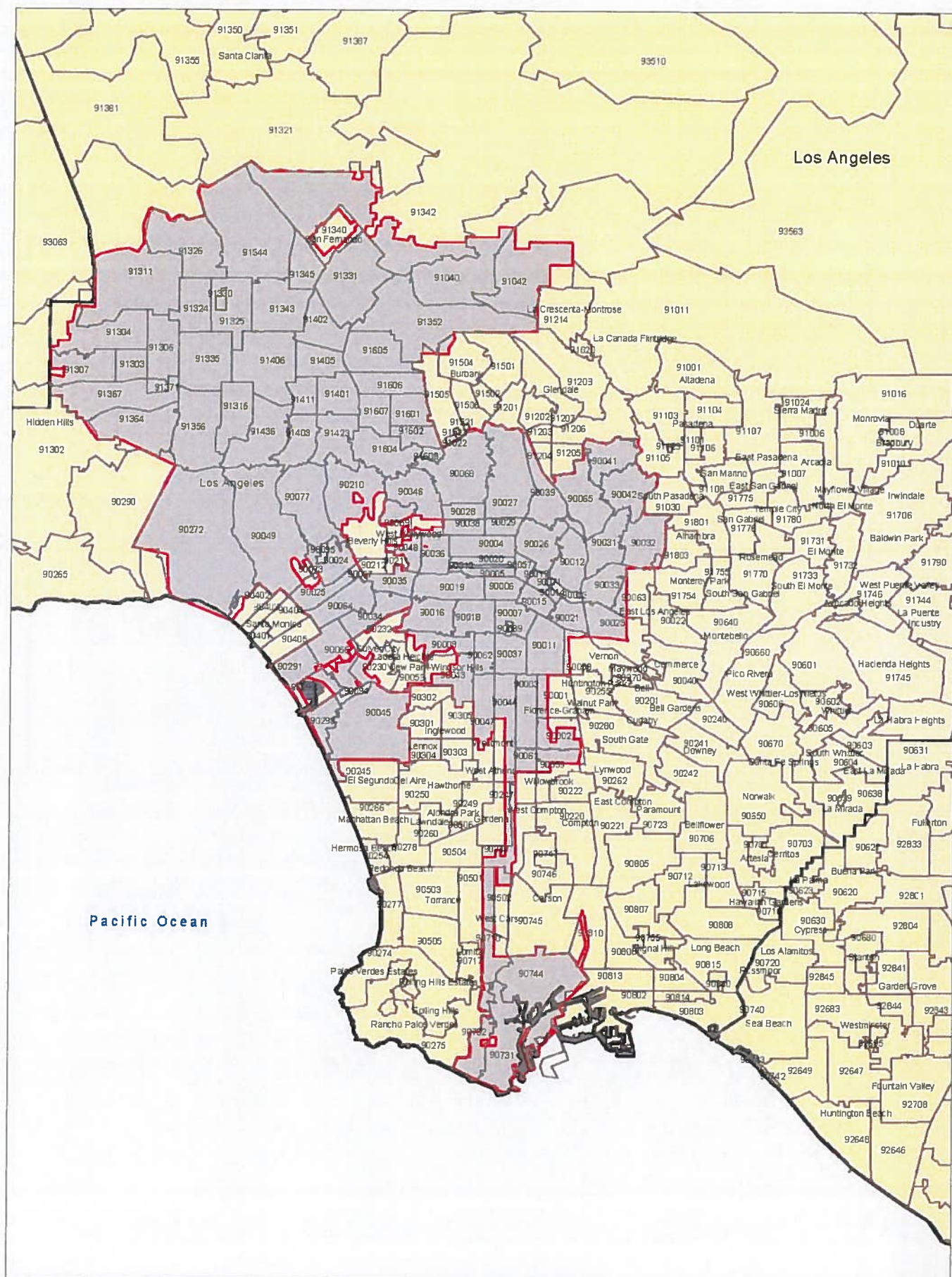


LEGEND

-  INTERNATIONAL BOUNDARY
 COUNTY BOUNDARY
 ZIP CODE BOUNDARY
 LOS ANGELES CORPORATE LIMITS
 BALANCE OF NEWSPAPER DESIGNATED MARKET



C1360-R13



	Sun	Avg Mon-Fri	Avg Mon-Sat	Mon	Tue	Wed	Thu	Fri	Sat
LOS ANGELES TIMES - PRINT									
Paid Circulation									
Individually Paid Circulation									
Home Delivery and Mail	389,193	209,559	214,075	190,363	190,570	190,482	248,774	227,604	236,659
Joint Distribution	15,734								
Single Copy Sales	20,776	10,848	10,900	10,858	10,641	10,748	10,959	11,036	11,157
Total Average Individually Paid Circulation	425,703	220,407	224,975	201,221	201,211	201,230	259,733	238,640	247,816
Business/Traveler Paid Circulation									
Hotel Distribution - Room/Lobby Copies	1,516	1,110	1,171	1,057	1,070	1,208	1,105	1,108	1,477
Total Average Business/Traveler Paid Circulation	1,516	1,110	1,171	1,057	1,070	1,208	1,105	1,108	1,477
Total Average Paid Circulation - Print	427,219	221,517	226,146	202,278	202,281	202,438	260,838	239,748	249,293
Qualified Circulation									
Home Delivery									
Targeted	51,878	5,569	4,641				27,843		
Total Average Home Delivery	51,878	5,569	4,641				27,843		
Single Copy									
University Copies		1	1	1	1	1	1	2	
Employee/Independent Contractor	2,835	3,040	3,007	3,044	3,040	3,040	3,038	3,038	2,839
Retail/Business	1,017	1,197	1,172	1,197	1,198	1,197	1,186	1,208	1,047
Total Average Single Copy	3,852	4,238	4,180	4,242	4,239	4,238	4,225	4,248	3,886
Total Average Qualified Circulation - Print	55,730	9,807	8,821	4,242	4,239	4,238	32,068	4,248	3,886
Total Average Circulation - Print	482,949	231,324	234,967	206,520	206,520	206,676	292,906	243,996	253,179

LOS ANGELES TIMES - DIGITAL REPLICA

Paid Circulation									
Subscription	107,404	107,404	107,404	107,404	107,404	107,404	107,404	107,404	107,404
Total Average Paid Circulation - Digital Replica	107,404	107,404	107,404	107,404	107,404	107,404	107,404	107,404	107,404
Qualified Circulation: Opt-in									
Employee/Independent Contractor	450	243	277	241	242	242	245	245	444
Total Average Qualified Circulation - Digital Replica	450	243	277	241	242	242	245	245	444
Total Average Circulation - Digital Replica	107,854	107,647	107,681	107,645	107,646	107,646	107,649	107,649	107,848
Total Average Circulation - Print & Digital Replica	590,803	338,971	342,648	314,165	314,166	314,322	400,555	351,645	361,027

LOS ANGELES TIMES - DIGITAL NONREPLICA

Paid Circulation									
Restricted Access Website	38,724	48,018	46,855	48,015	48,948	48,938	47,669	46,521	41,038
eReaders without Advertising	3,247	3,228	3,229	3,231	3,230	3,227	3,226	3,228	3,231
Mobile/Smartphone	9,222	9,222	9,222	9,222	9,222	9,222	9,222	9,222	9,222
Total Average Paid Circulation - Digital Nonreplica	51,193	60,468	59,306	60,468	61,400	61,387	60,117	58,971	53,491
Qualified Circulation									
Restricted Access Website	4,875	6,190	6,006	6,148	6,318	6,355	6,159	5,971	5,086
Mobile/Smartphone	21,595	23,152	22,859	22,805	24,170	23,170	22,785	22,829	21,397
Total Average Qualified Circulation - Digital Nonreplica	26,470	29,342	28,865	28,953	30,488	29,525	28,944	28,800	26,483
Total Average Circulation - Digital Nonreplica	77,663	89,810	88,171	89,421	91,888	90,912	89,061	87,771	79,974
TOTAL AVERAGE CIRCULATION - PRINT & DIGITAL REPLICA AND NONREPLICA	668,466	428,781	430,819	403,586	406,054	405,234	489,616	439,416	441,001

HOY - PRINT

Verified Circulation									
Public Access									
Racks and Other Distribution		22,299	18,583					111,497	
Total Average Public Access		22,299	18,583					111,497	
Total Average Verified Circulation - Print		22,299	18,583					111,497	
TOTAL AVERAGE CIRCULATION - PRINT		22,299	18,583					111,497	

TOTAL AVERAGE CIRCULATION By Market: (Optional):
AUDIT STATEMENT

	Audited Circulation	Sun Publisher's Claim	Difference	Audited Circulation	Avg Mon-Fri Publisher's Claim	Difference	Audited Circulation	Avg Mon-Sat Publisher's Claim	Difference
Los Angeles Times (Excluding Affiliated Publications)	668,466	668,466		428,781	428,781		430,819	430,819	
Hoy				22,299	22,299		18,583	18,583	
Total Average Circulation	668,466	668,466		451,080	451,080		449,402	449,402	

	Audited Circulation	Mon Publisher's Claim	Difference	Audited Circulation	Tue Publisher's Claim	Difference	Audited Circulation	Wed Publisher's Claim	Difference
Los Angeles Times (Excluding Affiliated Publications)	403,586	403,586		406,054	406,054		405,234	405,234	
Hoy									
Total Average Circulation	403,586	403,586		406,054	406,054		405,234	405,234	

	Audited Circulation	Thu Publisher's Claim	Difference	Audited Circulation	Fri Publisher's Claim	Difference	Audited Circulation	Sat Publisher's Claim	Difference
Los Angeles Times (Excluding Affiliated Publications)	489,616	489,616		439,416	439,416		441,001	441,001	
Hoy				111,497	111,497				
Total Average Circulation	489,616	489,616		550,913	550,913		441,001	441,001	

AVERAGE CIRCULATION BY QUARTERS for the previous audits and period covered by this report:

Calendar Quarter Ended	Sun Total Avg. Circ.	Avg Mon-Fri Total Avg. Circ.	Avg Mon-Sat Total Avg. Circ.	Mon Total Avg. Circ.	Tue Total Avg. Circ.	Wed Total Avg. Circ.	Thu Total Avg. Circ.	Fri Total Avg. Circ.	Sat Total Avg. Circ.
June 28, 2015	794,728	516,902	514,403	520,152	442,174	438,566	549,482	634,134	501,909
September 27, 2015	782,631	507,396	504,582	511,473	432,487	433,190	538,143	621,690	490,509
December 27, 2015	809,656	523,544	518,607	516,497	433,047	438,921	578,401	650,851	493,923
March 27, 2016	809,414	499,981	496,637	502,585	425,915	424,630	531,029	615,747	479,916
June 26, 2016	789,821	490,964	486,345	496,278	415,531	417,427	524,252	601,332	463,248
September 25, 2016	773,789	472,250	468,592	481,895	401,156	399,587	495,199	583,417	450,297
December 25, 2016	827,562	511,696	506,684	517,033	435,279	438,019	556,867	611,281	481,620
March 26, 2017	779,516	483,969	484,508	431,532	431,692	432,494	519,304	604,820	487,206
June 25, 2017	741,259	469,231	470,222	420,463	422,660	422,079	497,115	583,839	475,178
September 24, 2017	718,774	455,848	458,567	408,731	410,222	406,253	483,170	570,864	472,161
December 31, 2017	746,574	480,081	479,408	433,283	432,004	429,789	525,187	580,140	476,046
April 1, 2018	689,113	465,830	465,235	413,734	419,792	418,326	510,563	566,732	462,263
July 1, 2018	670,230	449,959	448,302	401,701	405,486	404,349	486,403	551,861	440,001
September 30, 2018	665,738	440,282	439,301	394,924	395,959	394,132	474,129	542,266	434,378
December 30, 2018	665,977	455,408	453,344	403,004	406,338	406,679	508,962	552,054	443,023
March 31, 2019	671,924	458,668	456,657	414,713	416,430	415,771	488,963	557,465	446,593

ACTUAL ONE-DAY GROSS DISTRIBUTION AND AVERAGE PROJECTED CIRCULATION AVERAGES BY COUNTIES:

Sun, February 24, 2019; Fri, February 22, 2019.

(OH's) Occupied Households - #1-1-18 The Nielsen Company (U.S.), Inc.

The "Average Projected Circulation" (Avg. Proj. Circ.) has been arrived at by projecting the audit period averages to the one day distribution figures in this report.

State County	Sun								Fri								Hoy								
	Los Angeles Times							Los Angeles Times							Hoy										
	OH's #1-1-18 Estimate	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Sun Avg. Proj. Circ.*	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.*	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.*	Hshld. Cov.
CALIFORNIA																									
KERN	269,456	989		989	15		1,004	1,002	0.4%	739		739	15		754	750	0.3%								
LOS ANGELES	3,381,382	267,861	826	268,687	43,281		311,968	311,417	9.2%	155,823	745	156,568	3,774		160,342	159,568	4.7%				103,757	103,757	105,178	3.1%	
ORANGE	1,057,908	68,473	97	68,570	13,336		81,906	81,761	7.7%	38,167	90	38,257	491		38,748	38,561	3.6%				5,696	5,696	5,774	0.5%	
RIVERSIDE	748,446	22,918	184	23,102	108		23,210	23,169	3.1%	10,726	8	10,734	8		10,742	10,690	1.4%								
SACRAMENTO	549,042	173		173			173	173	0.0%	109		109			109	108	0.0%								
SAN BERNARDINO	642,426	21,825		21,825	67		21,892	21,853	3.4%	8,578		8,578	65		8,643	8,601	1.3%								
SAN DIEGO	1,174,993	14,229	107	14,336			14,336	14,311	1.2%	6,737	71	6,808			6,808	6,775	0.6%				538	538	545	0.1%	
SAN LUIS OBISPO	108,724	1,327		1,327			1,327	1,325	1.2%	949		949			949	944	0.9%								
SANTA BARBARA	149,877	6,350	61	6,411	26		6,437	6,426	4.3%	4,526	45	4,571	25		4,596	4,574	3.1%								
TULARE	136,097	130		130			130	130	0.1%	110		110			110	109	0.1%								
VENTURA	277,356	20,173	125	20,298	126		20,424	20,388	7.4%	11,995	75	12,070	115		12,185	12,126	4.4%								
Miscellaneous Counties		409	15	424	13		437	435		672		672	22		694	692									
TOTAL IN CALIFORNIA		424,857	1,415	426,272	56,972		483,244	482,390		239,131	1,034	240,165	4,515		244,680	243,498					109,991	109,991	111,497		
NEVADA																									
CLARK	805,687	560		560			560	559	0.1%	500		500			500	498	0.1%								
TOTAL IN NEVADA		560		560			560	559		500		500			500	498									
TOTAL PRINT CIRCULATION		425,417	1,415	426,832	56,972		483,804	482,949		239,631	1,034	240,665	4,515		245,180	243,996					109,991	109,991	111,497		
DIGITAL REPLICA CIRCULATION		118,312		118,312	55		118,367	107,854		118,312		118,312	55		118,367	107,649									
DIGITAL NONREPLICA CIRCULATION		53,952		53,952	29,304		83,256	77,663		65,660		65,660	30,203		95,863	87,771									
TOTAL AVERAGE CIRCULATION		597,681	1,415	599,096	86,331		685,427	668,466		423,603	1,034	424,637	34,773		459,410	439,416					109,991	109,991	111,497		

#County occupied household estimates appearing in AAM reports are obtained from The Nielsen Company (U.S.), Inc. The Nielsen Company (U.S.), Inc. estimates are intended for your company's use during its normal course of business, and, while the information may be provided to third parties during such course of business, it may not be sold or sub-licensed to third parties or electronically integrated into third party systems without the prior written consent of The Nielsen Company (U.S.), Inc.

