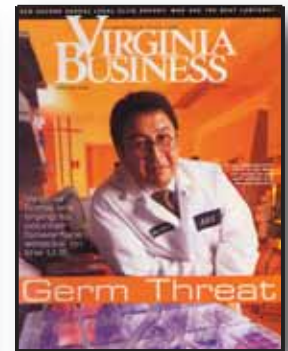
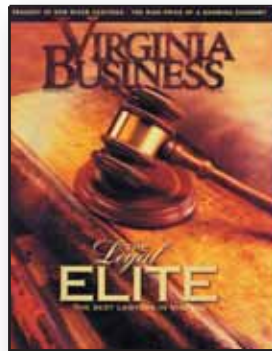
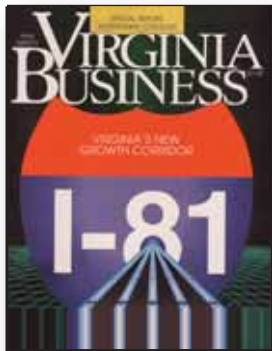
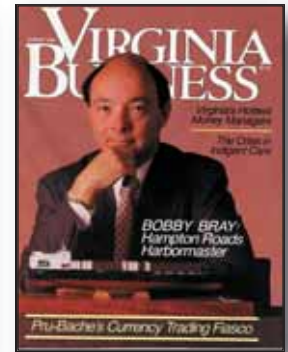
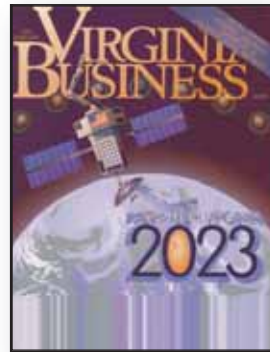
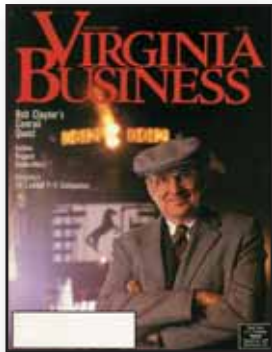


VIRGINIA BUSINESS



A MEDIA GENERAL MAGAZINE
SERVING VIRGINIA'S DECISION MAKERS
SINCE 1986

VIRGINIA'S PREMIER BUSINESS MAGAZINE

"Virginia Business has a proud tradition of excellence in business and I am grateful for the service you provide to our business community. As Governor, I was a regular reader of Virginia Business and trusted it to highlight issues of importance to our Commonwealth. I was consistently impressed with the level of journalistic integrity and responsibility."

Sen. George Allen
Washington, D.C.

"Virginia Business has been an invaluable resource to Virginia's business and political leaders for twenty years. It has been an essential tool for keeping us abreast of news on the overall business climate and ongoing changes to Virginia's economy. I will continue to look to Virginia Business to learn about the economic and business trends impacting our commonwealth."

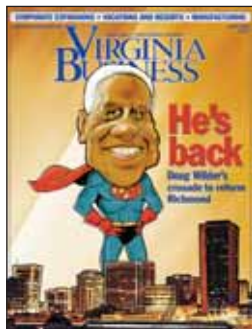
Gov. Mark R. Warner
Richmond, Va.

"Virginia Business provides insightful and comprehensive coverage of the industries, businesses and people who make an impact on the commonwealth."

Deborah K. Stearns,
Managing Partner
Advantis/GVA
Norfolk, Va.

"Virginia Business is one of the few publications that I read that is exclusively focused on Virginia business. There is a good balance in the reporting of the various regions and the journalism is solid."

Walker P. Sydnor Jr.,
President
Scott Insurance
Lynchburg, Va.



Virginia Business is Virginia's premier business-to-business magazine — serving the commonwealth's top decision makers with vital business intelligence for more than two decades.

A Select Audience . . .

Virginia Business recipients are high-level business strategists, with three out of four holding top management positions at their companies.

. . . Representing Virginia's Business Community . . .

Virginia Business is delivered to 30,000 recipients monthly in more than 17,000 companies throughout the commonwealth. The distribution reaches every major business category.

