

## First quarter

| ISSUE | ADS DUE |  | LIST                                    | EVENTS   |
|-------|---------|--|---|--|
| 1/13  | 12/31   | <b>SPECIAL SECTION:</b> Economic Forecast            | Private Employers                       |  |
| 1/27  | 1/14    | <b>FOCUS:</b> Wealth Management / Retirement         | Public Employers                        | 5 on the Future — An Economic Forecast for Maine |
| 2/10  | 1/29    | <b>FOCUS:</b> Commercial Development                 | Commercial Sales / Commercial Leases    |  |
| 2/24  | 2/11    | <b>FOCUS:</b> Energy / Environment                   | Venture Capital Deals                   | On the Road: Gorham                              |
| 3/10  | 2/26    | <b>FOCUS:</b> Life Sciences / Innovation             | Life Sciences & Biotech, Patent Holders | On the Road: Wells                               |
| 3/24  | 3/12    | <b>SPECIAL SECTION:</b> Business Leaders of the Year | B-Corps                                 |  |

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|-------|---------|---|--|------------------------------|
| 4/7   | 3/26    | <b>FOCUS:</b> Real Estate / Construction / Engineering    | Construction Projects  | Business Leaders of the Year |
| 4/21  | 4/9     | <b>FOCUS:</b> Banking / Finance / Insurance               | Banks / Bank market share  |                              |
| 5/5   | 4/23    | <b>FOCUS:</b> Business Succession and Transition          | Hotels   | Forum: Women's Leadership    |
| 5/12  | 3/19    | <b>ANNUAL:</b> Work for ME                                | Private Schools / Community Colleges / workforce resources / CTE resources / manufacturers directory |                              |
| 5/19  | 5/7     | <b>FOCUS:</b> Small Business                              | SBA Loans / FAME loans   | On the Road: Bethel          |
| 6/2   | 5/20    | <b>FOCUS:</b> Agriculture / Aquaculture                   | Farm Subsidies; Aquaculture leases   |                              |
|       | 4/28    | <b>INSERT:</b> Groundbreaking Maine                       | Construction Firms   |                              |
| 6/16  | 6/4     | <b>FOCUS:</b> Lewiston / Auburn / Western Maine           | Accounting firms   | Forum: Healthcare            |
| 6/30  | 6/18    | <b>FOCUS:</b> Higher Education / Professional Development | Graduate Programs  | On the Road: Greenville      |

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|-------|---------|--|---|---|
| 7/14  | 7/1     | <b>FOCUS:</b> Health Care / Wellness                   | Hospitals / Nursing and Assisted Living Homes / resource directories  |   |
| 7/28  | 7/16    | <b>FOCUS:</b> Real Estate / Construction / Engineering | Engineers / Architects  | On the Road: Waterville                 |
| 8/11  | 7/30    | <b>SPECIAL SECTION:</b> Outstanding Women in Business  | Women Owned Businesses  |   |
| 8/25  | 8/13    | <b>FOCUS:</b> Greater Bangor / Northern Maine          | Industrial Parks  | Forum: Small Business                   |
| 9/1   | 6/25    | <b>ANNUAL:</b> Fact Book                               | Tourist Attractions / Hotels / NIH Grants / Chambers of Commerce / Industrial Parks / Construction Cos. / Brewers / MTI / SBA / FAME / VC deals |   |
| 9/8   | 8/26    | <b>FOCUS:</b> Startups / Entrepreneurship              | MTI Loans   |   |
| 9/22  | 9/10    | <b>FOCUS:</b> Augusta / Waterville / Central Maine     | Entertainment and Sporting Venue  | Outstanding Women in Business Reception |
| 9/29  | 8/11    | <b>ANNUAL:</b> Giving Guide                            | Foundations / Nonprofit directories   | On the Road: Bath                       |

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|-------|---------|---|-----------------------|----------------------------------|
| 10/6  | 9/17    | <b>SPECIAL SECTION:</b> 40 Under 40               | ESOP                  | 60 Ideas in 60 Minutes: Portland |
| 10/20 | 10/7    | <b>FOCUS:</b> Manufacturing / International Trade | Manufacturers         |                                  |
| 11/3  | 10/22   | <b>FOCUS:</b> Family Owned Business               | Family Owned Business | 40 Under 40                      |
| 11/17 | 11/5    | <b>FOCUS:</b> Law / Policy                        | Law Firms             | On the Road: Lewiston / Auburn   |
| 12/1  | 11/18   | <b>FOCUS:</b> Banking / Finance / Insurance       | Credit Unions         |                                  |
| 12/15 | 12/3    | <b>FOCUS:</b> Midcoast / Downeast                 | Private Schools       | 60 Ideas in 60 Minutes: Bangor   |
| 12/29 | 11/12   | <b>ANNUAL:</b> Book of Lists                      |                       |                                  |