*Arrived at by relating actual gross distribution figures to average circulation for the period covered by this report.

DISTRIBUTION IN TOWNS RECEIVING 25 OR MORE COPIES IN DETAIL BY COUNTIES, AS WELL AS THE TOTAL ONLY FOR TOWNS RECEIVING LESS THAN 25 COPIES DAILY:

Analysis optional and not made.

DISTRIBUTION BY ZIP CODES RECEIVING 25 OR MORE COPIES:

SOURCE - U.S. ZIP Code Directory, #1-1-18 The Nielsen Company (U.S.), Inc., See Notes.

STATE ZIP Code		Sun											Fri			Hoy											Fri		
		Los Angeles Times											Los Angeles Times																
		OH's #1-1-18 Estimate	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Sun Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.			
NEVADA																													
89106	Las Vegas	8,749	560		560			560	559	6.4%	500		500			500	498	5.7%											
CALIFORNIA																													
90001	Los Angeles	13,387	304		304	267		571	570	4.3%	85		85			85	85	0.6%						2,754	2,754	2,792	20.9%		
90002	Los Angeles	12,475	323		323	73		396	395	3.2%	73		73			73	73	0.6%						240	240	243	1.9%		
90003	Los Angeles	17,306	465		465	233		698	697	4.0%	148		148			148	147	0.8%						689	689	698	4.0%		
90004	Los Angeles	22,761	1,309		1,309	76		1,385	1,383	6.1%	876		876			876	872	3.8%						940	940	953	4.2%		
90005	Los Angeles	17,283	499		499	25		524	523	3.0%	215		215			215	214	1.2%						575	575	583	3.4%		
90006	Los Angeles	19,292	424		424	28		452	451	2.3%	135		135			135	134	0.7%						2,300	2,300	2,331	12.1%		
90007	Los Angeles	12,172	418		418	127		545	544	4.5%	154		154			154	153	1.3%						1,330	1,330	1,348	11.1%		
90008	Los Angeles	13,855	1,381		1,381	300		1,681	1,678	12.1%	772		772			772	768	5.5%											
90010	Los Angeles		228		228			228	228		107		107			107	106							344	344	349			
90011	Los Angeles	23,602	408		408	287		695	694	2.9%	107		107			107	106	0.4%						4,201	4,201	4,259	18.0%		
90012	Los Angeles	13,133	865	30	895	216		1,111	1,109	8.4%	616	20	636	575		1,211	1,205	9.2%						1,071	1,071	1,086	8.3%		
90013	Los Angeles	7,813	188	5	193	2		195	195	2.5%	88	5	93			93	93	1.2%						469	469	475	6.1%		
90014	Los Angeles	5,505	184	20	204	8		212	212	3.9%	84	20	104	25		129	128	2.3%						572	572	580	10.5%		
90015	Los Angeles	8,468	303	38	341	12		353	352	4.2%	148	22	170	4		174	173	2.0%						1,300	1,300	1,318	15.6%		
90016	Los Angeles	16,832	1,293		1,293	305		1,598	1,595	9.5%	636		636			636	633	3.8%											
90017	Los Angeles	11,187	335	6	341	39		380	379	3.4%	260	15	275	35		310	309	2.8%						740	740	750	6.7%		
90018	Los Angeles	16,793	854		854	206		1,060	1,058	6.3%	398		398			398	396	2.4%						168	168	170	1.0%		
90019	Los Angeles	24,335	1,734		1,734	289		2,023	2,019	8.3%	851		851	86		937	932	3.8%						9	9	9	0.0%		
90020	Los Angeles	17,350	624		624	15		639	638	3.7%	328		328			328	326	1.9%						446	446	452	2.6%		
90021	Los Angeles	1,222	56		56			56	56	4.6%	36		36			36	36	2.9%						867	867	879	71.9%		
90022	Los Angeles	17,489	688		688			688	687	3.9%	320		320			320	318	1.8%						5,411	5,411	5,485	31.4%		
90023	Los Angeles	11,047	347		347	267		614	613	5.5%	125		125			125	124	1.1%						4,094	4,094	4,150	37.6%		
90024	Los Angeles	18,784	2,355	15	2,370	257		2,627	2,622	14.0%	1,928	31	1,959	118		2,077	2,067	11.0%											
90025	Los Angeles	21,769	1,858		1,858	131		1,989	1,985	9.1%	1,329		1,329			1,329	1,323	6.1%											
90026	Los Angeles	25,954	1,374		1,374	256		1,630	1,627	6.3%	798		798			798	794	3.1%						1,395	1,395	1,414	5.4%		
90027	Los Angeles	22,550	1,669		1,669	200		1,869	1,866	8.3%	1,040		1,040			1,040	1,035	4.6%											
90028	Los Angeles	17,158	536	27	563	30		593	592	3.5%	327	27	354	25		379	377	2.2%						4	4	4	0.0%		
90029	Los Angeles	14,124	407		407	72		479	478	3.4%	194		194			194	193	1.4%						1,235	1,235	1,252	8.9%		
90031	Los Angeles	11,951	520		520	159		679	678	5.7%	262		262			262	261	2.2%						1,112	1,112	1,127	9.4%		
90032	Los Angeles	12,959	939		939	459		1,398	1,396	10.8%	421		421			421	419	3.2%						1,089	1,089	1,104	8.5%		
90033	Los Angeles	13,274	432		432	52		484	483	3.6%	268		268	22		290	289	2.2%						2,688	2,688	2,725	20.5%		
90034	Los Angeles	26,163	2,002		2,002	329		2,331	2,327	8.9%	1,201		1,201			1,201	1,195	4.6%											
90035	Los Angeles	12,991	1,560	7	1,567	232		1,799	1,796	13.8%	1,101	6	1,107			1,107	1,102	8.5%											
90036	Los Angeles	19,674	1,586		1,586	147		1,733	1,730	8.8%	1,022		1,022			1,022	1,017	5.2%											
90037	Los Angeles	16,802	436		436	267		703	702	4.2%	155		155			155	154	0.9%						1,662	1,662	1,685	10.0%		
90038	Los Angeles	12,106	348		348	41		389	388	3.2%	183		183			183	182	1.5%						1,080	1,080	1,095	9.0%		
90039	Los Angeles	11,750	1,287		1,287	255		1,542	1,539	13.1%	813		813			813	809	6.9%											
90040	Los Angeles	3,657	194		194			194	194	5.3%	105		105			105	104	2.8%						781	781	792	21.7%		
90041	Los Angeles	9,915	1,201		1,201	262		1,463	1,460	14.7%	715		715			715	712	7.2%						26	26	26	0.3%		
90042	Los Angeles	20,930	1,490		1,490	361		1,851	1,848	8.8%	724		724			724	721	3.4%						2,017	2,017	2,045	9.8%		

STATE ZIP Code		Sun										Fri														
		Los Angeles Times										Hoy														
		OH's #1-1-18 Estimate	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Sun Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.
CALIFORNIA (Cont'd)																										
90043	Los Angeles	16,299	1,715		1,715	258		1,973	1,970	12.1%	869		869				869	865	5.3%							
90044	Los Angeles	26,283	916		916	263		1,179	1,177	4.5%	327		327				327	325	1.2%							
90045	Los Angeles	16,040	3,012		3,012	1,161		4,173	4,166	26.0%	2,374		2,374	851			3,225	3,209	20.0%				1,390	1,390	1,409	5.4%
90046	Los Angeles	29,045	2,125	15	2,140	304		2,444	2,440	8.4%	1,305	10	1,315				1,315	1,309	4.5%				3	3	3	0.0%
90047	Los Angeles	16,617	1,244		1,244	226		1,470	1,467	8.8%	576		576				576	573	3.4%							
90048	Los Angeles	12,368	1,257	76	1,333	131		1,464	1,461	11.8%	869	51	920				920	916	7.4%				13	13	13	0.1%
90049	Los Angeles	17,312	3,423		3,423	314		3,737	3,730	21.5%	2,809		2,809				2,809	2,795	16.1%							
90056	Los Angeles	3,322	715		715	127		842	841	25.3%	473		473				473	471	14.2%							
90057	Los Angeles	16,126	266		266	9		275	275	1.7%	100		100	8			108	107	0.7%				677	677	686	4.3%
90058	Los Angeles	979	47		47	2		49	49	5.0%	27		27				27	27	2.8%				1,216	1,216	1,233	125.9%
90059	Los Angeles	9,983	331		331	114		445	444	4.4%	88		88	85			173	172	1.7%							
90061	Los Angeles	7,369	320		320	6		326	325	4.4%	118		118				118	117	1.6%							
90062	Los Angeles	9,126	441		441	214		655	654	7.2%	160		160				160	159	1.7%							
90063	Los Angeles	13,498	540		540	264		804	803	5.9%	213		213				213	212	1.6%				2,610	2,610	2,646	19.6%
90064	Los Angeles	11,450	2,464		2,464	353		2,817	2,812	24.6%	1,851		1,851				1,851	1,842	16.1%							
90065	Los Angeles	15,190	1,474		1,474	404		1,878	1,875	12.3%	857		857				857	853	5.6%				1,770	1,770	1,794	11.8%
90066	Los Angeles	24,376	3,207		3,207	916		4,123	4,116	16.9%	2,171		2,171				2,171	2,161	8.9%							
90067	Los Angeles	1,721	659	55	714	6		720	719	41.8%	690	55	745				745	741	43.1%							
90068	Los Angeles	13,113	1,328		1,328	141		1,469	1,466	11.2%	950		950				950	945	7.2%				9	9	9	0.1%
90069	West Hollywood	13,709	1,395	38	1,433	165		1,598	1,595	11.6%	995	42	1,037				1,037	1,032	7.5%							
90071	Los Angeles		147	52	199	27		226	226		197	7	204	51			255	254					53	53	54	
90077	Los Angeles	3,794	1,013	25	1,038	121		1,159	1,157	30.5%	837	25	862				862	858	22.6%							
90089	Los Angeles	125	35		35	1		36	36	28.8%																
90094	Playa Vista	4,438	400		400	1		401	400	9.0%	285		285				285	284	6.4%							
90095	Los Angeles										19	15	34				34	34								
90201	Bell Gardens	24,911	481		481	225		706	705	2.8%	144		144				144	143	0.6%							
90210	Beverly Hills	9,486	2,020	113	2,133	226		2,359	2,355	24.8%	1,737	88	1,825				1,825	1,816	19.1%				2,636	2,636	2,672	10.7%
90211	Beverly Hills	3,753	436		436	55		491	490	13.1%	335		335				335	333	8.9%							
90212	Beverly Hills	5,653	772	159	931	64		995	993	17.6%	608	126	734				734	730	12.9%							
90220	Compton	13,457	621		621	156		777	776	5.8%	225		225				225	224	1.7%				16	16	16	0.1%
90221	Compton	12,200	402		402	149		551	550	4.5%	113		113				113	112	0.9%				1,928	1,928	1,954	16.0%
90222	Compton	7,984	283		283	1		284	283	3.5%	110		110				110	109	1.4%							
90230	Culver City	13,443	2,158		2,158	156		2,314	2,310	17.2%	1,402		1,402				1,402	1,395	10.4%				232	232	235	2.9%
90232	Culver City	7,369	1,064		1,064	141		1,205	1,203	16.3%	666		666				666	663	9.0%							
90240	Downey	7,637	799		799	135		934	932	12.2%	365		365				365	363	4.8%							
90241	Downey	14,146	880		880	177		1,057	1,055	7.5%	376		376				376	374	2.6%				829	829	840	11.0%
90242	Downey	13,063	671		671	273		944	942	7.2%	279		279	59			338	336	2.6%				1,180	1,180	1,196	8.5%
90245	El Segundo	7,299	1,004	15	1,019	1,205		2,224	2,220	30.4%	606	15	621	693			1,314	1,308	17.9%							
90247	Gardena	16,188	1,215		1,215	185		1,400	1,398	8.6%	585		585				585	582	3.6%							
90248	Gardena	3,552	496		496	62		558	557	15.7%	290		290				290	289	8.1%							
90249	Gardena	8,851	787		787	301		1,088	1,086	12.3%	361		361				361	359	4.1%							
90250	Hawthorne	32,284	1,439		1,439	537		1,976	1,973	6.1%	610		610				610	607	1.9%							
90254	Hermosa Beach	9,726	1,356	5	1,361	287		1,648	1,645	16.9%	893	5	898				898	894	9.2%							
90255	Huntington Park	19,198	450		450	176		626	625	3.3%	147		147				147	146	0.8%							
90260	Lawndale	10,546	524		524	226		750	749	7.1%	204		204				204	203	1.9%				3,258	3,258	3,303	17.2%
90262	Lynwood	14,906	401		401	182		583	582	3.9%	113		113				113	112	0.8%				1,262	1,262	1,279	8.6%
90265	Malibu	7,542	1,352	10	1,362	8		1,370	1,368	18.1%	1,020	10	1,030				1,030	1,025	13.6%							
90266	Manhattan Beach	14,064	3,179		3,179	114		3,293	3,287	23.4%	2,281		2,281				2,281	2,270	16.1%							
90270	Maywood	6,575	114		114	12		126	126	1.9%	35		35				35	35	0.5%				1,304	1,304	1,322	20.1%

