## PAID \& VERIFIED MAGAZINE

PUBLISHER'S STATEMENT
Subject to Audit

For the six months ended December 31, 2010
Field Served: Wooden boat owners, builders and designers.

Published by WoodenBoat Publications, Inc.
Frequency: 6 times/year

## 1. TOTAL AVERAGE PAID \& VERIFIED CIRCULATION

Average
for the
Statement

Period $\% \%$ Rate Base \begin{tabular}{c}
Above

 

\% Above <br>
(Below) <br>
(Below)
\end{tabular}

Paid \& Verified Circulation: (See Par. 6)
Subscriptions:

2. PRICES

## Average Single Copy

Subscription

$\frac{\text { Retail Prices (1) }}{\$ 6.25}$| Net $\quad$ Gross (Optional) |
| :---: |
| $\$ 32.00$ |

Average Subscription Price Annualized
\$32.00
(6 issue frequency)
$\$ 28.02$
Average Subscription Price per Copy
\$4.67
(1) For the Statement period
(2) Represents subscriptions for the 12 months ended June 30, 2010.
3. PAID \& VERIFIED CIRCULATION BY ISSUE

|  | Paid <br> Subscriptions | Verified <br> Subscriptions |  <br> Verified <br> Subscriptions | Single Copy <br> Sales |  <br> Verified <br> Circulation |
| :--- | :---: | :---: | :---: | :---: | ---: |
| Issue | 42,254 |  | 42,254 | 31,777 | 74,031 |
| July/Aug. | 42,022 |  | 42,022 | 26,388 | 68,410 |
| Sept./Oct. | 41,669 |  | 41,669 | 30,302 | 71,971 |
| Nov./Dec. |  |  |  |  |  |

5. TREND ANALYSIS

|  | 2006 | \% | 2007 | \% | 2008 | \% | 2009 | \% | 2010 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subscriptions: |  |  |  |  |  |  |  |  |  |  |
| Paid | 49,749 | 57.9 | 47,194 | 59.1 | 45,172 | 56.8 | 43,287 | 57.3 | 42,448 | 59.6 |
| Verified | N/A |  | N/A |  | N/A |  | N/A |  | N/A |  |
| Total Paid \& Verified Subscriptions | 49,749 | 57.9 | 47,194 | 59.1 | 45,172 | 56.8 | 43,287 | 57.3 | 42,448 | 59.6 |
| Single Copy Sales | 36,212 | 42.1 | 32,621 | 40.9 | 34,425 | 43.2 | 32,222 | 42.7 | 28,734 | 40.4 |
| Total Paid \& Verified Circulation | 85,961 | 100.0 | 79,815 | 100.0 | 79,597 | 100.0 | 75,509 | 100.0 | 71,182 | 100.0 |
| Year Over Year Percent of Change |  | 1.2 |  | -7.1 |  | -0.3 |  | -5.1 |  | -5.7 |
| Avg. Annualized Subscription Price | \$27.54 |  | \$27.78 |  | \$27.90 |  | \$28.02 |  | \$28.02 |  |

6. SUPPLEMENTAL ANALYSIS OF AVERAGE PAID \& VERIFIED CIRCULATION

The following averages, as reported below, are included in Par. 1 and annotated here per applicable rules. See Par. 9 for full explanation

|  | Average for Period | $\%$ of Circulation |
| :---: | :---: | :---: |
| PAID SUBSCRIPTIONS |  |  |
| Individual Subscriptions* | 41,694 | 58.3 |
| Sponsored Sales | 288 | 0.4 |
| TOTAL PAID SUBSCRIPTIONS | 41,982 | 58.7 |
| VERIFIED SUBSCRIPTIONS |  |  |
| TOTAL VERIFIED SUBSCRIPTIONS |  |  |
| TOTAL PAID \& VERIFIED SUBSCRIPTIONS | 41,982 | 58.7 |
| SINGLE COPY SALES |  |  |
| Single Issue Sales | 29,489 | 41.3 |
| TOTAL SINGLE COPY SALES | 29,489 | 41.3 |
| TOTAL PAID \& VERIFIED CIRCULATION | 71,471 | 100.0 |
| *Included in Average Price calculation |  |  |

## 6A. ADDITIONAL ANALYSIS OF VERIFIED PUBLIC PLACE

The following represents the average public place copies made available during the statement period to the following public areas:
None

## 6B. ADDITIONAL ANALYSIS OF VERIFIED INDIVIDUAL USE

The following represents the average individual use copies made available during the statement period to the following individuals:
None
7. GEOGRAPHIC DATA for the November/December 2010 issue

Total paid \& verified circulation of this issue was $0.7 \%$ greater than the total average paid \& verified circulation.