. . . And Virginia's Public Officials

Virginia Business also reaches the major political players and public administrators in the commonwealth.

From the Editor

The purpose of *Virginia Business* magazine is to create a community of interests among the state's leading decision makers in business and government. The magazine examines trends, opportunities and the people who shape the future of the commonwealth.

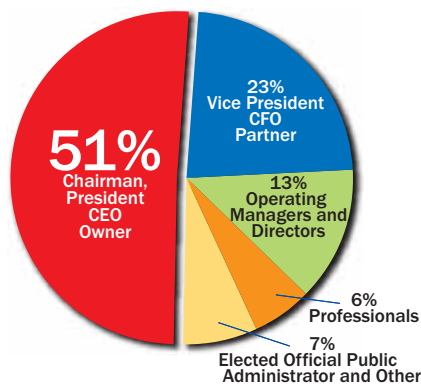
Robert C. Powell III
Editor

VIRGINIA'S PREMIER BUSINESS AUDIENCE

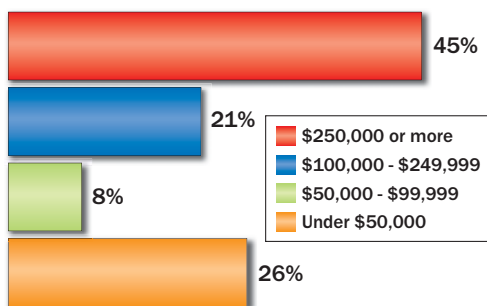
2005 AUDIENCE SURVEY RESULTS

VIRGINIA'S TOP DECISION MAKERS

JOB TITLE

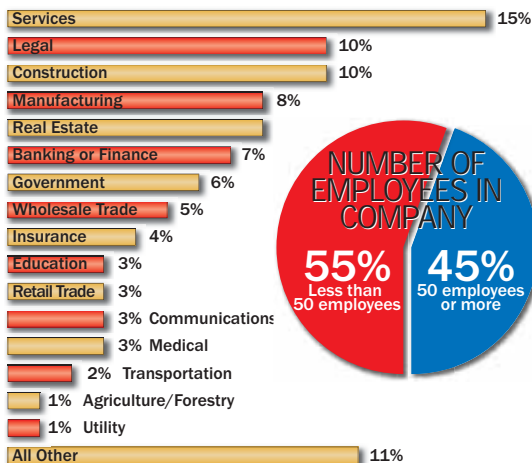


LARGEST PURCHASE/LEASE DECISION



A BROAD INDUSTRY REACH

COMPANY'S PRINCIPAL BUSINESS

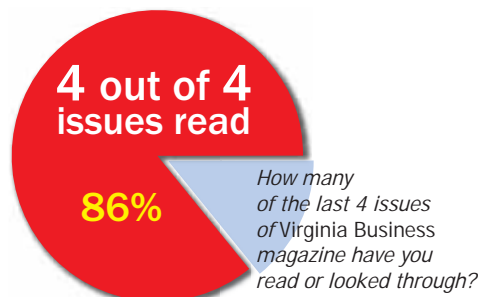


NUMBER OF EMPLOYEES IN COMPANY

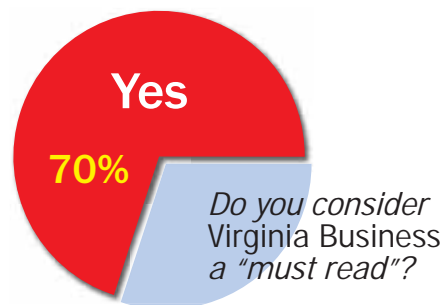


WELL READ AND WELL RESPECTED

ISSUES READ

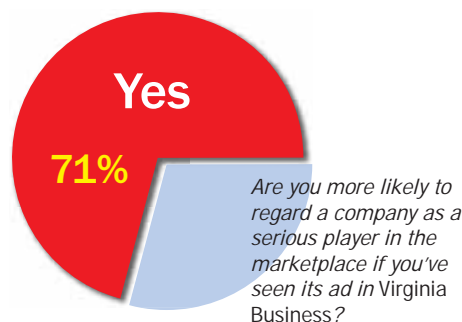


CONSIDER MAGAZINE A "MUST READ"