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CALIFORNIA (Cont'd)																													
90272	Pacific Palisades	9,554	3,044	7	3,051	223		3,274	3,268	34.2%	2,449	7	2,456			2,456	2,444	25.6%											
90274	Palos Verdes Peninsula	9,924	2,436		2,436	261		2,697	2,692	27.1%	1,775		1,775			1,775	1,766	17.8%											
90275	Rancho Palos Verdes	16,057	3,190		3,190	282		3,472	3,466	21.6%	2,251		2,251			2,251	2,240	14.0%											
90277	Redondo Beach	17,670	2,233		2,233	206		2,439	2,435	13.8%	1,355		1,355	92		1,447	1,440	8.1%											
90278	Redondo Beach	16,611	1,808		1,808	286		2,094	2,090	12.6%	988		988			988	983	5.9%											
90280	South Gate	24,367	811		811	235		1,046	1,044	4.3%	265		265			265	264	1.1%					3,255	3,255	3,300	13.5%			
90290	Topanga	2,738	362		362	5		367	366	13.4%	250		250			250	249	9.1%											
90291	Venice	14,810	1,394		1,394	297		1,691	1,688	11.4%	944		944			944	939	6.3%											
90292	Marina Del Rey	14,139	1,569	12	1,581	42		1,623	1,620	11.5%	1,099	12	1,111			1,111	1,106	7.8%											
90293	Playa Del Rey	6,779	899		899	57		956	954	14.1%	616		616			616	613	9.0%											
90301	Inglewood	12,528	530	15	545	143		688	687	5.5%	212	15	227			227	226	1.8%					346	346	351	2.8%			
90302	Inglewood	10,928	549		549	169		718	717	6.6%	216		216			216	215	2.0%											
90303	Inglewood	7,279	441		441	173		614	613	8.4%	200		200			200	199	2.7%											
90304	Inglewood	6,984	168		168	186		354	353	5.1%	70		70			70	70	1.0%					173	173	175	2.4%			
90305	Inglewood	6,257	693		693	91		784	783	12.5%	383		383			383	381	6.1%					622	622	631	9.0%			
90401	Santa Monica	5,067	345	65	410	19		429	428	8.4%	233	65	298			298	297	5.9%											
90402	Santa Monica	5,411	1,431		1,431	26		1,457	1,454	26.9%	1,173		1,173			1,173	1,167	21.6%											
90403	Santa Monica	14,195	1,673		1,673	104		1,777	1,774	12.5%	1,194		1,194	71		1,265	1,259	8.9%											
90404	Santa Monica	10,646	982	10	992	102		1,094	1,092	10.3%	598	5	603			603	600	5.6%											
90405	Santa Monica	15,022	2,121		2,121	166		2,287	2,283	15.2%	1,497		1,497			1,497	1,490	9.9%											
90501	Torrance	15,355	1,147		1,147	227		1,374	1,372	8.9%	580		580			580	577	3.8%											
90502	Torrance	5,997	440		440	84		524	523	8.7%	186		186			186	185	3.1%											
90503	Torrance	18,049	1,905		1,905	244		2,149	2,145	11.9%	1,127		1,127	20		1,147	1,141	6.3%											
90504	Torrance	12,033	1,313		1,313	473		1,786	1,783	14.8%	772		772			772	768	6.4%											
90505	Torrance	14,717	2,141		2,141	235		2,376	2,372	16.1%	1,242		1,242	26		1,268	1,262	8.6%											
90601	Whittier	11,086	1,297		1,297	49		1,346	1,344	12.1%	708		708			708	705	6.4%											
90602	Whittier	8,266	533		533	34		567	566	6.8%	268		268			268	267	3.2%					85	85	86	0.8%			
90603	Whittier	6,908	746		746	37		783	782	11.3%	390		390			390	388	5.6%					81	81	82	1.0%			
90604	Whittier	12,331	794		794	67		861	859	7.0%	363		363			363	361	2.9%					47	47	48	0.7%			
90605	Whittier	10,678	878		878	53		931	929	8.7%	432		432			432	430	4.0%					120	120	122	1.0%			
90606	Whittier	8,804	662		662	49		711	710	8.1%	242		242			242	241	2.7%					107	107	108	1.0%			
90620	Buena Park	13,895	671		671	342		1,013	1,011	7.3%	284		284	68		352	350	2.5%					282	282	286	3.2%			
90621	Buena Park	10,627	455		455	118		573	572	5.4%	139		139			139	138	1.3%											
90623	La Palma	5,277	494		494	53		547	546	10.3%	252		252			252	251	4.8%											
90630	Cypress	16,138	1,143		1,143	212		1,355	1,353	8.4%	560		560			560	557	3.5%											
90631	La Habra	22,278	1,362		1,362	313		1,675	1,672	7.5%	714		714			714	711	3.2%											
90638	La Mirada	14,932	1,303		1,303	92		1,395	1,393	9.3%	594		594			594	591	4.0%											
90640	Montebello	19,451	1,688		1,688	61		1,749	1,746	9.0%	870		870			870	866	4.5%											
90650	Norwalk	27,703	1,378		1,378	235		1,613	1,610	5.8%	501		501			501	499	1.8%					2,985	2,985	3,026	15.6%			
90660	Pico Rivera	16,784	1,187		1,187	47		1,234	1,232	7.3%	494		494			494	492	2.9%					1,064	1,064	1,079	3.9%			
90670	Santa Fe Springs	4,875	353		353	25		378	377	7.7%	169		169			169	168	3.4%					466	466	472	2.8%			
90680	Stanton	9,120	223	2	225	69		294	293	3.2%	99	2	101			101	101	1.1%					419	419	425	8.7%			
90701	Artesia	4,709	247		247	37		284	283	6.0%	109		109			109	108	2.3%											
90703	Cerritos	15,822	1,858		1,858	450		2,308	2,304	14.6%	931		931			931	927	5.9%											
90706	Bellflower	24,721	938		938	175		1,113	1,111	4.5%	353		353			353	351	1.4%					9	9	9	0.1%			
90710	Harbor City	9,097	690		690	180		870	868	9.5%	324		324			324	322	3.5%											
90712	Lakewood	10,992	889		889	242		1,131	1,129	10.3%	376		376			376	374	3.4%											
90713	Lakewood	9,713	802		802	91		893	891	9.2%	356		356			356	354	3.6%											

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CALIFORNIA (Cont'd)																													
90715	Lakewood	6,351	271		271	24		295	294	4.6%	93		93			93	93	1.5%											
90716	Hawaiian Gardens	3,480	85		85			85	85	2.4%																			
90717	Lomita	8,589	679		679	178		857	855	10.0%	350		350			350	348	4.1%											
90720	Los Alamitos	8,167	888		888	202		1,090	1,088	13.3%	575		575			575	572	7.0%											
90723	Paramount	14,318	359		359	158		517	516	3.6%	102		102			102	102	0.7%						488	488	495	3.5%		
90731	San Pedro	23,090	1,362		1,362	248		1,610	1,607	7.0%	724		724			724	721	3.1%											
90732	San Pedro	8,676	1,141		1,141	164		1,305	1,303	15.0%	685		685			685	682	7.9%											
90740	Seal Beach	13,715	1,585		1,585	107		1,692	1,689	12.3%	1,034		1,034			1,034	1,029	7.5%											
90742	Sunset Beach	564	54		54			54	54	9.6%	48		48			48	48	8.5%											
90744	Wilmington	14,222	369		369	180		549	548	3.9%	133		133			133	132	0.9%						1,479	1,479	1,499	10.5%		
90745	Carson	16,087	958		958	332		1,290	1,288	8.0%	385		385			385	383	2.4%											
90746	Carson	8,096	952		952	193		1,145	1,143	14.1%	475		475			475	473	5.8%											
90755	Signal Hill	4,609	295		295	4		299	298	6.5%	150		150			150	149	3.2%											
90802	Long Beach	20,864	672		672	125		797	796	3.8%	315		315	118		433	431	2.1%											
90803	Long Beach	18,158	2,069		2,069	224		2,293	2,289	12.6%	1,328		1,328			1,328	1,322	7.3%											
90804	Long Beach	15,148	471		471	180		651	650	4.3%	204		204			204	203	1.3%											
90805	Long Beach	26,909	683		683	215		898	896	3.3%	239		239			239	238	0.9%											
90806	Long Beach	12,810	419		419	206		625	624	4.9%	176		176			176	175	1.4%						233	233	236	1.8%		
90807	Long Beach	12,536	1,249		1,249	245		1,494	1,491	11.9%	711		711			711	708	5.6%											
90808	Long Beach	14,365	1,628		1,628	281		1,909	1,906	13.3%	916		916			916	912	6.3%											
90810	Long Beach	9,549	307		307	38		345	344	3.6%	112		112			112	111	1.2%						295	295	299	3.1%		
90813	Long Beach	17,251	229		229	94		323	322	1.9%	75		75			75	75	0.4%						1,077	1,077	1,092	6.3%		
90814	Long Beach	8,918	810		810	110		920	918	10.3%	486		486			486	484	5.4%											
90815	Long Beach	15,093	1,668		1,668	195		1,863	1,860	12.3%	931		931			931	927	6.1%											
91001	Altadena	12,948	2,232		2,232	469		2,701	2,696	20.8%	1,425		1,425	55		1,480	1,473	11.4%											
91006	Arcadia	11,130	1,331		1,331	125		1,456	1,453	13.1%	773		773			773	769	6.9%											
91007	Arcadia	11,929	1,067		1,067	59		1,126	1,124	9.4%	687		687			687	684	5.7%											
91008	Duarte	488	49		49	3		52	52	10.7%	32		32			32	32	6.6%											
91010	Duarte	8,316	788		788	155		943	941	11.3%	390		390			390	388	4.7%											
91011	La Canada Flintridge	7,081	1,887		1,887	214		2,101	2,097	29.6%	1,332		1,332			1,332	1,326	18.7%											
91016	Monrovia	15,606	1,437		1,437	242		1,679	1,676	10.7%	792		792			792	788	5.0%											
91020	Montrose	3,578	304		304	94		398	397	11.1%	174		174			174	173	4.8%											
91024	Sierra Madre	5,017	855		855	91		946	944	18.8%	557		557			557	554	11.0%											
91030	South Pasadena	10,789	1,750		1,750	188		1,938	1,935	17.9%	1,053		1,053			1,053	1,048	9.7%											
91040	Sunland	7,872	675		675	87		762	761	9.7%	385		385			385	383	4.9%											
91042	Tujunga	10,426	775		775	91		866	864	8.3%	388		388			388	386	3.7%											
91101	Pasadena	11,068	739		739	143		882	880	8.0%	450		450	70		520	517	4.7%											
91103	Pasadena	9,164	863		863	247		1,110	1,108	12.1%	521		521			521	518	5.7%											
91104	Pasadena	13,135	1,512		1,512	298		1,810	1,807	13.8%	826		826			826	822	6.3%											
91105	Pasadena	6,234	1,468		1,468	104		1,572	1,569	25.2%	1,075		1,075	60		1,135	1,130	18.1%											
91106	Pasadena	10,912	1,045		1,045	113		1,158	1,156	10.6%	677	40	717			717	714	6.5%											
91107	Pasadena	13,412	2,104		2,104	289		2,393	2,389	17.8%	1,189		1,189			1,189	1,183	8.8%											
91108	San Marino	4,467	890		890	128		1,018	1,016	22.7%	667		667			667	664	14.9%											
91201	Glendale	8,361	492		492	262		754	753	9.0%	302		302	98		400	398	4.8%						9	9	9	0.1%		
91202	Glendale	9,230	769		769	74		843	842	9.1%	461		461			461	459	5.0%											
91203	Glendale	6,055	182		182	20		202	202	3.3%	111		111			111	110	1.8%						4	4	4	0.1%		
91204	Glendale	6,090	203		203	19		222	222	3.6%	83		83			83	83	1.4%						4	4	4	0.1%		
91205	Glendale	14,773	554		554	110		664	663	4.5%	286		286			286	285	1.9%											
91206	Glendale	13,302	1,089		1,089	121		1,210	1,208	9.1%	638		638			638	635	4.8%											

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CALIFORNIA (Cont'd)																										
91207	Glendale	4,083	630		630	121		751	750	18.4%	405		405			405	403	9.9%								
91208	Glendale	6,311	1,042		1,042	130		1,172	1,170	18.5%	692		692			692	689	10.9%								
91214	La Crescenta	10,746	1,655		1,655	336		1,991	1,987	18.5%	1,012		1,012			1,012	1,007	9.4%								
91301	Agoura Hills	9,571	1,472		1,472			1,472	1,469	15.3%	967		967			967	962	10.1%								
91302	Calabasas	9,968	1,882		1,882	203		2,085	2,081	20.9%	1,374		1,374	90		1,464	1,457	14.6%								
91303	Canoga Park	9,412	355		355	63		418	417	4.4%	176		176			176	175	1.9%					573	573	581	6.2%
91304	Canoga Park	16,970	1,490		1,490	347		1,837	1,834	10.8%	901		901	81		982	977	5.8%					54	54	55	0.3%
91306	Winnetka	14,111	984		984	278		1,262	1,260	8.9%	506		506			506	504	3.6%					869	869	881	6.2%
91307	West Hills	8,475	1,378		1,378	193		1,571	1,568	18.5%	824		824			824	820	9.7%								
91311	Chatsworth	13,991	1,685		1,685	262		1,947	1,944	13.9%	995		995			995	990	7.1%								
91316	Encino	12,341	1,516		1,516	93		1,609	1,606	13.0%	1,020		1,020			1,020	1,015	8.2%								
91320	Newbury Park	15,498	1,611		1,611			1,611	1,608	10.4%	941		941			941	936	6.0%								
91321	Newhall	11,550	1,018		1,018	107		1,125	1,123	9.7%	479		479			479	477	4.1%								
91324	Northridge	9,624	1,044		1,044	197		1,241	1,239	12.9%	670		670			670	667	6.9%					21	21	21	0.2%
91325	Northridge	13,032	1,162		1,162	234		1,396	1,394	10.7%	724		724			724	721	5.5%								
91326	Porter Ranch	12,809	1,923		1,923	312		2,235	2,231	17.4%	1,156		1,156			1,156	1,150	9.0%								
91331	Pacoima	23,413	684		684	358		1,042	1,040	4.4%	239		239			239	238	1.0%					2,681	2,681	2,718	11.6%
91335	Rosedale	23,584	1,530		1,530	334		1,864	1,861	7.9%	758		758			758	754	3.2%					1,153	1,153	1,169	5.0%
91340	San Fernando	8,666	317		317	164		481	480	5.5%	117		117			117	116	1.3%					379	379	384	4.4%
91342	Sylmar	24,609	1,290		1,290	476		1,766	1,763	7.2%	554		554			554	551	2.2%								
91343	North Hills	17,532	1,105		1,105	320		1,425	1,422	8.1%	600		600			600	597	3.4%					1,134	1,134	1,150	6.6%
91344	Granada Hills	17,095	2,052		2,052	392		2,444	2,440	14.3%	1,128		1,128			1,128	1,123	6.6%								
91345	Mission Hills	5,281	378		378	54		432	431	8.2%	183		183			183	182	3.4%					457	457	463	8.8%
91350	Santa Clarita	11,383	1,100		1,100	73		1,173	1,171	10.3%	502		502			502	500	4.4%								
91351	Canyon Country	10,589	702		702	163		865	863	8.1%	256		256	33		289	288	2.7%								
91352	Sun Valley	12,243	609		609	295		904	902	7.4%	283		283			283	282	2.3%					1,566	1,566	1,587	13.0%
91354	Valencia	10,618	1,003		1,003	154		1,157	1,155	10.9%	479		479			479	477	4.5%								
91355	Valencia	14,472	1,508		1,508	135		1,643	1,640	11.3%	869		869			869	865	6.0%								
91356	Tarzana	11,991	1,638	6	1,644	121		1,765	1,762	14.7%	1,185	6	1,191	25		1,216	1,210	10.1%								
91360	Thousand Oaks	15,012	1,753		1,753	36		1,789	1,786	11.9%	1,179		1,179	36		1,215	1,209	8.1%								
91361	Westlake Village	8,589	1,469		1,469	30		1,499	1,496	17.4%	1,001		1,001	20		1,021	1,016	11.8%								
91362	Thousand Oaks	13,959	1,775	75	1,850			1,850	1,847	13.2%	1,127	45	1,172			1,172	1,166	8.4%								
91364	Woodland Hills	10,466	1,782		1,782	201		1,983	1,979	18.9%	1,207		1,207			1,207	1,201	11.5%								
91367	Woodland Hills	18,254	2,031		2,031	305		2,336	2,332	12.8%	1,364		1,364			1,364	1,357	7.4%								
91377	Oak Park	5,302	713		713			713	712	13.4%	439		439			439	437	8.2%								
91381	Stevenson Ranch	6,682	630		630	130		760	759	11.4%	295		295			295	294	4.4%								
91384	Castaic	7,328	559		559	93		652	651	8.9%	237		237			237	236	3.2%								
91387	Canyon Country	14,461	915		915	135		1,050	1,048	7.2%	381		381			381	379	2.6%								
91390	Santa Clarita	7,174	525		525	33		558	557	7.8%	242		242			242	241	3.4%								
91401	Van Nuys	14,733	1,235		1,235	144		1,379	1,377	9.3%	815		815			815	811	5.5%					150	150	152	1.0%
91402	Panorama City	18,872	400		400	93		493	492	2.6%	181		181			181	180	1.0%					1,418	1,418	1,437	7.6%
91403	Sherman Oaks	11,714	1,462		1,462	141		1,603	1,600	13.7%	995		995			995	990	8.5%					38	38	39	0.3%
91405	Van Nuys	17,011	709		709	167		876	874	5.1%	369		369			369	367	2.2%					1,312	1,312	1,330	7.8%
91406	Van Nuys	18,486	1,142		1,142	341		1,483	1,480	8.0%	640		640			640	637	3.4%					936	936	949	5.1%
91411	Van Nuys	9,269	589		589	64		653	652	7.0%	369		369			369	367	4.0%								
91423	Sherman Oaks	14,641	1,954		1,954	99		2,053	2,049	14.0%	1,287		1,287			1,287	1,281	8.7%								
91436	Encino	6,014	1,543		1,543	107		1,650	1,647	27.4%	1,172		1,172			1,172	1,166	19.4%								
91501	Burbank	8,699	606		606	54		660	659	7.6%	374		374			374	372	4.3%								
91502	Burbank	5,244	213		213	14		227	227	4.3%	103		103			103	103	2.0%					4	4	4	0.1%