| STATE | $\begin{aligned} & \text { PAID } \\ & \text { SUBSCRIP- } \\ & \text { TIONS } \end{aligned}$ | $\begin{aligned} & \text { VERIFIED } \\ & \text { SUBSCRIP. } \\ & \text { TIONS } \end{aligned}$ |  | SINGLE COPY SALES | $\begin{gathered} \text { TOTAL } \\ \text { PAAD } \\ \text { VERIIII } \\ \text { CIRCILATION } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Alabama | 264 |  | 264 | 210 | 474 |
| Arizona | 254 |  | 254 | 247 | 501 |
| Arkansas | 115 |  | 115 | 90 | 205 |
| California | 2,842 |  | 2,842 | 1,581 | 4,423 |
| Colorado | 459 |  | 459 | 231 | 690 |
| Connecticut | 1,486 |  | 1,486 | 485 | 1,971 |
| Delaware | 143 |  | 143 | 67 | 210 |
| District of Columbia | 81 |  | 81 | 42 | 123 |
| Florida | 2,101 |  | 2,101 | 1,150 | 3,251 |
| Georgia | 549 |  | 549 | 421 | 970 |
| Idaho | 219 |  | 219 | 114 | 333 |
| Illinois | 744 |  | 744 | 1,309 | 2,053 |
| Indiana | 359 |  | 359 | 228 | 587 |
| lowa | 180 |  | 180 | 111 | 291 |
| Kansas | 125 |  | 125 | 84 | 209 |
| Kentucky | 158 |  | 158 | 104 | 262 |
| Louisiana | 280 |  | 280 | 144 | 424 |
| Maine | 1,536 |  | 1,536 | 857 | 2,393 |
| Maryland | 1,133 |  | 1,133 | 365 | 1,498 |
| Massachusetts | 2,829 |  | 2,829 | 1,330 | 4,159 |
| Michigan | 1,545 |  | 1,545 | 827 | 2,372 |
| Minnesota | 696 |  | 696 | 330 | 1,026 |
| Mississippi | 169 |  | 169 | 76 | 245 |
| Missouri | 307 |  | 307 | 206 | 513 |
| Montana | 199 |  | 199 | 139 | 338 |
| Nebraska | 66 |  | 66 | 70 | 136 |
| Nevada | 109 |  | 109 | 82 | 191 |
| New Hampshire | 663 |  | 663 | 382 | 1,045 |
| New Jersey | 1,126 |  | 1,126 | 380 | 1,506 |
| New Mexico | 112 |  | 112 | 72 | 184 |
| New York | 2,698 |  | 2,698 | 1,184 | 3,882 |
| North Carolina | 984 |  | 984 | 394 | 1,378 |
| North Dakota | 33 |  | 33 | 34 | 67 |


| STATE | $\begin{gathered} \text { PAID } \\ \text { SUBSCRIP- } \\ \text { TIONS } \end{gathered}$ | VERIFIED SUBSCRIPTIONS | TOTAL PARD VEIFIED SUBSCRIP- TIONS | $\begin{aligned} & \text { SINGLE } \\ & \text { COPY } \\ & \text { SALES } \end{aligned}$ | $\begin{gathered} \text { TOTAL } \\ \text { PAID } \\ \text { VERIIII } \\ \text { CIRCULATION } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ohio | 868 |  | 868 | 513 | 1,381 |
| Oklahoma | 144 |  | 144 | 78 | 222 |
| Oregon | 901 |  | 901 | 464 | 1,365 |
| Pennsylvania | 1,120 |  | 1,120 | 726 | 1,846 |
| Rhode Island | 531 |  | 531 | 168 | 699 |
| South Carolina | 459 |  | 459 | 256 | 715 |
| South Dakota | 38 |  | 38 | 27 | 65 |
| Tennessee | 318 |  | 318 | 234 | 552 |
| Texas | 1,059 |  | 1,059 | 699 | 1,758 |
| Utah | 108 |  | 108 | 127 | 235 |
| Vermont | 459 |  | 459 | 135 | 594 |
| Virginia | 1,303 |  | 1,303 | 448 | 1,751 |
| Washington | 2,452 |  | 2,452 | 1,742 | 4,194 |
| West Virginia | 84 |  | 84 | 48 | 132 |
| Wisconsin | 790 |  | 790 | 317 | 1,107 |
| Wyoming | 57 |  | 57 | 39 | 96 |
| TOTAL 48 CONTERMINOUS STATES | 35,255 |  | 35,255 | 19,367 | 54,622 |
| Alaska Hawaii | $367$ |  | 367 105 | 442 100 | 809 205 |
| TOTAL ALASKA \& HAWAII U.S. Unclassified | 472 |  | 472 | 542 | 1,014 |
| TOTAL UNITED STATES Poss. \& Other Areas | $35,727$ |  | $\begin{array}{r} 35,727 \\ 43 \end{array}$ | $\begin{array}{r} 19,909 \\ 147 \end{array}$ | $\begin{array}{r} 55,636 \\ 190 \end{array}$ |
| U.S. \& POSS., etc. | 35,770 |  | 35,770 | 20,056 | 55,826 |
| Canada | 2,937 |  | 2,937 | 5,241 | 8,178 |
| International | 2,928 |  | 2,928 | 5,005 | 7,933 |
| Other Unclassified Military or Civilian |  |  |  |  |  |
| Personnel Overseas | 34 |  | 34 |  | 34 |
| GRAND TOTAL | 41,669 |  | 41,669 | 30,302 | 71,971 |

## ANALYSIS BY ABCD COUNTY SIZE for the November/December 2010 issue

Magazines of less than 500,000 total average paid and verified circulation not required to answer this paragraph.

