```
Prepared For: Record Length: Order Number: Total Records: Process Date:
```

| Field \# | Output Field Name | Length |
| :---: | :---: | :---: |
| 1 | Contact_Name | 38 |
| 2 | First_Name | 15 |
| 3 | Middle_Initial | 1 |
| 4 | Last_Name | 20 |
| 5 | Last_Name_Suffix | 3 |
| 6 | SALUTATION | 4 |
| 7 | Gender | 1 |
| 8 | Head_Of_Household_Indicator | 3 |
| 9 | Sub_HH_Indicator | 3 |
| 10 | Address | 58 |
| 11 | City | 16 |
| 12 | State | 2 |
| 13 | State_Code | 2 |
| 14 | County_Code | 3 |
| 15 | County_Name | 14 |
| 16 | MSA_Code | 4 |
| 17 | MSA_Desc | 30 |
| 18 | CBSA_Code | 5 |
| 19 | Metro_Micro_Indicator | 1 |
| 20 | CSA_Code | 3 |
| 21 | ZIP Code | 5 |
| 22 | ZIP4 | 4 |
| 23 | ZIP10 | 10 |
| 24 | Carrier_Route_Code | 4 |
| 25 | Delivery_Point_Bar_Code | 3 |


| 26 | Delivery_Service_Type_Code | 1 |
| :---: | :---: | :---: |
| 27 | Phone | 12 |
| 28 | Population_Code | 1 |
| 29 | Nielsen_Region_Code | 1 |
| 30 | NumAdults_HH | 1 |
| 31 | NumMbrs_HH | 1 |
| 32 | Age | 1 |
| 33 | Year_Month_Of_Birth | 8 |
| 34 | Income_Code | 1 |
| 35 | Length_Of_Residence | 2 |
| 36 | House_Or_Apartment | 1 |
| 37 | Delivery_Unit_Size_Code | 1 |
| 38 | Own_Rent | 1 |


| 39 | Location_Type_Code | 1 |
| :---: | :---: | :---: |
| 40 | Presence_Of_Pool | 3 |
| 41 | Home_Value_Code | 1 |
| 42 | Home_Sale_Date | 8 |
| 43 | Home_Sale_Price_Code | 1 |
| 44 | Home_Sale_Price_Actual | 12 |
| 45 | Home_Equity_Estimate_Code | 1 |
| 46 | Lot_Size | 2 |
| 47 | Home_Size | 6 |
| 48 | Home_Age | 3 |
| 49 | Mortgage_Finance_Type_Code | 1 |
| 50 | Mortgage_Loan_Type_Code | 1 |
| 51 | Number_Mortgages | 1 |
| 52 | Mortgage_Interest_Rate | 4 |
| 53 | Mortgage_Loan_Amount_Code | 1 |
| 54 | Credit_Card_Type | 11 |
| 55 | Number_Of_Trade_Lines | 1 |
| 56 | Marital_Status_Code | 1 |
| 57 | Marriage_Date | 6 |
| 58 | Language_Spoken_In_Household_Code | 1 |
| 59 | Religion_Of_Household_Code | 1 |


| 60 | Female_Occupation_Code | 2 |
| :---: | :---: | :---: |
| 61 | Male_Occupation_Code | 2 |
| 62 | Mean_Years_Of_Schooling | 1 |
| 63 | Filler1 | 4 |
| 64 | Filler2 | 1 |
| 65 | Filler3 | 3 |
| 66 | FILLER4 | 2 |
| 67 | MORTGAGE LOAN AMOUNT | 4 |
| 68 | Filler5 | 3 |
| 69 | Filler6 | 2 |
| 70 | Filler7 | 4 |
| 71 | Filler8 | 3 |
| 72 | Filler9 | 2 |
| 73 | Filler10 | 4 |
| 74 | Filler11 | 3 |
| 75 | Filler12 | 2 |
| 76 | Filler13 | 4 |
| 77 | Filler14 | 3 |
| 78 | Filler15 | 2 |
| 79 | Filler16 | 4 |
| 80 | Filler17 | 3 |
| 81 | Filler18 | 2 |
| 82 | Filler19 | 4 |
| 83 | Expendable_Income_Code | 1 |
| 84 | Loan_To_Value_Code | 1 |
| 85 | Net_Worth_Rank_Code | 1 |
| 86 | Buyer_Behavior_Code | 3 |
| 87 | Purchasing_Power_Code | 1 |
| 88 | Purchasing_Power_Desc | 19 |