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CALIFORNIA (Cont'd)																												
91504	Burbank	9,636	934		934	166		1,100	1,098	11.4%	576		576	70		646	643	6.7%										
91505	Burbank	13,518	1,411		1,411	145		1,556	1,553	11.5%	879		879			879	875	6.5%					9	9	9	0.1%		
91506	Burbank	7,784	849		849	80		929	927	11.9%	494		494			494	492	6.3%					9	9	9	0.1%		
91601	North Hollywood	17,966	745		745	63		808	807	4.5%	381		381			381	379	2.1%										
91602	North Hollywood	9,356	844		844	39		883	881	9.4%	548		548			548	545	5.8%										
91604	Studio City	14,753	2,040		2,040	97		2,137	2,133	14.5%	1,496		1,496			1,496	1,489	10.1%										
91605	North Hollywood	15,847	599		599	122		721	720	4.5%	269		269			269	268	1.7%					985	985	998	6.3%		
91606	North Hollywood	15,432	672		672	138		810	809	5.2%	325		325			325	323	2.1%					637	637	646	4.2%		
91607	Valley Village	14,197	1,252		1,252	71		1,323	1,321	9.3%	801		801			801	797	5.6%										
91608	Universal City										26		26	6		32	32											
91701	Rancho Cucamonga	13,111	895		895	12		907	905	6.9%	433		433	11		444	442	3.4%										
91702	Azusa	16,751	752		752	216		968	966	5.8%	295		295			295	294	1.8%					519	519	526	3.1%		
91706	Baldwin Park	17,839	653		653	237		890	888	5.0%	239		239			239	238	1.3%					1,231	1,231	1,248	7.0%		
91708	Chino	2,100	111		111			111	111	5.3%	25		25			25	25	1.2%										
91709	Chino Hills	23,384	2,575		2,575	30		2,605	2,600	11.1%	799		799	30		829	825	3.5%										
91710	Chino	21,558	1,900		1,900			1,900	1,897	8.8%	453		453			453	451	2.1%										
91711	Claremont	12,288	2,175		2,175	25		2,200	2,196	17.9%	1,448		1,448	25		1,473	1,466	11.9%										
91722	Covina	10,574	648		648	176		824	823	7.8%	270		270			270	269	2.5%					13	13	13	0.1%		
91723	Covina	6,271	371		371			371	370	5.9%	216		216			216	215	3.4%										
91724	Covina	8,832	680		680			680	679	7.7%	330		330			330	328	3.7%										
91730	Rancho Cucamonga	24,551	934		934			934	932	3.8%	387		387			387	385	1.6%										
91731	El Monte	8,227	279		279	223		502	501	6.1%	112		112	125		237	236	2.9%					1,880	1,880	1,906	23.2%		
91732	El Monte	15,245	483		483	191		674	673	4.4%	168		168			168	167	1.1%					1,670	1,670	1,693	11.1%		
91733	South El Monte	10,213	406		406	86		492	491	4.8%	151		151			151	150	1.5%					3,376	3,376	3,422	33.5%		
91737	Rancho Cucamonga	8,154	555		555			555	554	6.8%	263		263			263	262	3.2%										
91739	Rancho Cucamonga	11,837	569		569			569	568	4.8%	222		222			222	221	1.9%										
91740	Glendora	8,675	604		604			604	603	7.0%	289		289			289	288	3.3%										
91741	Glendora	9,416	1,062		1,062	55		1,117	1,115	11.8%	630		630	55		685	682	7.2%										
91744	La Puente	18,846	889		889	246		1,135	1,133	6.0%	323		323			323	321	1.7%					1,850	1,850	1,875	9.9%		
91745	Hacienda Heights	16,421	1,798		1,798	579		2,377	2,373	14.5%	1,007		1,007			1,007	1,002	6.1%										
91746	La Puente	6,927	406		406	139		545	544	7.9%	154		154			154	153	2.2%										
91748	Rowland Heights	13,581	863		863	218		1,081	1,079	7.9%	401		401			401	399	2.9%										
91750	La Verne	12,327	1,432		1,432			1,432	1,429	11.6%	782		782			782	778	6.3%										
91752	Mira Loma	9,154	270		270			270	270	2.9%	71		71			71	71	0.8%										
91754	Monterey Park	11,634	1,379		1,379	118		1,497	1,494	12.8%	825		825			825	821	7.1%										
91755	Monterey Park	9,219	642		642	97		739	738	8.0%	392		392			392	390	4.2%										
91761	Ontario	15,800	725		725			725	724	4.6%	237		237			237	236	1.5%					108	108	109	0.7%		
91762	Ontario	16,703	658		658			658	657	3.9%	234		234			234	233	1.4%					220	220	223	1.3%		
91763	Montclair	9,806	331		331			331	330	3.4%	131		131			131	130	1.3%					102	102	103	1.1%		
91764	Ontario	15,081	434		434			434	433	2.9%	152		152			152	151	1.0%					54	54	55	0.4%		
91765	Diamond Bar	15,788	1,324		1,324			1,324	1,322	8.4%	683		683			683	680	4.3%										
91766	Pomona	18,306	635		635			635	634	3.5%	273		273			273	272	1.5%										
91767	Pomona	14,582	694		694			694	693	4.8%	362		362			362	360	2.5%					1,145	1,145	1,161	6.3%		
91768	Pomona	7,883	355		355			355	354	4.5%	144		144			144	143	1.8%					1,042	1,042	1,056	7.2%		
91770	Rosemead	17,027	1,077		1,077	194		1,271	1,269	7.5%	531		531			531	528	3.1%					244	244	247	3.1%		
91773	San Dimas	12,477	1,238		1,238			1,238	1,236	9.9%	686		686			686	683	5.5%										
91775	San Gabriel	8,728	1,004		1,004	173		1,177	1,175	13.5%	593		593			593	590	6.8%										
91776	San Gabriel	12,150	565		565	94		659	658	5.4%	253		253			253	252	2.1%										
91780	Temple City	11,628	903		903	253		1,156	1,154	9.9%	486		486			486	484	4.2%										

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CALIFORNIA (Cont'd)																																		
91784	Upland	9,207	1,102				1,102	1,100	11.9%	634		634				634	631	6.9%																
91786	Upland	18,747	917		1		918	916	4.9%	488		488				488	486	2.6%																
91789	Walnut	13,023	1,285		1		1,286	1,284	9.9%	654		654				654	651	5.0%																
91790	West Covina	12,979	876			178	876	1,052	8.1%	368		368				368	366	2.8%																
91791	West Covina	10,743	881		1		882	880	8.2%	532		532				532	529	4.9%																
91792	West Covina	9,556	572			110	572	681	7.1%	220		220				220	219	2.3%																
91801	Alhambra	20,047	1,269			236	1,269	1,502	7.5%	653		653				653	650	3.2%																
91803	Alhambra	10,078	775			195	775	968	9.6%	406		406				406	404	4.0%																
91902	Bonita	6,189	77				77	77	1.2%	36		36				36	36	0.6%																
91910	Chula Vista	28,322	134				134	134	0.5%	68		68				68	68	0.2%																
91911	Chula Vista	27,044	81				81	81	0.3%	30		30				30	30	0.1%																
91913	Chula Vista	13,665	72				72	72	0.5%																									
91915	Chula Vista	9,674	45				45	45	0.5%																									
91932	Imperial Beach	9,589	64				64	64	0.7%	27		27				27	27	0.3%																
91941	La Mesa	13,002	173				173	173	1.3%	114		114				114	113	0.9%																
91942	La Mesa	18,265	148				148	148	0.8%	84		84				84	84	0.5%																
91945	Lemon Grove	8,839	43				43	43	0.5%	20		20				20	20	0.2%																
91950	National City	16,774	43				43	43	0.3%																									
91977	Spring Valley	19,330	87				87	87	0.5%	32		32				32	32	0.2%																
92003	Bonsall	1,844	128				128	128	6.9%	35		35				35	35	1.9%																
92007	Cardiff By The Sea	4,607	138				138	138	3.0%	88		88				88	88	1.9%																
92008	Carlsbad	12,520	348				348	347	2.8%	232		232				232	231	1.8%																
92009	Carlsbad	17,192	444				444	443	2.6%	269		269				269	268	1.6%																
92010	Carlsbad	6,185	130				130	130	2.1%	82		82				82	82	1.3%																
92011	Carlsbad	10,099	286				286	285	2.8%	177		177				177	176	1.7%																
92014	Del Mar	6,250	288				288	287	4.6%	187		187				187	186	3.0%																
92019	El Cajon	16,018	57				57	57	0.4%	26		26				26	26	0.2%																
92020	El Cajon	21,166	117				117	117	0.6%	68		68				68	68	0.3%																
92021	El Cajon	23,714	72				72	72	0.3%																									
92024	Encinitas	21,143	690				690	689	3.3%	442		442				442	440	2.1%																
92025	Escondido	15,720	119				119	119	0.8%	65		65				65	65	0.4%																
92026	Escondido	18,245	155				155	155	0.8%	67		67				67	67	0.4%																
92027	Escondido	17,321	119				119	119	0.7%	53		53				53	53	0.3%																
92028	Fallbrook	17,169	2,232				2,232	2,228	13.0%	293		293				293	292	1.7%																
92029	Escondido	7,823	101				101	101	1.3%	57		57				57	57	0.7%																
92037	La Jolla	18,697	474	82			556	555	3.0%	322	47	369				369	367	2.0%																
92040	Lakeside	15,657	69				69	69	0.4%																									
92054	Oceanside	15,345	277				277	277	1.8%	166		166				166	165	1.1%																
92056	Oceanside	20,407	365				365	364	1.8%	204		204				204	203	1.0%																
92057	Oceanside	19,409	276				276	276	1.4%	129		129				129	128	0.7%																
92058	Oceanside	12,160	125				125	125	1.0%	35		35				35	35	0.3%																
92064	Poway	16,860	242				242	242	1.4%	118		118				118	117	0.7%																
92067	Rancho Santa Fe	2,235	139				139	139	6.2%	111		111				111	110	4.9%																
92069	San Marcos	15,512	103				103	103	0.7%	44		44				44	44	0.3%																
92071	Santee	20,784	111				111	111	0.5%	40		40				40	40	0.2%																
92075	Solana Beach	5,600	186				186	186	3.3%	125		125				125	124	2.2%																
92078	San Marcos	18,144	273				273	273	1.5%	147		147				147	146	0.8%																
92081	Vista	11,007	131				131	131	1.2%	72		72				72	72	0.7%																
92083	Vista	11,497	88				88	88	0.8%	41		41				41	41	0.4%																

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CALIFORNIA (Cont'd)																																			
92084	Vista	15,490	210		210			210	210	1.4%	129		129			129	128	0.8%																	
92091	Rancho Santa Fe	1,929	39		39			39	39	2.0%	27		27			27	27	1.4%																	
92101	San Diego	25,106	194	10	204			204	204	0.8%	156	10	166			166	165	0.7%																	
92102	San Diego	14,378	59		59			59	59	0.4%	33		33			33	33	0.2%																	
92103	San Diego	19,013	305		305			305	304	1.6%	182		182			182	181	1.0%																	
92104	San Diego	22,315	232		232			232	232	1.0%	122		122			122	121	0.5%																	
92105	San Diego	21,389	69		69			69	69	0.3%																									
92106	San Diego	8,292	163		163			163	163	2.0%	95		95			95	95	1.1%																	
92107	San Diego	13,956	180		180			180	180	1.3%	111		111			111	110	0.8%																	
92108	San Diego	13,083	54		54			54	54	0.4%																									
92109	San Diego	24,162	242	3	245			245	245	1.0%	155	3	158			158	157	0.6%																	
92110	San Diego	11,986	120		120			120	120	1.0%	66		66			66	66	0.6%																	
92111	San Diego	17,541	178		178			178	178	1.0%	92		92			92	92	0.5%																	
92114	San Diego	17,952	77		77			77	77	0.4%																									
92115	San Diego	22,179	193		193			193	193	0.9%	104		104			104	103	0.5%																	
92116	San Diego	17,047	196		196			196	196	1.1%	108		108			108	107	0.6%																	
92117	San Diego	20,992	180		180			180	180	0.9%	96		96			96	96	0.5%																	
92118	Coronado	7,516	159	12	171			171	171	2.3%	97	11	108			108	107	1.4%																	
92119	San Diego	9,876	126		126			126	126	1.3%	65		65			65	65	0.7%																	
92120	San Diego	11,657	171		171			171	171	1.5%	92		92			92	92	0.8%																	
92122	San Diego	21,797	245		245			245	245	1.1%	149		149			149	148	0.7%																	
92123	San Diego	11,509	84		84			84	84	0.7%	38		38			38	38	0.3%																	
92124	San Diego	11,583	145		145			145	145	1.3%	69		69			69	69	0.6%																	
92126	San Diego	24,795	150		150			150	150	0.6%	48		48			48	48	0.2%																	
92127	San Diego	15,613	168		168			168	168	1.1%	81		81			81	81	0.5%																	
92128	San Diego	21,442	267		267			267	267	1.2%	143		143			143	142	0.7%																	
92129	San Diego	18,170	199		199			199	199	1.1%	88		88			88	88	0.5%																	
92130	San Diego	20,791	355		355			355	354	1.7%	194		194			194	193	0.9%																	
92131	San Diego	12,895	163		163			163	163	1.3%	91		91			91	91	0.7%																	
92139	San Diego	10,569	31		31			31	31	0.3%																									
92154	San Diego	21,974	25		25			25	25	0.1%																									
92201	Indio	19,888	471		471			471	470	2.4%	227		227			227	226	1.1%																	
92203	Indio	11,343	556		556	1		557	556	4.9%	318		318			318	316	2.8%																	
92210	Indian Wells	2,873	329		329			329	328	11.4%	265		265			265	264	9.2%																	
92211	Palm Desert	14,098	1,214		1,214	32		1,246	1,244	8.8%	875		875			875	871	6.2%																	
92220	Banning	12,290	507		507			507	506	4.1%	287		287			287	286	2.3%																	
92223	Beaumont	16,768	617		617			617	616	3.7%	263		263			263	262	1.6%																	
92230	Cabazon	785	21	176	197			197	197	25.1%																									
92234	Cathedral City	18,655	597		597			597	596	3.2%	335		335			335	333	1.8%																	
92236	Coachella	9,999	31		31			31	31	0.3%																									
92240	Desert Hot Springs	12,951	331		331			331	330	2.5%	130		130			130	129	1.0%																	
92241	Desert Hot Springs	4,522	78		78			78	78	1.7%	47		47			47	47	1.0%																	
92252	Joshua Tree	4,197	64		64			64	64	1.5%	30		30			30	30	0.7%																	
92253	La Quinta	16,617	939		939	62		1,001	999	6.0%	649		649			649	646	3.9%																	
92260	Palm Desert	16,053	1,113		1,113	11		1,124	1,122	7.0%	813		813	8		813	817	5.1%																	
92262	Palm Springs	14,068	802	3	805			805	804	5.7%	521	3	524			524	521	3.7%																	
92264	Palm Springs	11,629	855		855	1		856	854	7.3%	574		574			574	571	4.9%																	
92270	Rancho Mirage	9,893	919	5	924	1		925	923	9.3%	677	5	682			682	679	6.9%																	
92276	Thousand Palms	2,950	65		65			65	65	2.2%	30		30			30	30	1.0%																	