## 8. ANALYSIS OF TOTAL NEW AND RENEWAL PAID INDIVIDUAL SUBSCRIPTIONS

Total gross subscriptions (new and renewal) sold in the six month period ended December 31, 2010

| A. DURATION |  | \% | C. CH | ANNELS |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (a) One to six months ( 1 to 3 issues) ........................... | 34 | 0.3 | (a) | Ordered by subscriber action via direct mail, direct |  |  |
| (b) Seven to eleven months (4 to 5 issues) .................. | 249 | 1.3 |  | mail agents, inserts, online, renewals, catalogs, or |  |  |
| (c) Twelve months (6 issues).................................... | 13,911 | 73.4 |  | other outlets available to the subscribers............ | 18,928 | 99.9 |
| (d) Thirteen to twenty-four months.............................. | 4,249 | 22.4 | (b) | Ordered by subscribers in response to unsolicited |  |  |
| (e) Twenty-five months and more .............................. | 501 | 2.6 |  | telemarketing and door to door selling................ | 16 | 0.1 |
| Total Subscriptions Sold in Period .......................... | 18,944 | 100.0 | (c) | Ordered by subscribers in response to fund-raising programs of schools, churches, and other similar organizations | None |  |
| B. USE OF PREMIUMS <br> (a) Ordered without premium | 18,944 | 100.0 | (d) | Subscriptions as part of membership in an organization | None |  |
| (b) Ordered with material reprinted from this publication. | None |  |  | Total Subscriptions Sold in Period .......................... | 18,944 | 100.0 |
| (c) Ordered with other premiums............................... | None |  |  |  |  |  |
| Total Subscriptions Sold in Period ......................... | 18,944 | 100.0 |  |  |  |  |

## 9. EXPLANATORY

(a) Suggested Retail Prices: Average Single Copy: Canada, \$7.99. Subscriptions: U.S., 2 yrs. \$59.00; 3 yrs. \$85.00. Canada, 1 yr. \$37.00; 2 yrs. \$69.00; 3 yrs. \$99.00. International, 1 yr. \$45.00; 2 yrs. \$85.00; 3 yrs. \$124.00.
(b) Average non-analyzed non-paid circulation for the 6 month period: $\quad 1,582$
copies per issue.
(c) Post expiration copies: None.
(d) Sponsored Subscription Sales: The average of 288 copies per issue, shown in Par. 6 and included in Par. 1, represents individually addressed copies purchased for the business interests of the purchaser, and are delivered to private residences or business offices and intended for the personal consumption of the addressee.

## 10. VARIANCE

Latest released Audit Report for 12 months ended December 31, 2009; Variation from Publisher’s Statements

| Audit Period <br> Ended^ | Rate Base <br> (Paid \& Verified) | Audit Report <br> (Paid \& Verified) | Publisher's <br> Statements <br> (Paid \& Verified) | Difference <br> (Paid \& Verified) | Percentage <br> of Difference <br> (Paid \& Verified) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 12-31-09 | None Claimed | 75,509 | 75,509 |  |  |
| $12-31-08$ | None Claimed | 78,019 | 79,597 | $-1,578$ | -2.0 |
| $12-31-06$ | None Claimed | 81,061 | 79,815 | 1,246 | 1.6 |
| $12-31-05$ | None Claimed | 85,703 | 85,961 | -258 | -0.3 |
| None Claimed | 84,430 | 84,909 | -479 | -0.6 |  |

$\wedge$ Effective with the June 2006 Publisher's Statements, publications were given the option of reporting verified circulation.

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with Audit Bureau of Circulations' Bylaws and Rules.

Parent Company: WoodenBoat Publications, Inc.
WOODENBOAT, published by WoodenBoat Publications, Inc. • 86 Great Cove Drive, P.O. Box 78 • Brooklin, ME 04616-0078
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CARL CRAMER
Date Signed: January 27, 2011
Circulation Director
Publisher
P: 207.359.4651 • F: 207.359.8920 • URL: www.woodenboat.com
Established: 1974
ABC Member since: 1983

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|  | Analyzed Issue Date |  |
| :--- | :--- | :--- |
| $04-1368-0$ | Analyzed Issue Text (for double month issue date) | $11-12 / 01 / 10$ |
|  | Average Single Copy Price | 6.25 |
|  | Association Subscription Price |  |
|  | U.S. Subscription Price | 32.00 |
|  | Canadian Subscription Price | 37.00 |
|  | International Subscription Price | 45.00 |