ADVERTISING IN VIRGINIA BUSINESS DOES MAKE A FAVORABLE IMPRESSION

CONSIDER ADVERTISERS TO BE SERIOUS PLAYERS IN THE VIRGINIA MARKET



"Although I may not be one of the original subscribers to Virginia Business, I've certainly enjoyed the magazine as it has matured over the years. While the feature articles are definitely of interest, my favorite section is For The Record. This column, which contains a myriad of excellent information, is possibly the best central source of generic business information in the commonwealth. I particularly like the fact that updates to FTR are now available on your Web site on a weekly basis. Thanks for producing a good magazine and a great business resource."

Frank E. Williams III,
President
Williams Industries Inc.
Manassas, Va.

"Virginia Business is one of the few publications in the area that really does its homework before writing a story. Facts are solid and stories have a positive tone."

Joseph A. Dorto, CEO
Virginia International Terminals
Norfolk, Va.

"My job requires me to know what's going on across the commonwealth. Virginia Business is one of the best resources for business news from the Eastern Shore to Bristol."

John R. Broderick,
Vice President
Old Dominion University
Norfolk, Va.

"If your focus is statewide, you have to know the pulse of "local" business in multiple regions. Virginia Business keeps you constantly updated. It is the Wall Street Journal of business in the commonwealth."

Meade A. Spotts Esq.,
President
Spotts Fain PC
Richmond, Va.

WELL-READ . . . WELL RESPECTED

Virginia is where we live, work and play. Since 1992, Virginia Business magazine has helped us stay in touch with this changing landscape and kept us informed about the statistics, policies and trends that affect our business."

Fred J. Whyte,
President
Stihl Inc.
Virginia Beach, Va.

"Virginia Business is the best resource for keeping up with business, economic development and opportunities that in turn help us grow and expand our business."

Michael W. Clarke,
President, CEO
AccessNationalBank
Reston, Va.

"Reading Virginia Business is the best way to receive relevant information concerning business in Virginia."

Richard E. Sorenson,
Dean
Pamplin College of Business,
Virginia Tech
Blacksburg, Va.

"VB magazine is the only authoritative and comprehensive periodical that publishes the useful and important stories of business in the state of Virginia."

Gregory Maier,
Senior Partner
Oblon, Spivak
Alexandria, Va.

"We read and find value Virginia Business for many reasons. It keeps us abreast of what is happening across the state, both in the insurance industry and in industries with which we do business. The regional reports and industry-specific information is useful in our prospecting efforts and it is helpful to be on top of economic development."

James L. Kitchin Jr.,
President
Hilb Rogal & Hobbs Insurance
Glen Allen, Va.

"Virginia Business is simply the finest targeted source of relevant information on the soul of Virginia, giving insight and actionable data on our newsmakers. This is all delivered in an entertaining, polished format that is a joy to read."

Robin W. Purcell,
Sales & Marketing
Martinair Aircraft Charter Inc.
Richmond, Va.

"Virginia Business is an excellent source of information concerning the Virginia community. Many of the business leaders profiled in your articles are trustees, alumni, and supporters of Virginia's private colleges. Virginia Business has also done a good job of covering important higher education issues."

Robert B. Lambeth Jr.,
President
Council of Independent Colleges
in Virginia
Bedford, Va.

Virginia Business provides a quality editorial environment worthy of carrying your business-to-business message.

Are you satisfied that the readers of Virginia Business know all they should about your organization?

For more information contact a sales representative today.

Central Virginia
333 East Franklin Street
Richmond, Virginia 23219
(804) 649-6999
Fax: (804) 649-6311

Hampton Roads
801 Boush Street, Suite 201
Norfolk, Virginia 23510
(757) 625-4233
Fax: (757) 627-1709



VIRGINIA BUSINESS

www.VirginiaBusiness.com

A Media General Publication Serving
Virginia's Decision Makers Since 1986