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CALIFORNIA (Cont'd)																													
92277	Twentynine Palms	9,327	104	104			104	104	1.1%	58		58				58	58	0.6%											
92284	Yucca Valley	10,961	364	364			364	363	3.3%	200		200				200	199	1.8%											
92301	Adelanto	9,138	81	81			81	81	0.9%	24		24				24	24	0.3%											
92307	Apple Valley	13,643	308	308			308	307	2.3%	122		122				122	121	0.9%											
92308	Apple Valley	15,259	362	362			362	361	2.4%	162		162				162	161	1.1%											
92313	Grand Terrace	4,168	146	146			146	146	3.5%	74		74				74	74	1.8%											
92314	Big Bear City	4,690	188	188			188	188	4.0%	110		110				110	109	2.3%											
92315	Big Bear Lake	1,843	144	144	4		148	148	8.0%	97		97	4			101	101	5.5%											
92316	Bloomington	7,514	128	128			128	128	1.7%	37		37				37	37	0.5%											
92320	Calimesa	3,679	108	108			108	108	2.9%	40		40				40	40	1.1%											
92324	Colton	16,753	249	249			249	249	1.5%	89		89				89	89	0.5%											
92325	Crestline	3,616	126	126			126	126	3.5%	66		66				66	66	1.8%											
92333	Fawnskin	228	36	36			36	36	15.8%																				
92335	Fontana	23,239	400	400			400	399	1.7%	139		139				139	138	0.6%											
92336	Fontana	24,146	959	959	5		964	962	4.0%	277		277	5			282	281	1.2%											
92337	Fontana	9,233	271	271			271	271	2.9%	82		82				82	82	0.9%											
92342	Helendale	2,732	62	62			62	62	2.3%	38		38				38	38	1.4%					54	54	55	0.6%			
92344	Hesperia	6,179	115	115			115	115	1.9%	26		26				26	26	0.4%											
92345	Hesperia	25,016	457	457			457	456	1.8%	109		109				109	108	0.4%											
92346	Highland	17,308	527	527	5		532	531	3.1%	228		228	5			233	232	1.3%											
92352	Lake Arrowhead	2,674	235	235			235	235	8.8%	146		146				146	145	5.4%											
92354	Loma Linda	8,435	146	146			146	146	1.7%	82		82				82	82	1.0%											
92359	Mentone	3,104	45	45			45	45	1.4%																				
92373	Redlands	13,869	872	872			872	870	6.3%	557		557				557	554	4.0%											
92374	Redlands	13,865	469	469			469	468	3.4%	224		224				224	223	1.6%											
92376	Rialto	20,850	413	413			413	412	2.0%	117		117				117	116	0.6%											
92377	Rialto	5,385	182	182			182	182	3.4%	72		72				72	72	1.3%											
92382	Running Springs	1,427	75	75			75	75	5.3%	44		44				44	44	3.1%											
92386	Sugarloaf	1,094	44	44			44	44	4.0%																				
92391	Twin Peaks	830	39	39			39	39	4.7%																				
92392	Victorville	16,601	280	280			280	280	1.7%	51		51				51	51	0.3%											
92394	Victorville	9,477	133	133			133	133	1.4%																				
92395	Victorville	15,563	495	495			495	494	3.2%	242		242				242	241	1.5%											
92397	Wrightwood	2,493	75	75			75	75	3.0%	47		47				47	47	1.9%											
92399	Yucaipa	19,462	462	462			462	461	2.4%	203		203				203	202	1.0%											
92404	San Bernardino	17,633	328	328			328	327	1.9%	137		137				137	136	0.8%											
92405	San Bernardino	8,659	126	126			126	126	1.5%	50		50				50	50	0.6%											
92407	San Bernardino	18,036	365	365			365	364	2.0%	107		107				107	106	0.6%											
92408	San Bernardino	4,144	57	57			57	57	1.4%	30		30				30	30	0.7%											
92410	San Bernardino	13,241	108	108			108	108	0.8%	33		33				33	33	0.2%											
92411	San Bernardino	6,628	60	60			60	60	0.9%																				
92501	Riverside	6,958	193	193			193	193	2.8%	82		82				82	82	1.2%											
92503	Riverside	25,175	605	605			605	604	2.4%	168		168				168	167	0.7%											
92504	Riverside	17,089	425	425			425	424	2.5%	147		147				147	146	0.9%											
92505	Riverside	14,321	266	266			266	266	1.9%	75		75				75	75	0.5%											
92506	Riverside	15,661	997	997			997	995	6.4%	530		530				530	527	3.4%											
92507	Riverside	18,992	416	416			416	415	2.2%	199		199				199	198	1.0%											
92508	Riverside	10,725	286	286			286	285	2.7%	104		104				104	103	1.0%											
92509	Riverside	19,916	431	431			431	430	2.2%	115		115				115	114	0.6%											

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ZIP Code	#1-1-18	Paid	Traveler	Paid				Avg. Proj.	Cov.	Paid	Traveler	Paid				Avg. Proj.	Cov.	Paid	Traveler	Paid				Avg. Proj.	Cov.						
CALIFORNIA (Cont'd)																															
92518	March Air Reserve Base	501	26	26			26	26	5.2%																						
92530	Lake Elsinore	16,115	305	305			305	304	1.9%	59		59				59	59	0.4%													
92532	Lake Elsinore	6,996	167	167			167	167	2.4%	46		46				46	46	0.7%													
92539	Anza	2,090	32	32			32	32	1.5%																						
92543	Hemet	13,610	209	209			209	209	1.5%	75		75				75	75	0.6%													
92544	Hemet	16,024	326	326			326	325	2.0%	117		117				117	116	0.7%													
92545	Hemet	16,618	496	496			496	495	3.0%	234		234				234	233	1.4%													
92549	Idyllwild	2,003	85	85			85	85	4.2%	60		60				60	60	3.0%													
92551	Moreno Valley	8,786	138	138			138	138	1.6%	38		38				38	38	0.4%													
92553	Moreno Valley	19,977	248	248			248	248	1.2%	66		66				66	66	0.3%													
92555	Moreno Valley	11,772	275	275			275	275	2.3%	76		76				76	76	0.6%													
92557	Moreno Valley	15,129	353	353			353	352	2.3%	106		106				106	105	0.7%													
92562	Murrieta	21,547	667	667			667	666	3.1%	271		271				271	270	1.3%													
92563	Murrieta	19,850	461	461			461	460	2.3%	155		155				155	154	0.8%													
92567	Nuevo	2,542	43	43			43	43	1.7%																						
92570	Perris	14,663	184	184			184	184	1.3%	35		35				35	35	0.2%													
92571	Perris	13,444	220	220			220	220	1.6%	26		26				26	26	0.2%													
92582	San Jacinto	5,030	80	80			80	80	1.6%																						
92583	San Jacinto	10,177	143	143			143	143	1.4%	43		43				43	43	0.4%													
92584	Menifee	14,295	373	373			373	372	2.6%	125		125				125	124	0.9%													
92585	Sun City	6,597	134	134			134	134	2.0%	49		49				49	49	0.7%													
92586	Sun City	10,329	266	266			266	266	2.6%	107		107				107	106	1.0%													
92587	Quail Valley	6,008	164	164			164	164	2.7%	72		72				72	72	1.2%													
92590	Temecula	1,662	49	49			49	49	2.9%																						
92591	Temecula	13,918	369	369			369	368	2.6%	158		158				158	157	1.1%													
92592	Temecula	25,373	569	569			569	568	2.2%	212		212				212	211	0.8%													
92595	Wildomar	10,370	301	301			301	300	2.9%	79		79				79	79	0.8%													
92596	Winchester	7,174	135	135			135	135	1.9%	39		39				39	39	0.5%													
92602	Irvine	9,889	486	486	398		884	882	8.9%	127		127	109			236	235	2.4%													
92603	Irvine	8,332	734	734	248		982	980	11.8%	476		476				476	474	5.7%													
92604	Irvine	10,234	1,121	1,121	256		1,377	1,375	13.4%	491		491				491	489	4.8%													
92606	Irvine	8,263	547	547	191		738	737	8.9%	170		170				170	169	2.0%													
92610	Foothill Ranch	3,734	194	194	25		219	219	5.9%	84		84				84	84	2.2%													
92612	Irvine	14,437	999	999	173		1,172	1,170	8.1%	508		508				508	506	3.5%													
92614	Irvine	9,927	833	833	205		1,038	1,036	10.4%	331		331				331	329	3.3%													
92617	Irvine	3,957	402	402	7		409	408	10.3%	169		169				169	168	4.2%													
92618	Irvine	12,579	842	842	215		1,057	1,055	8.4%	202		202				202	201	1.6%													
92620	Irvine	17,565	1,463	1,463	277		1,740	1,737	9.9%	440		440				440	438	2.5%													
92624	Capistrano Beach	2,891	220	220			220	220	7.6%	140		140				140	139	4.8%													
92625	Corona Del Mar	6,187	1,164	1,164	171		1,335	1,333	21.5%	929		929	116			1,045	1,040	16.8%													
92626	Costa Mesa	19,895	1,565	1,565	234		1,799	1,796	9.0%	961		961				961	956	4.8%													
92627	Costa Mesa	22,886	1,277	1,277	185		1,462	1,459	6.4%	788		788				788	784	3.4%													
92629	Dana Point	11,860	1,140	1,171	5		1,176	1,174	9.9%	703	19	722				722	719	6.1%													
92630	Lake Forest	21,419	1,265	1,265	256		1,521	1,518	7.1%	639		639				639	636	3.0%													
92637	Laguna Woods	12,062	1,312	1,312	3		1,315	1,313	10.9%	905		905				905	901	7.5%													
92646	Huntington Beach	22,143	2,081	2,081	270		2,351	2,347	10.6%	1,326		1,326				1,326	1,320	6.0%													
92647	Huntington Beach	20,997	1,260	1,260	296		1,556	1,553	7.4%	740		740				740	736	3.5%													
92648	Huntington Beach	20,286	1,584	1,584	193		1,777	1,774	8.7%	1,037		1,037				1,037	1,032	5.1%													

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92649	Huntington Beach	14,751	1,476		1,476	263		1,739	1,736	11.8%	962		962			962	957	6.5%									
92651	Laguna Beach	11,955	1,783	4	1,787	71		1,858	1,855	15.5%	1,311	7	1,318			1,318	1,312	11.0%									
92653	Laguna Hills	9,856	715		715	196		911	909	9.2%	415		415			415	413	4.2%									
92655	Midway City	2,581	42		42			42	42	1.6%																	
92656	Aliso Viejo	19,953	883		883	96		979	977	4.9%	377	10	387			387	385	1.9%									
92657	Newport Coast	4,513	521	13	534	52		586	585	13.0%	363	5	368			368	366	8.1%									
92660	Newport Beach	15,677	2,556		2,556	263		2,819	2,814	17.9%	1,962		1,962			1,962	1,953	12.5%									
92661	Newport Beach	1,857	265		265	16		281	281	15.1%	210		210			210	209	11.3%									
92662	Newport Beach	1,595	288		288	14		302	301	18.9%	237		237			237	236	14.8%									
92663	Newport Beach	10,804	1,166	16	1,182	133		1,315	1,313	12.2%	858	16	874			874	870	8.1%									
92672	San Clemente	15,661	1,133		1,133	96		1,229	1,227	7.8%	694		694	94		788	784	5.0%									
92673	San Clemente	10,795	883		883	45		928	926	8.6%	526		526			526	523	4.8%									
92675	San Juan Capistrano	12,531	1,065		1,065	137		1,202	1,200	9.6%	644		644			644	641	5.1%									
92676	Silverado	800	56		56			56	56	7.0%	27		27			27	27	3.4%									
92677	Laguna Niguel	25,551	2,329		2,329	345		2,674	2,669	10.4%	1,338		1,338			1,338	1,332	5.2%									
92679	Trabuco Canyon	10,655	815		815	180		995	993	9.3%	472		472			472	470	4.4%									
92683	Westminster	27,340	1,071		1,071	282		1,353	1,351	4.9%	587		587			587	584	2.1%									
92688	Rancho Santa Margarita	16,114	827		827	507		1,334	1,332	8.3%	295		295			295	294	1.8%									
92691	Mission Viejo	16,795	1,205		1,205	331		1,536	1,533	9.1%	671		671			671	668	4.0%									
92692	Mission Viejo	18,096	1,505		1,505	309		1,814	1,811	10.0%	816		816			816	812	4.5%									
92694	Ladera Ranch	9,614	473		473	2		475	474	4.9%	217		217			217	216	2.2%									
92701	Santa Ana	12,924	263		263	87		350	349	2.7%	67		67			67	67	0.5%					1,280	1,280	1,298	10.0%	
92703	Santa Ana	13,467	193		193	198		391	390	2.9%	55		55			55	55	0.4%					825	825	836	6.2%	
92704	Santa Ana	20,479	351		351	297		648	647	3.2%	120		120			120	119	0.6%					727	727	737	3.6%	
92705	Santa Ana	15,091	1,275		1,275	215		1,490	1,487	9.9%	786		786			786	782	5.2%					91	91	92	0.6%	
92706	Santa Ana	9,696	426		426	154		580	579	6.0%	254		254			254	253	2.6%					678	678	687	7.1%	
92707	Santa Ana	13,766	280	30	310	251		561	560	4.1%	119	30	149			149	148	1.1%					664	664	673	4.9%	
92708	Fountain Valley	19,366	1,512		1,512	678		2,190	2,186	11.3%	910		910			910	906	4.7%									
92780	Tustin	18,172	768		768	142		910	908	5.0%	378		378			378	376	2.1%									
92782	Tustin	10,363	701		701	113		814	813	7.8%	248		248			248	247	2.4%									
92801	Anaheim	17,681	495		495	175		670	669	3.8%	179		179			179	178	1.0%									
92802	Anaheim	11,895	327	1	328	63		391	390	3.3%	162	1	163			163	162	1.4%					349	349	354	3.0%	
92804	Anaheim	26,214	617		617	338		955	953	3.6%	263		263			263	262	1.0%									
92805	Anaheim	19,151	399		399	5		404	403	2.1%	162		162			162	161	0.8%					349	349	354	1.8%	
92806	Anaheim	13,016	416		416	138		554	553	4.2%	207		207	104		311	309	2.4%					549	549	557	4.3%	
92807	Anaheim	12,770	965		965	266		1,231	1,229	9.6%	528		528			528	525	4.1%									
92808	Anaheim	7,658	439		439	99		538	537	7.0%	204		204			204	203	2.7%									
92821	Brea	14,355	885		885	146		1,031	1,029	7.2%	499		499			499	497	3.5%									
92823	Brea	1,524	112		112	6		118	118	7.7%	63		63			63	63	4.1%									
92831	Fullerton	13,021	649		649	95		744	743	5.7%	383		383			383	381	2.9%									
92832	Fullerton	8,397	331		331	47		378	377	4.5%	174		174			174	173	2.1%									
92833	Fullerton	16,972	958		958	128		1,086	1,084	6.4%	386		386			386	384	2.3%									
92835	Fullerton	9,351	938		938	101		1,039	1,037	11.1%	604		604			604	601	6.4%									
92840	Garden Grove	15,425	421		421	86		507	506	3.3%	172		172			172	171	1.1%									
92841	Garden Grove	9,312	280		280	77		357	356	3.8%	113		113			113	112	1.2%									
92843	Garden Grove	11,460	201		201	61		262	262	2.3%	63		63			63	63	0.5%									
92844	Garden Grove	7,031	148		148	47		195	195	2.8%	36		36			36	36	0.5%									
92845	Garden Grove	5,793	406		406	80		486	485	8.4%	226		226			226	225	3.9%									

