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Grow local revenues with ease with our innovative, mobile-friendly solutions. Experience We Remember, by Ancestry. This free collaborative consumer memorial is a beautiful, perpetual digital extension to print obituaries. Memoriams' exclusive obituary network of over 3,000 newspapers is a proven funeral home strategy. Our newest platforms for private party include InDesign Legal Notices, Obituaries and Celebrations to round out the Adpay difference. Stop by to learn more and enter to win an Ancestry DNA kit!

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AMG | Parade knows that consumers rely on local newspapers for community news and information. We provide engaging content and revenue-generating solutions to our valued partners who distribute our magazines: Parade, American Profile, Relish, Spry Living and Athlon Sports Preseason Guides (Racing, Baseball, Pro Football Draft, SEC Football, National College Football, Pro Football, Fantasy Football and College Basketball).

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BlueVenn is a unified customer data management, compliance and customer journey orchestration platform, with analytics and machine learning, to drive highly targeted personalized engagements. BlueVenn technology serves a global client community, including more than 500 local media companies to engineer end-to-end, data-optimized marketing processes that grow, activate, engage and monetize audiences. Companies like GateHouse, Tribune and *Minneapolis Star Tribune* leverage BlueVenn's world-class technology and unparalleled industry expertise to build the volume and value of customers.

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www.cribb.com

Cribb, Greene & Cope publication brokers have more than 60 years of publishing and brokerage experience, and our financial and market analysts have 70 combined years of newspaper financial and marketing experience.

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Dirks, Van Essen, Murray & April

www.dirksvanessen.com

Dirks, Van Essen, Murray & April is the newspaper industry's leading merger and acquisition firm. Twenty-eight families have hired DVMA to sell their newspapers during the last 18 months, as well as companies including Cox Media Group and Anschutz Corp. The firm also performs fair-market and estate planning appraisals for a variety of purposes, utilizing a proprietary database of transaction information to compile the most relevant comparable sales data.

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www.mediamergers.com

Grimes, McGovern & Associates was formed in 2018 by the acquisition of the Global Media & Events and U.S. Newspapers groups from W.B.Grimes & Company. For nearly 60 years, W.B. Grimes has been a leader in mergers and acquisitions advisory and brokerage services for media, newspaper and events companies, with a special focus on small- and medium-sized markets.

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www.ilsw.com

www.truenewspapermail.com

Interlink helps more than 1,800 newspapers navigate the postal system to obtain the best delivery at the lowest cost. We believe in newspapers and our products are designed specifically for them. Whether you need a complete circulation software package or a stand-alone postal presort that integrates with any circulation system, Interlink delivers a streamlined process that is intuitive, efficient and effective.

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Lineup Systems caters to many of the most iconic and innovative media organizations in the world. Our first-of-its-kind media sales solution, Adpoint, is credited with transforming media companies by helping to increase revenue, improve productivity and reduce costs. Adpoint combines order management with a media-focused CRM, finance and analytics suite. No more "swivel chair syndrome" – instead, manage your ad sales from lead to billing from one easy-to-use, customizable solution.

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www.mathereconomics.com

Mather Economics is a global business consultancy headquartered in Atlanta, Ga. We work with our clients to implement analytics-driven strategies that increase subscriber revenue yield,

operating margins, reader engagement and reduce subscriber churn. Mather has worked with over 600 publications worldwide managing digital and print subscriptions. Our team of experts offer strategic consultation, data science and econometrics, implementation support, benchmarking, A/B testing and best practice case studies.

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www.modulist.news

Modulist is a media services company specializing in the processing of user-generated paid content submissions for newspapers, among other media services. Our tagline is "Publish life's stories," and we provide an online portal to submit paid content, such as obituaries, announcements and other milestones directly to multiple media outlets with a single transaction. Our long-term partnerships with local media outlets help position them for the future by decreasing production costs and increasing revenue in integral content categories.

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Newspapers.com

www.newspapers.com

Newspapers.com is an Ancestry.com site that partners with newspaper publishers with a no-cost solution to digitize and monetize their historical archives.

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Newzware – ICANON

www.newzware.com

Newzware, a division of ICANON, offers self-hosted and SaaS (Cloud) solutions for: Display Advertising, Classified Advertising, Pagination, Ad Layout, Ad Tracking, Editorial, Circulation Management and Financial Software (General Ledger, Accounts Payable, Cash Management & Payroll).

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NTVB Media

www.ntvbmedia.com

NTVB Media creates entertainment products and services to attract and engage newspaper subscribers. We listen to audience and newspaper needs and develop easy-to-implement solutions that delight readers and improve our partners' bottom lines. The company's 35-year history as a trusted newspaper partner includes providing reliable television listings in Sunday inserts, developing the cost-saving and revenue-generating TV Weekly magazine, and – more recently – launching syndicated content and services to captivate print and digital audiences and drive incremental revenue.

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Our Hometown, Inc.

www.our-hometown.com

Our Hometown, Inc. has proudly served the newspaper industry for over 20 years, providing complete and hassle-free digital publishing solutions for news media outlets across the country and world. From our Wordpress CMS platform, you can compose content and export articles to InDesign, or receive a feed from our Google Docs add on. We also offer full website production with our PDF to HTML conversion service and native apps for iOS and Android.

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www.ownlocal.com

OwnLocal is the strategic technology partner for 4,000 publishers globally. OwnLocal's combination of cutting-edge technology and proven industry expertise equips publishers with the tools and strategy necessary to capture, retain and grow advertisers, in print and online. Their breakthrough technology, AdForge, is a highly disruptive, interactive banner ad technology that helps websites instantly drive up direct sales, while providing dramatically more advertiser value and an improved reader experience.

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Second Street

www.secondstreet.com

Second Street is the leading provider of private-label online promotions and interactive content for media companies wanting to generate revenue, increase website traffic and build a database of consumers. Our software enables companies to maximize customer engagement and convert website visits into revenue contests, sweepstakes, email communications, polls and more.

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www.tecnavia.com

Audience development tools made easy! Tecnavia provides easy-to-manage websites that are integrated with our industry-leading e-Editions, utilized by 2,000 publishers! Paywalls, meters, subscription sales and a single sign-on are integrated into our platform, placing management of content and your valued readers in one simple interface. Tecnavia allows publishers to streamline workflow, reduce cost and generate REVENUE, while maintaining complete control over content. Tecnavia also provides a web advertising network TAN (Tecnavia Advertising Network) to assist in your revenue goals!

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TownNews

www.townnews.com

At TownNews, we believe that local media organizations can thrive – and continue to be vital to the communities they serve – now and into the future. We equip you with the services, technology and guidance to flourish in a volatile digital landscape. Transform your business – grow revenue, expand audience and engagement, and enhance efficiency and security – with the backing of a partner that's deeply rooted in the media industry.

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www.wrscpa.com

Way, Ray, Shelton and Co., P.C., a full-service accounting firm, has been providing accounting expertise to the media industry for more than 30 years. Our vast experience makes us arguably the leading accounting firm in the country for community newspapers. In addition to our audit and tax expertise, we have assisted numerous media clients with many acquisitions, sales, mergers and reorganizations. Please call on us for any of your future accounting needs. Contact Steve Shelton at (205) 561-3333.