STATE ZIP Code		Sun										Fri														
		Los Angeles Times										Hoy														
		OH's #1-1-18 Estimate	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Sun Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.
CALIFORNIA (Cont'd)																										
92860	Norco	7,580	213		213			213	213	2.8%	87		87			87	87	1.1%								
92861	Villa Park	1,998	311		311			313	312	15.6%	199		199			199	198	9.9%								
92865	Orange	6,686	340		340	38		378	377	5.6%	167		167			167	166	2.5%								
92866	Orange	5,919	251		251	28		279	279	4.7%	147		147			147	146	2.5%								
92867	Orange	13,850	748		748	89		837	836	6.0%	412		412			412	410	3.0%								
92868	Orange	8,043	242		242	46		288	287	3.6%	97		97			97	97	1.2%					184	184	187	2.3%
92869	Orange	12,147	899		899	116		1,015	1,013	8.3%	512		512			512	510	4.2%								
92870	Placentia	17,581	980		980	258		1,238	1,236	7.0%	531		531			531	528	3.0%								
92879	Corona	14,111	327		327			327	326	2.3%	97		97			97	97	0.7%								
92880	Corona	18,413	657		657			657	656	3.6%	175		175			175	174	0.9%								
92881	Corona	9,222	357		357			357	356	3.9%	135		135			135	134	1.5%								
92882	Corona	20,361	589		589			589	588	2.9%	208		208			208	207	1.0%								
92883	Corona	10,157	515		515			515	514	5.1%	234		234			234	233	2.3%								
92886	Yorba Linda	16,664	1,042		1,042	262		1,304	1,302	7.8%	616		616			616	613	3.7%								
92887	Yorba Linda	7,013	483		483	42		525	524	7.5%	272		272			272	271	3.9%								
93001	Ventura	13,218	791	5	796			796	795	6.0%	479	5	484			484	482	3.6%								
93003	Ventura	19,660	1,265		1,265	4		1,269	1,267	6.4%	772		772	4		776	772	3.9%								
93004	Ventura	10,917	629		629			629	628	5.8%	348		348			348	346	3.2%								
93010	Camarillo	16,358	1,253		1,253	14		1,267	1,265	7.7%	725		725	14		739	735	4.5%								
93012	Camarillo	13,809	1,223		1,223			1,223	1,221	8.8%	766		766			766	762	5.5%								
93013	Carpinteria	6,142	441		441			441	440	7.2%	304		304			304	303	4.9%								
93015	Fillmore	5,262	152		152			152	152	2.9%	83		83			83	83	1.6%								
93021	Moorpark	11,529	971		971	29		1,000	998	8.7%	528		528	29		557	554	4.8%								
93022	Oak View	2,055	122		122	2		124	124	6.0%	77		77	2		79	79	3.8%								
93023	Ojai	8,512	647	45	692			692	691	8.1%	451	25	476			476	474	5.6%								
93030	Oxnard	15,270	350		350	1		351	350	2.3%	168		168			168	167	1.1%								
93033	Oxnard	17,431	294		294	7		301	300	1.7%	92		92	7		99	99	0.6%								
93035	Oxnard	10,363	715		715			715	714	6.9%	440		440			440	438	4.2%								
93036	Oxnard	13,242	492		492			492	491	3.7%	258		258			258	257	1.9%								
93041	Port Hueneme	7,819	261		261			261	261	3.3%	140		140			140	139	1.8%								
93060	Santa Paula	9,867	296		296	3		299	298	3.0%	149		149	3		152	151	1.5%								
93063	Simi Valley	19,379	1,497		1,497			1,497	1,494	7.7%	780		780			780	776	4.0%								
93065	Simi Valley	24,222	1,797		1,797			1,797	1,794	7.4%	980		980			980	975	4.0%								
93066	Somis	1,135	97		97			97	97	8.5%	72		72			72	72	6.3%								
93067	Summerland	481	28		28	13		41	41	8.5%	25		25	13		38	38	7.9%								
93101	Santa Barbara	13,221	463		463			463	462	3.5%	302		302			302	301	2.3%								
93103	Santa Barbara	6,794	770	16	786			786	785	11.6%	566		566			566	563	8.3%								
93105	Santa Barbara	11,048	939		939	1		940	938	8.5%	631		631			631	628	5.7%								
93108	Santa Barbara	4,936	539		539			539	538	10.9%	417		417			417	415	8.4%								
93109	Santa Barbara	4,627	341		341			341	340	7.3%	245		245			245	244	5.3%								
93110	Santa Barbara	6,602	482		482			482	481	7.3%	312		312			312	310	4.7%								
93111	Santa Barbara	6,702	603		603			603	602	9.0%	411		411			411	409	6.1%								
93117	Goleta	16,552	912	45	957			957	955	5.8%	660	45	705			705	702	4.2%								
93277	Visalia	18,444	130		130			130	130	0.7%	110		110			110	109	0.6%								
93308	Bakersfield	20,043	775		775	15		790	789	3.9%	586		586	15		601	598	3.0%								
93401	San Luis Obispo	13,287	674		674			674	673	5.1%	514		514			514	512	3.9%								
93433	Grover Beach	5,363	474		474			474	473	8.8%	339		339			339	337	6.3%								
93436	Lompoc	18,677	829		829			829	828	4.4%	650		650			650	647	3.5%								
93465	Templeton	3,656	179		179			179	179	4.9%	96		96			96	96	2.6%								

STATE ZIP Code		OH's #1-1-18 Estimate	Sun							Fri							Hoy							Fri			
			Los Angeles Times							Los Angeles Times							Hoy							Fri			
			Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Sun Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.	Indiv. Paid	Business/ Traveler	Total Paid	Qualified	Verified	Total	Fri Avg. Proj. Circ.	Hshld. Cov.	
CALIFORNIA (Cont'd)																											
93510	Acton	2,753	118		118			118	118	4.3%	68		68			68	68	2.5%									
93532	Lake Hughes	1,192	42		42			42	42	3.5%																	
93534	Lancaster	14,999	286		286			286	285	1.9%	106		106			106	105	0.7%									
93535	Lancaster	22,504	409		409			409	408	1.8%	101		101			101	101	0.4%									
93536	Lancaster	23,029	755		755			755	754	3.3%	282		282			282	281	1.2%									
93543	Littlerock	3,887	85		85			85	85	2.2%	41		41			41	41	1.1%									
93544	Llano	667	26		26			26	26	3.9%																	
93550	Palmdale	22,040	1,058		1,058	17		1,075	1,073	4.9%	339		339	17		356	354	1.6%									
93551	Palmdale	17,800	629		629			629	628	3.5%	240		240			240	239	1.3%									
93552	Palmdale	10,689	248		248			248	248	2.3%	58		58			58	58	0.5%									
93555	Ridgecrest	13,327	214		214			214	214	1.6%	153		153			153	152	1.1%									
93591	Palmdale	2,041	31		31			31	31	1.5%																	
95814	Sacramento	6,239	66		66			66	66	1.1%	78		78			78	78	1.3%									
95821	Sacramento	14,945	107		107			107	107	0.7%	31		31			31	31	0.2%									
Miscellaneous ZIP Codes			431	15	446	35		481	467		685		685	44		729	715					13	13	13			
TOTAL PRINT CIRCULATION			425,417	1,415	426,832	56,972		483,804	482,949		239,631	1,034	240,665	4,515		245,180	243,996					109,991	109,991	111,497			
DIGITAL REPLICA CIRCULATION			118,312		118,312	55		118,367	107,854		118,312		118,312	55		118,367	107,649										
DIGITAL NONREPLICA CIRCULATION			53,952		53,952	29,304		83,256	77,663		65,660		65,660	30,203		95,863	87,771										
TOTAL AVERAGE CIRCULATION			597,681	1,415	599,096	86,331		685,427	668,466		423,603	1,034	424,637	34,773		459,410	439,416					109,991	109,991	111,497			

BASIC PRICES as of March 31, 2019 (subscription sales based on 52 weeks/1 year)

Frequency	Home Delivery		Single Copy	Mail
	Print	Digital Replica Digital Nonreplica	Print	Print
Mon-Sat & Sun	\$884.00	\$884.00		\$1,144.00
Mon-Sat	\$832.00		\$2.75	\$936.00
Mon-Fri	\$832.00			\$884.00
Thu-Sat & Sun	\$832.00			\$884.00
Thu & Sun	\$363.48			\$364.00
Sat & Sun	\$363.48			\$364.00
Sun	\$363.48		\$3.66	\$364.00

NOTES:**PERIOD ENDING DATE**

March 31, 2019

CREDIT AND ARREARS ALLOWANCE

Included in Individually Paid Home Delivery and Mail is an average of the following:

	Total
Sun	4,941
Daily	2,903
Sat	2,955

These copies were served to subscribers that ordered delivery directly with and were billed by the newspaper and for which payment was not received and/or short-term arrears copies served to subscribers whose term has expired.

JOINT DISTRIBUTION AGREEMENT

Joint Distribution represents copies served to subscribers of KOREA TIMES, INDIA JOURNAL, FALLBROOK VILLAGE NEWS, ASBAREZ NEWS, PANORAMA NEWS, KOREA DAILY NEWS, LOS ANGELES SENTINEL and CHINO CHAMPION, who have been notified that established prices for their subscriptions include service of LOS ANGELES TIMES on Sunday and that no other options are offered to them.

PUBLISHER'S RETURN POLICY

Distributors are required to report all returns in some areas. Internal controls monitor for compliance. Other distributors are allowed limited returns for Daily and Sunday issues.

THE NIELSEN COMPANY (U.S.), INC. ESTIMATES

County occupied household estimates appearing in AAM reports are obtained from The Nielsen Company (U.S.), Inc. The Nielsen Company (U.S.), Inc. estimates are intended for your company's use during its normal course of business, and, while the information may be provided to third parties during such course of business, it may not be sold or sub-licensed to third parties or electronically integrated into third party systems without the prior written consent of The Nielsen Company (U.S.), Inc.

QUALIFIED RETAIL/BUSINESS

Included in Qualified Retail/Business are copies distributed through publisher-maintained venues. Verification is made of distribution to location only, and not of actual pick-up.

ADVERTISING POLICY

All editions of the Daily and Sunday issues carry all national advertising scheduled for the day. Copy received too late is not carried on the following day. The LOS ANGELES TIMES Digital Replica edition contains all ROP advertising content found in the print edition. FSIs are excluded from the Digital Replica edition. The LOS ANGELES TIMES Digital Nonreplica edition contains both select print edition advertising and unique ad content. eReader editions contain no advertising.

ADDITIONAL PRICING INFORMATION

Mon-Sat includes Sundays except 2/17, 4/21, 9/1, 10/27. Sat-Sun and Sun-only include Thanksgiving Day 11/28.

NOTES: (Continued)**Print/Online Readership Notes:**

DMA Area: Los Angeles

NDM* Area: The following counties of Inyo, Los Angeles, Orange, Riverside, San Bernardino and Ventura all in California.

The Readership research sample produced the following completed unweighted total interviews: The "Past 7 Day Print and Past 30 Day Online" measure-

Market	Print Readership		Online Readership		Combined Audience	
	Sun	Weekday	Past 7 Days	Past 7 Days	Past 30 Days	Past 7 Days
DMA	1,304	837	1,792	1,336	1,882	2,561
NDM*	1,304	837	1,792	1,336	1,882	2,561

	Sun	Weekday	Past 7 Days	Past 7 Days	Past 30 Days	Past 7 Days	Past 7 Days Print Past 30 Days Online
DMA	1,304	837	1,792	1,336	1,882	2,561	2,966
NDM*	1,304	837	1,792	1,336	1,882	2,561	2,966

ment is a combination of respondents who answered affirmatively that they read the Daily or Sunday print edition in the past week or respondents who answered affirmatively that they viewed the newspaper's website(s) any time in the past 30 days.

Respondents captured in this measurement are included once with no duplication. E-Editions/Digital Editions are included in the readership figures.

Please visit www.audiencesummary.com to create customizable reports.

Online Readership and Net Combined Audience reports on the following URL Address(s):

LATimes.com

CROSS-MEDIA Notes:

Additional Digital Metrics: Monthly detail and additional metrics available in the AAM Media Intelligence Center.

Audited Data through the March 31, 2019 Quarterly Data Report & AAM Media Intelligence Center:

Average 12 months ended March 31, 2019

	<u>latimes.com</u>	
	Web/Mobile comScore*	Web/Mobile Adobe Analytics
Unique Users/Browsers	28,835,000	31,769,541
Page Impressions/ Views	111,719,000	89,985,728

*11 month average for comScore - see AAM MIC for details.

Domains included in Web/Mobile Usage:

latimes.com comScore: *latimes.com*, *losangelestimes.com*, *orangecountytimes.com*, *orderlatimes.com*, mobile.latimes.com*

latimes.com Adobe Analytics: affiliate.zap2it.com/*aid=lat*, jobs.latimes.com, www.latimes.com, www.legacy.com/*latimes/*

Digital Definitions:

Unique Users: A measurement of unique individuals that have accessed the digital content of a site during the measurement period reported. Unique users can be identified by user registration, cookies, or through panel-based measurement services (i.e., comScore or Nielsen).

Unique Browser: A measurement of unduplicated cookie browsers that accessed the digital content of a site during the measurement period reported. In the absence of a cookie, the combination of the IP address and user-agent string may be used to measure a unique browser. For numerous reasons, a unique browser does not represent a unique individual. 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, and is recorded at a point as late as possible in the process of delivery of the content to the user's browser, therefore closest to the actual opportunity to see the content by the user. In effect, one request by a browser should result in one page impression being reported. The counted page impression may not necessarily be in focus or visible in the user's browser.

To Members of the Alliance for Audited Media:

We have examined the circulation records and other data presented by this publication for the period covered by this report. Our examination was made in accordance with the AAM's Bylaws and Rules, and included such tests and other audit procedures as we considered necessary under the circumstances.

In our opinion, the total average circulation for the period shown is fairly stated in this report, and the other data contained in this report are fairly stated in all respects material to average circulation.

Alliance for Audited Media

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OUR DATA SPEAKS VOLUMES

MEMBERSHIP REQUEST

Publication

Company Name/Corporate Affiliation: Beverly Press - Park Labrea News

Publication Name: Beverly Press - Park Labrea News

Address: 8444 Wilshire Blvd 4th Floor

City: Beverly Hills

State: CA ZIP: 90211

Phone: (323)933-5518

Fax: _____

Email: michael@beverlypress.com

Web Site: beverlypress.com

Please list a contact in the fields below:

General Manager: Michael Villalpando

Advertising: Karen Villalpando

Circulation: Michael Villalpando

Frequency of Publication

☒ Weekly ☐ 2+ Weekly ☐ Daily (5+ wk) ☐ Monthly ☐ Annual ☐ Other – explain: _____

Edition Day(s) if applicable ☐ Sun. ☐ Mon. ☐ Tues. ☐ Wed. ☒ Thurs. ☐ Fri. ☐ Sat.

Printing Method ☐ Own Press ☒ Commercial Printer

Format ☐ Broadsheet ☒ Tabloid ☐ Magazine ☐ Other

Average Page Count 28 pages

What other media would you like included with your audit? (No additional charges)

☒ Website ☒ Digital Edition ☒ Social Media ☐ E-newsletter/blast ☐ Video / Podcasts ☐ Text Media

Previous Auditing Company Alliance for Audited Media via Los Angeles Times

If you have been audited by another audit company, you will be asked to provide a copy of your most recent audit report.

Distribution Quantities

Quantities	Distribution Type	Distribution Explanation
10,395	Carrier Home Delivery	Delivery to residences by carrier.
+ 1060	Controlled Bulk Drop/Single Copy	Delivery of bulk copies to stores or racks.
+ 104	Mail	U.S. Postal Service deliveries to individuals.
+ 75	Office Copies	File, tear sheet, office use and restock editions.
+	Other	Hotel / Waiting Room / NIE / Events / Etc.
+	Other	Please explain:
= 11,634	Total copies printed	Total number printed to distribution types above.

The balance of audit fees will be due upon approval of audit proof. Upon receipt of your membership request, we will contact you regarding circulation records and audit preparation. If you have any questions, please feel free to call our office. Submitting this form confirms that the indicated services have been requested with complete understanding of the Service Conditions Agreement on the back of this page.

Signature: Michael Villalpando

Title Owner/Publisher

Print Name: Michael Villalpando

Date: 6/14/2021

CVC SERVICE CONDITIONS AGREEMENT

1. **AVAILABILITY OF RECORDS:** CVC has permission to access any business records for the audit period including, but not limited to, records from corporate entities, employees, vendors and independent contractors.
2. **AUDIT PERIOD:** Initial CVC audits are for a minimum 6 month period, and the period must end on March 31, June 30, September 30 or December 31 quarterly ending dates. Publications with prior CVC audits must maintain continuous audit cycles. CVC audits expire one year and 90 days after the audit period ending date.
3. **AUDIT SERVICE RENEWAL:** CVC audits are completed annually unless specified on the audit report cover and expiration date. Although CVC will contact the client prior to audit expiration, it is the client's responsibility to keep their audit current. It is the client's responsibility to submit a quarterly report to CVC every calendar quarter during and after the audit period.
4. **ALTERATION OF CVC REPORTS:** CVC reports may not be altered.
5. **REPRODUCTION OF REPORTS:-** CVC reports may not be reproduced without prior CVC approval.
6. **ACCURACY OF RECORDS:** The client agrees to provide accurate records for review. Publishers who submit records with a variance of +/-20% of their actual printing, distribution and/or circulation numbers will be charged a record resubmission fee in order to have their audit completed.
7. **BULK DROP AND SINGLE COPY DISTRIBUTION:** Records will be maintained by the publisher for the audit period showing drop location name, address, quantity dropped and quantity remaining unclaimed at the end of the edition period.
8. **RELEASE OF AUDIT REPORTS:** The client grants CVC permission to release audit reports and client service updates to CVC approved organizations. Client grants CVC permission to release audit reports through the CVC Reciprocal Audit Trade Agreement.
9. **PAYMENT TERMS:** A deposit of 50% of the annual audit fee is required with the membership request. The remaining 50% is payable at the time the audit proof is delivered. Audit reports in printed or digital formats will not be delivered until balances are paid in full. Audit deposits are non-refundable and non-transferable. If the publisher does not submit the audit preparation forms and support documents to CVC within 180 days of the audit ending date the deposit is forfeited.
10. **AUDIT PENDING STATUS:** Upon approval of the membership request, CVC will send the publisher an audit implementation package. After the implementation package has been received, the publisher is granted "audit pending" status for up to 180 days during which the publisher must return the completed audit forms and support documents to CVC per the implementation schedule. If the publisher does not complete and supply to CVC necessary forms and support documents by the deadlines outlined in the audit implementation package, the "audit pending" status will be revoked, and the publisher may not use the CVC "audit pending" logo. CVC "audit pending" members cannot refer to CVC in marketing materials without prior written approval by CVC. Revocation of "audit pending" status will be sent by CVC to organizations who were informed of audit activity.
11. **ACCOUNT BALANCES:** Invoiced account balances and deposits are payable 30 days after invoicing for service. After 30 days, a service charge of 1.5% per month is added.
12. **NSF CHECKS:** A fee of \$40.00 per check will be charged for checks returned due to insufficient funds.
13. **UNAUTHORIZED USE OF CVC LOGO OR NAME:** Anyone who continues to use the CVC logo or name without having "current" or "pending" audit status is in violation of this agreement and is subject to a \$1,000 per occurrence misuse fee and any expenses related to correcting the situation, including legal fees.
14. **LIMITATION OF LIABILITY AND JURISDICTION:** In no event shall CVC be liable to publisher or client for indirect, incidental, consequential, special, or punitive damages, or damages for lost profits, lost income, or lost savings arising under or relating to its performance or non-performance under this agreement, whether arising by negligence, intended conduct, breach of contract, or otherwise. Moreover, the amount of other damages recoverable by publisher or client for all events, acts or omissions related to this agreement shall not exceed an amount equal to any payments made by publisher or client to CVC pursuant to this agreement with respect to which such liability arises. This agreement shall be governed and construed in accordance with the laws of the State of Missouri. Any lawsuit or action by any party shall be filed and adjudicated in the state court for St. Louis County, Missouri, and the parties consent to the venue and exclusive jurisdiction of such court.
15. **CVC RULES AND REGULATIONS:** The publisher and client agree to abide with the provisions of the CVC Rules & Regulations which are hereby incorporated by reference. The CVC Rules & Regulations may be amended from time to time without notice at the sole discretion of CVC.
16. **REPORT CHANGES AFTER APPROVED PROOF:** After the report proof has been approved by the client, each change to the audit report will incur a \$45.00 fee, plus audit report printing charges.
17. **ADDITIONAL REPORTS:** Upon request, ten (10) printed audit reports and a PDF are included with your circulation audit package. CVC member publications may produce copies of the audit report from the supplied PDF. Additional reports are available for the costs listed below:

Report Pages	50 Copies	100 Copies - 15% Discount	200 Copies - 25% Discount
4-6	79.20	134.64	237.60
7-10	132.00	224.40	396.00
11-14	184.80	314.16	554.40
15-19	250.80	426.36	752.40
20+	Call for a custom quote		
All reports are shipped via USPS. Actual shipping costs, plus a \$4.00 handling charge apply.			

Beverly Press Circulation by Zip Code

Zip Code	Paid Circ	Bulk Drop	Paid Mail Circ	Office Copies
90004	876	65		
90010	107			
90020	328			
90035	1107			
90036	1022	550	25	
90038	183		1	
90046	1315			
90048	920		3	
90069	1037	75		
90077	862			
90210	1705	190	17	
90211	351	75	16	75
90212	582	75	14	
90024			1	
91011		30	26	
90266			1	
Totals	10395	1060	104	75
Total Circ	11634			

1 SCOTT TALKOV, State Bar No. 264676

2 **TALKOV LAW CORP.**

2900 Adams St Ste C225

Riverside, California 92504

Telephone: (951) 888-3300

Email: scott@talkovlaw.com

Attorney for Petitioner Michael Villalpando

SUPERIOR COURT FOR THE STATE OF CALIFORNIA

COUNTY OF LOS ANGELES – STANLEY MOSK COURTHOUSE

In the Matter of the Petition of:

Case No. 19STCP04891

MICHAEL VILLALPANDO to Have the
Standing of *Beverly Press* as a Newspaper of
General Circulation Ascertained and
Established

**DECLARATION OF KENNETH SMITH
IN SUPPORT OF PETITION FOR
ADJUDICATION OF *THE BEVERLY
PRESS* A NEWSPAPER OF GENERAL
CIRCULATION**

I, Kenneth Smith, declare as follows:

1. I am an individual over the age of 18 and the Division Manager within the Circulation Distribution Department of the *Los Angeles Times* where I oversee the implementation, and management of all contracts for commercial delivery of newspapers by the *Los Angeles Times*, including *The Beverly Press*.

2. On August 19, 2020, I provided *The Beverly Press* with a list showing 2,638 subscribers who currently receive both *The Beverly Press* and *Los Angeles Times* each Thursday with the hundred-block range and street names within the zip codes covering the City of Beverly Hills, namely 90210, 90211 and 90212, a true and correct copy of which is attached as Exhibit 1.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct. Executed on September 21st, 2020, at Temecula, California.


Kenneth Smith

**DECLARATION OF KENNETH SMITH IN SUPPORT OF PETITION FOR ADJUDICATION OF
THE BEVERLY PRESS A NEWSPAPER OF GENERAL CIRCULATION**

Exhibit 1

Sub Counts	Range	Street Name	ZIP
1	9100	W 3rd St	90210
2	3100	Abington Dr	90210
2	9700	Aldbury Ct	90210
1	9200	Alden Dr	90210
2	1500	Alexis Pl	90210
30	300-1000	N Alpine Dr	90210
36	500-800	N Alta Dr	90210
1	9100	Alto Cedro Dr	90210
1	1400	Altridge Dr	90210
2	1700	Ambassador Ave	90210
2	10100	Angelo Cir	90210
20	1000-1800	Angelo Dr	90210
1	10100	Angelo View Dr	90210
4	9900	Anthony Pl	90210
8	9600-9700	Arby Dr	90210
25	500-700	N Arden Dr	90210
2	500-600	Arkell Dr	90210
5	13900-14000	Aubrey Rd	90210
19	400-900	N Bedford Dr	90210
61	900-3100	Benedict Canyon Dr	90210
5	14100	Beresford Rd	90210
1	9700	Beth Pl	90210
10	2200	Betty Ln	90210
60	400-2100	N Beverly Dr	90210
1	9200	Beverly Blvd	90210
16	0-99	Beverly Park	90210
1	1900	Beverly Pl	90210
6	9300-9400	Beverly Crest Dr	90210
6	1200-1300	Beverly Estates Dr	90210
1	1200	Beverly Estates Ter	90210
1	9900	Beverly Grove Dr	90210
1	1300	Beverly Grove Pl	90210
2	0-99	Beverly Park Cir	90210
1	0-99	Beverly Park Way	90210
3	1200	Beverly View Dr	90210
7	9700	Blantyre Dr	90210
9	2300-2400	Bowmont Dr	90210
3	1300	Braeridge Dr	90210
2	9000	Briarcrest Ln	90210
4	2400-2500	Briarcrest Rd	90210
1	600	Burk Pl	90210
2	9700	Burnley Pl	90210
8	9100-9300	Burton Way	90210
1	1100	Cabrillo Dr	90210
3	9000-9100	Calle Juella Dr	90210
5	1100	Calle Vista Dr	90210

Sub Counts	Range	Street Name	ZIP
20	300-900	N Camden Dr	90210
22	200-800	N Canon Dr	90210
3	9800	Cardigan Pl	90210
2	1300	Carla Ln	90210
20	1400-1900	Carla Rdg	90210
4	9800	Carmelita Ave	90210
3	1000-1100	Carolyn Way	90210
5	400	Castle Pl	90210
3	9500-9600	Cedarbrook Dr	90210
6	500	Chalette Dr	90210
1	1200	Chanruss Pl	90210
2	9300-9400	Cherokee Ln	90210
7	1000-1700	Chevy Chase Dr	90210
1	400	Chris Pl	90210
6	10000-10200	Cielo Dr	90210
6	800	Cinthia St	90210
1	9300	Civic Center Dr	90210
1	9300	Claircrest Dr	90210
1	1400	Claridge Dr	90210
7	1600-1700	Clear View Dr	90210
8	3300	Clerendon Rd	90210
2	600	Clinton Pl	90210
33	1100-2400	Coldwater Canyon Dr	90210
1	100	Copley Pl	90210
4	1000	Cove Way	90210
62	100-1000	N Crescent Dr	90210
3	12000	Crest Ct	90210
1	11900	Crest Pl	90210
2	9500	Dalegrove Dr	90210
3	1300-1400	Davies Dr	90210
20	2600-3100	Deep Canyon Dr	90210
4	1200	Delresto Dr	90210
2	9800	Denbigh Dr	90210
8	400-700	N Doheny Dr	90210
5	500-600	Doheny Rd	90210
2	9700	Donington Pl	90210
2	9700	Drake Ln	90210
1	400	Drury Ln	90210
1	13900	Durham Rd	90210
7	9800	Easton Dr	90210
2	9400	Eden Dr	90210
3	2600	Eden Pl	90210
1	1100	El Retiro Way	90210
3	2100	El Roble Ln	90210
1	9700	Elderidge Dr	90210
7	2700	Ellison Dr	90210

Sub Counts	Range	Street Name	ZIP
35	100-800	N Elm Dr	90210
1	600	Endrino Pl	90210
3	400-500	Evelyn Pl	90210
3	1600-1700	Ferrari Dr	90210
3	13400	Firth Dr	90210
35	200-900	Foothill Rd	90210
8	1700-3000	Franklin Canyon Dr	90210
4	1500-1600	Gilcrest Dr	90210
2	900	Glen Way	90210
2	9400-9500	Gloaming Dr	90210
3	2200	Gloaming Way	90210
4	9800	Gloucester Dr	90210
1	1700	Green Acres Dr	90210
2	1400	Greenridge Dr	90210
3	800	Greenway Dr	90210
3	900	Hartford Way	90210
1	500	Haynes Ave	90210
9	9100-9300	Hazen Dr	90210
1	1800	Heather Ct	90210
6	9500-9600	Heather Rd	90210
2	1800	Heather Way	90210
2	9700	Hensal Rd	90210
3	9400	Hidden Valley Pl	90210
4	9500	Hidden Valley Rd	90210
1	9600	Highland Gorge Dr	90210
2	9600	Highridge Dr	90210
1	1100	Hilary Ln	90210
24	500-1100	N Hillcrest Rd	90210
2	10000	Hillgrove Dr	90210
2	1200	Hillgrove Pl	90210
38	2500-3200	Hutton Dr	90210
4	3000	Hutton Pl	90210
2	9800	Hythe Ct	90210
1	13400	Java Dr	90210
4	2300	Kimridge Rd	90210
1	9900	Kip Dr	90210
1	2800	Kirkland Dr	90210
2	1100	La Altura Rd	90210
3	1100	La Collina Dr	90210
1	1700	La Fontaine Ct	90210
2	200	Ladera Dr	90210
3	1200	Lago Vista Dr	90210
1	1200	Lago Vista Pl	90210
3	3000	Lake Glen Dr	90210
1	9500	Lania Ln	90210
11	1000-1400	Laurel Way	90210

Sub Counts	Range	Street Name	ZIP
1	9100	Leander Pl	90210
3	1200	Leona Dr	90210
5	1500-1800	Lexington Rd	90210
2	9900	Liebe Dr	90210
4	1500-1600	Lindacrest Dr	90210
22	500-800	N Linden Dr	90210
3	9300	Lloydcrest Dr	90210
2	1100	Loma Linda Dr	90210
18	800-2000	Loma Vista Dr	90210
1	9600	Lomitas Ave	90210
55	100-700	N Maple Dr	90210
3	1000-1100	Marilyn Dr	90210
1	9900	Mark Pl	90210
4	400	Martin Ln	90210
14	1000-1100	Maybrook Dr	90210
2	1100	Maytor Pl	90210
1	9800	Melinda Dr	90210
1	9000	Meredith Pl	90210
2	9700-9800	Millboro Pl	90210
1	1100	Miradero Rd	90210
1	1700	Monte Cielo Ct	90210
1	1200	Monte Cielo Dr	90210
2	800	Monte Leon Dr	90210
1	9300	Monte Leon Ln	90210
1	9500	Moonridge Terrace Pl	90210
4	9600-9700	Moorgate Rd	90210
9	500-600	Mountain Dr	90210
18	12400-13800	Mulholland Dr	90210
3	1800	Noel Pl	90210
9	9500-9700	Oak Pass Rd	90210
64	200-700	N Oakhurst Dr	90210
1	900	Oxford Way	90210
75	100-700	N Palm Dr	90210
3	1000	Pamela Dr	90210
2	1300-1400	Park Way	90210
1	9700	Peavine Dr	90210
2	11900	Pinnacle Pl	90210
2	9800	Portola Dr	90210
6	9300-9400	Readcrest Dr	90210
3	9900-10000	Reevesbury Dr	90210
1	9400	Rembert Ln	90210
38	100-1000	N Rexford Dr	90210
6	1000	Ridgedale Dr	90210
1	400	Robert Ln	90210
1	1400	Robmar Dr	90210
20	500-800	N Rodeo Dr	90210

Sub Counts	Range	Street Name	ZIP
38	400-1000	N Roxbury Dr	90210
2	9700	Royce Ct	90210
6	2800	Royston Pl	90210
1	9800	San Cir	90210
40	1100-2300	San Ysidro Dr	90210
1	9400	Santa Monica Blvd	90210
15	1100-1600	Schuyler Rd	90210
1	1400	Seabright Pl	90210
10	1000-1200	Shadow Hill Way	90210
4	1200-1300	Shadybrook Dr	90210
1	9900	Shangri La Dr	90210
1	9500	Shirley Ln	90210
35	500-800	N Sierra Dr	90210
1	9800	Stan Pl	90210
1	10000	Stowell Ln	90210
2	9500	Stuart Ln	90210
3	9700	Suffolk Dr	90210
6	12000	Summit Cir	90210
1	12100	Summit Ct	90210
7	1000-1100	Summit Dr	90210
2	12100	Summit Pl	90210
4	1400-2500	Summitridge Dr	90210
2	10100	Sunbrook Dr	90210
2	10000	Sundial Ln	90210
5	9400-9900	Sunset Blvd	90210
4	12000	Talus Pl	90210
1	3100	Toppington Dr	90210
1	9700	Tottenham Ct	90210
1	9900	Tower Ln	90210
9	1000-1100	Tower Rd	90210
7	1200-1600	Tower Grove Dr	90210
1	2100	Trently Ln	90210
8	600	Trenton Dr	90210
2	1700	Tropical Ave	90210
4	300-400	Trousdale Pl	90210
4	9500	Tullis Dr	90210
2	500	Usher Pl	90210
1	500	Vick Pl	90210
23	500-800	Walden Dr	90210
6	1000-1100	Wallace Rdg	90210
2	2600	Wallingford Dr	90210
4	9800	Wanda Park Dr	90210
1	1600	Waynecrest Dr	90210
8	9600-9700	Wendover Dr	90210
9	9900-10100	Westwanda Dr	90210
15	600-900	N Whittier Dr	90210

Sub Counts	Range	Street Name	ZIP
3	9800	Whitwell Dr	90210
1	600	Williams Ln	90210
9	9200-9600	Wilshire Blvd	90210
3	1000	Woodland Dr	90210
8	9600-9800	Yoakum Dr	90210
15	100-300	N Almont Dr	90211
25	100-400	S Almont Dr	90211
4	100	N Arnaz Dr	90211
2	200	S Arnaz Dr	90211
5	100	N Carson Rd	90211
6	100-200	S Carson Rd	90211
1	8700	Charleville Blvd	90211
19	100-200	N Clark Dr	90211
19	100-400	S Clark Dr	90211
2	8600	Clifton Way	90211
1	8900	Dayton Way	90211
3	100-300	N Doheny Dr	90211
23	100-400	S Doheny Dr	90211
4	100	N Gale Dr	90211
6	200	S Gale Dr	90211
1	8300	Gregory Way	90211
5	100	N Hamel Dr	90211
4	200	S Hamel Dr	90211
8	100	N Hamilton Dr	90211
5	200	S Hamilton Dr	90211
1	0-99	N La Cienega Blvd	90211
1	300	S La Cienega Blvd	90211
8	100-300	N La Peer Dr	90211
24	100-400	S La Peer Dr	90211
1	200	La Peer Dr	90211
4	100	N Le Doux Rd	90211
5	200	S Le Doux Rd	90211
1	200	N Robertson Blvd	90211
1	200	S Robertson Blvd	90211
2	100	N Stanley Dr	90211
8	200	S Stanley Dr	90211
64	100-300	N Swall Dr	90211
19	100-400	S Swall Dr	90211
4	200	S Tower Dr	90211
7	100-300	N Wetherly Dr	90211
18	100-400	S Wetherly Dr	90211
7	100	N Willaman Dr	90211
7	100-200	S Willaman Dr	90211
11	8400-8900	Wilshire Blvd	90211
28	100-400	S Bedford Dr	90212
3	100-400	S Beverly Dr	90212

Sub Counts	Range	Street Name	ZIP
4	1200	Beverly Green Dr	90212
8	400	S Beverwil Dr	90212
36	100-400	S Camden Dr	90212
17	100-400	S Canon Dr	90212
3	9200-9400	Charleville Blvd	90212
19	100-400	S Crescent Dr	90212
2	400	Daniels Dr	90212
10	9900	Durant Dr	90212
28	100-400	El Camino Dr	90212
29	100-400	S Elm Dr	90212
13	400-500	Hillgreen Dr	90212
2	9800	Hillgreen Pl	90212
13	200	S Lasky Dr	90212
21	100-300	S Linden Dr	90212
25	100-400	S Maple Dr	90212
31	100-300	S Mccarty Dr	90212
22	100-400	S Oakhurst Dr	90212
16	9300-9800	W Olympic Blvd	90212
19	100-400	S Palm Dr	90212
33	100-400	S Peck Dr	90212
25	100-300	S Reeves Dr	90212
16	100-400	S Rexford Dr	90212
11	9900	Robbins Dr	90212
26	100-400	S Rodeo Dr	90212
20	100-400	S Roxbury Dr	90212
2	9900	Santa Monica Blvd	90212
5	400	Shirley Pl	90212
2	400	Smithwood Dr	90212
82	100-400	S Spalding Dr	90212
1	9500	Virginia Pl	90212
2	9200	Whitworth Dr	90212
18	9100-9800	Wilshire Blvd	90212
3	9900	Young Dr	90212
2638			

Attachment 3

Beverly Press Legal and Advertising Bid
FY 2021-22 Cover Letter

City of Beverly Hills Legal & Display Advertising Bid 2021-2022
Beverly Press

We respectfully submit our bid for legal and display advertising for the City of Beverly Hills for the 2021-2022 fiscal year.

The Beverly Press received adjudication for the City of Beverly Hills on December 22, 2020.

During this past year, we have continued to cover the City of Beverly Hills better than any other newspaper in the city. Every week we publish multiple stories about what is happening in the city – from City Hall, to BHUSD, the Chamber, feature stories on community members, the arts, dining and entertainment.

Our website is updated daily. Complete access to all articles is a one-click process. In addition, the full publication of the pdf version of the newspaper is posted every Wednesday night.

From January 13 – June 13, 2021, BeverlyPress.com has significantly increased new users by 143,817 for a total of 206,225 total online users. (See Google Analytics attached in bid). This is a huge benefit to the City of Beverly Hills in terms of exposure to local residents for both legal and display advertising.

In September, we will be publishing our 75th Diamond Anniversary magazine, a full color, glossy magazine with a print overrun to be delivered with the Los Angeles Times with additional bulk drops throughout the city. We hope the City of Beverly Hills takes advantage of this great opportunity to showcase all the City has to offer.

Attached is the audit from the Alliance of Audited Media (formerly ABC, established in 1914) via the Los Angeles Times. We also have provided to you a declaration under oath by the circulation manager of the Los Angeles Times verifying our weekly paid circulation within the City of Beverly Hills. While we maintain that the AAM audit is not only valid, but the gold standard, we understand your request for an audit from Certified Verification Council. Therefore, we have initiated an audit to be conducted by the CVC from September through December 2021 with the final report in the first quarter of 2022.

For continuity, the Beverly Press will hold the display contract rates from 2020-2021 for 2021-2022. Beverly Press display advertising contracts are based on frequency. The City of Beverly Hills advertises in the Beverly Press on an ad hoc basis and currently does not have a frequency contract with the Beverly Press. We have included a sample contract for the City of Beverly Hills for 6, 13, 26, and 52 weeks. If the City of Beverly Hills would like to commit to a frequency contract, we are happy to extend the corresponding contract rate based on our 2021 Modular Rate Sheet included in this bid.

The lowest rate for legal advertising is \$19 per column inch.

We feel the efforts of our entire staff, our commitment to our advertisers and our unwavering dedication to journalistic integrity make us worthy of your legal and display advertising budget consideration.

Sincerely,

Michael Villalpando

Karen Villalpando

Michael and Karen Villalpando
Publishers

Submitted June 17, 2021



OUR DATA SPEAKS VOLUMES

MEMBERSHIP REQUEST

Publication

Company Name/Corporate Affiliation: Beverly Press - Park Labrea News

Publication Name: Beverly Press - Park Labrea News

Address: 8444 Wilshire Blvd 4th Floor

City: Beverly Hills

State: CA

ZIP: 90211

Phone: (323)933-5518

Fax: _____

Email: michael@beverlypress.com

Web Site: beverlypress.com

Please list a contact in the fields below:

General Manager: Michael Villalpando

Advertising: Karen Villalpando

Circulation: Michael Villalpando

Frequency of Publication

☒ Weekly ☐ 2+ Weekly ☐ Daily (5+ wk) ☐ Monthly ☐ Annual ☐ Other – explain: _____

Edition Day(s) if applicable ☐ Sun. ☐ Mon. ☐ Tues. ☐ Wed. ☒ Thurs. ☐ Fri. ☐ Sat.

Printing Method ☐ Own Press ☒ Commercial Printer

Format ☐ Broadsheet ☒ Tabloid ☐ Magazine ☐ Other

Average Page Count 28 pages

What other media would you like included with your audit? (No additional charges)

☒ Website ☒ Digital Edition ☒ Social Media ☐ E-newsletter/blast ☐ Video / Podcasts ☐ Text Media

Previous Auditing Company Alliance for Audited Media via Los Angeles Times

If you have been audited by another audit company, you will be asked to provide a copy of your most recent audit report.

Distribution Quantities

Quantities	Distribution Type	Distribution Explanation
10,395	Carrier Home Delivery	Delivery to residences by carrier.
+ 1060	Controlled Bulk Drop/Single Copy	Delivery of bulk copies to stores or racks.
+ 104	Mail	U.S. Postal Service deliveries to individuals.
+ 75	Office Copies	File, tear sheet, office use and restock editions.
+	Other	Hotel / Waiting Room / NIE / Events / Etc.
+	Other	Please explain:
= 11,634	Total copies printed	Total number printed to distribution types above.

The balance of audit fees will be due upon approval of audit proof. Upon receipt of your membership request, we will contact you regarding circulation records and audit preparation. If you have any questions, please feel free to call our office. Submitting this form confirms that the indicated services have been requested with complete understanding of the Service Conditions Agreement on the back of this page.

Signature: Michael Villalpando

Title: Owner/Publisher

Print Name: Michael Villalpando

Date: 6/14/2021

CVC SERVICE CONDITIONS AGREEMENT

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5. **REPRODUCTION OF REPORTS:-** CVC reports may not be reproduced without prior CVC approval.
6. **ACCURACY OF RECORDS:** The client agrees to provide accurate records for review. Publishers who submit records with a variance of +/-20% of their actual printing, distribution and/or circulation numbers will be charged a record resubmission fee in order to have their audit completed.
7. **BULK DROP AND SINGLE COPY DISTRIBUTION:** Records will be maintained by the publisher for the audit period showing drop location name, address, quantity dropped and quantity remaining unclaimed at the end of the edition period.
8. **RELEASE OF AUDIT REPORTS:** The client grants CVC permission to release audit reports and client service updates to CVC approved organizations. Client grants CVC permission to release audit reports through the CVC Reciprocal Audit Trade Agreement.
9. **PAYMENT TERMS:** A deposit of 50% of the annual audit fee is required with the membership request. The remaining 50% is payable at the time the audit proof is delivered. Audit reports in printed or digital formats will not be delivered until balances are paid in full. Audit deposits are non-refundable and non-transferable. If the publisher does not submit the audit preparation forms and support documents to CVC within 180 days of the audit ending date the deposit is forfeited.
10. **AUDIT PENDING STATUS:** Upon approval of the membership request, CVC will send the publisher an audit implementation package. After the implementation package has been received, the publisher is granted "audit pending" status for up to 180 days during which the publisher must return the completed audit forms and support documents to CVC per the implementation schedule. If the publisher does not complete and supply to CVC necessary forms and support documents by the deadlines outlined in the audit implementation package, the "audit pending" status will be revoked, and the publisher may not use the CVC "audit pending" logo. CVC "audit pending" members cannot refer to CVC in marketing materials without prior written approval by CVC. Revocation of "audit pending" status will be sent by CVC to organizations who were informed of audit activity.
11. **ACCOUNT BALANCES:** Invoiced account balances and deposits are payable 30 days after invoicing for service. After 30 days, a service charge of 1.5% per month is added.
12. **NSF CHECKS:** A fee of \$40.00 per check will be charged for checks returned due to insufficient funds.
13. **UNAUTHORIZED USE OF CVC LOGO OR NAME:** Anyone who continues to use the CVC logo or name without having "current" or "pending" audit status is in violation of this agreement and is subject to a \$1,000 per occurrence misuse fee and any expenses related to correcting the situation, including legal fees.
14. **LIMITATION OF LIABILITY AND JURISDICTION:** In no event shall CVC be liable to publisher or client for indirect, incidental, consequential, special, or punitive damages, or damages for lost profits, lost income, or lost savings arising under or relating to its performance or non-performance under this agreement, whether arising by negligence, intended conduct, breach of contract, or otherwise. Moreover, the amount of other damages recoverable by publisher or client for all events, acts or omissions related to this agreement shall not exceed an amount equal to any payments made by publisher or client to CVC pursuant to this agreement with respect to which such liability arises. This agreement shall be governed and construed in accordance with the laws of the State of Missouri. Any lawsuit or action by any party shall be filed and adjudicated in the state court for St. Louis County, Missouri, and the parties consent to the venue and exclusive jurisdiction of such court.
15. **CVC RULES AND REGULATIONS:** The publisher and client agree to abide with the provisions of the CVC Rules & Regulations which are hereby incorporated by reference. The CVC Rules & Regulations may be amended from time to time without notice at the sole discretion of CVC.
16. **REPORT CHANGES AFTER APPROVED PROOF:** After the report proof has been approved by the client, each change to the audit report will incur a \$45.00 fee, plus audit report printing charges.
17. **ADDITIONAL REPORTS:** Upon request, ten (10) printed audit reports and a PDF are included with your circulation audit package. CVC member publications may produce copies of the audit report from the supplied PDF. Additional reports are available for the costs listed below:

Report Pages	50 Copies	100 Copies - 15% Discount	200 Copies - 25% Discount
4-6	79.20	134.64	237.60
7-10	132.00	224.40	396.00
11-14	184.80	314.16	554.40
15-19	250.80	426.36	752.40
20+	Call for a custom quote		
All reports are shipped via USPS. Actual shipping costs, plus a \$4.00 handling charge apply.			