| 89 | Potential_Investor_Code | 2 |
| :---: | :---: | :---: |
| 90 | Potential Investor Desc | 24 |
| 91 | Key_Code | 20 |
| 92 | Title_Address | 45 |
| 93 | Presort_Endorsement_Line | 30 |
| 94 | Presort_Pass_Code | 6 |
| 95 | Presort_Package_Destination | 13 |
| 96 | Presort_Pricing_Tier | 1 |
| 97 | Sort_Sequence_Control | 40 |
| 98 | Entry_Point_Number | 9 |
| 99 | Batch_Number | 9 |
| 100 | Pallet_Number | 9 |
| 101 | Container_Number | 9 |
| 102 | Package_Number | 9 |
| 103 | Line_Of_Travel_Code | 7 |
| 104 | Sequence_Number | 10 |
| 105 | Census_Tract | 6 |
| 106 | Census_Block_Group | 1 |
| 107 | Latitude | 10 |
| 108 | Longitude | 11 |
| 109 | Match_Level_Code | 1 |
| 110 | OBSOLESCENCE DATE | 20 |
| 111 | Production_Date | 20 |
| 112 | Family_ID_Num | 12 |
| 113 | Individual_ID_Number | 12 |
| 114 | Location_Number | 12 |
| 115 | BOAT OWNER | 3 |
| 116 | Boat_Propulsion_Code | 1 |
| 117 | Boat_Propulsion_Description | 19 |
| 118 | Registered_Voter | 3 |
| 119 | Political Party Code | 1 |
| 120 | Political_Party_Description | 19 |
| 121 | Political_Contribution_Amount | 10 |
| 122 | Last_Political_Party_Contribution_Date | 6 |
| 123 | Last_Political_Party_Contribution_Code | 1 |
| 124 | Last_Political_Party_Contribution_Description | 24 |


| 125 | Number_Of_Political_Contributions | 3 |
| :---: | :---: | :---: |
| 126 | Aircraft_Type_Code | 1 |
| 127 | Aircraft_Type_Description | 24 |
| 128 | Aircraft_Manufacture_Year | 4 |
| 129 | Pilot_License_Code | 1 |
| 130 | Pilot_License_Description | 24 |
| 131 | PRIZM CODE | 2 |
| 132 | PRIZM DESCRIPTION | 22 |
| 133 | Heavy_Internet_User | 2 |
| 134 | Early_Technology_Adopter | 2 |
| 135 | High_Tech_Indicator | 3 |
| 136 | Congressional_District | 2 |
| 137 | SOURCE | 10 |
| 138 | WEALTHFINDER CODE | 1 |
| 139 | WEALTHFINDER DESCRIPTION | 24 |
| 140 | IMB BARCODE | 65 |
| 141 | PERSONA CODE | 2 |
| 142 | PERSONA CLUSTER DESC | 36 |


| 143 | SUPER PERSONA CODE | 1 |
| :--- | :--- | :--- |
|  |  |  |
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| 144 | SUPER PERSONA CLUSTER DESC | 21 |
| 145 |  | 1 |
|  |  |  |
| 146 |  |  |
| 147 | INCOME PRODUCING ASSET CD |  |


| Description |
| :--- |
| Contact's first and last name. |
| The contact's first name. |
|  |
| The contact's last name. |
| Generational Suffix of Resident |
|  |
| The gender of the contact. |
| Indicates the individual is Head Of Household <br> Indicates the sub family at address. For each location identifier one household is flagged <br> as primary. The rest of the households are flagged as sub families. <br> Complete Unparsed Address <br> City name for the location address field. There may be different spellings of the same city <br> name. <br> State abbreviation <br> Used to identify states, territories and possessions. <br> Codes range from 01-Alabama to 78-Virgin Islands (not all inclusive). Note that there is <br> not consistency in state code assignment across files. <br> Used together with state code to identify counties, parishes, independent cities, (or <br> boroughs and census areas in Alaska) within the United States. <br> A 5-digit code assigned by the Office of Management and Budget to uniquely identify the <br> 362 Metropolitan Statistical Areas and the 560 Micropolitan Statistical Areas in the United <br> States. <br> Distinguishes between Metropolitan and Micropolitan Statistical Areas. <br> CSA (Combined Statistical Area) have been identified for areas where at least 15\% of the <br> population from one community will commute to another community for employment or <br> commerce. Multiple CBSA's are combined to form CSA's. A CSA may include: two or <br> more Metropolitan Statistical Areas; two or more Micropolitan Statistical Areas; one <br> Metropolitan Statistical Area and one Micropolitan Statistical Area; Multiple Metropolitan <br> and Micropolitan Statistical Areas. When a CBSA is included in a CSA, the CBSA is <br> found in one CSA only. Some CBSA's are not part of a CSA. Each CSA has been <br> assianed a uniaue 3 diait code. <br> USPS 5-digit ZIP code for the address field. <br>  |

Records assigned to a city delivery carrier considered CDS . By default, all other records will be considered non-CDS .

A ranking of counties based on total households.

Region of the country, as defined by the Nielsen Company, in which the household is located.

Count of Adult household members with non blank given name. This will include household members without date of birth.

Number of individuals in household (Adults \& Children combined.) value $=1-8$

[^0]Indicates the type of structure associated with address.

Indicates presence of a pool at property address.
Estimate based on a complex set of business rules involving the use of regression models, public record and self-reported data, as well as Census data.
Date (CCYYMMDD) of property sale
Source of property sale price
Price the home sold at.
Estimate of current home equity.
Number of acres associated with property address
Square footage of dwelling (no implied decimal). Blank if not available.
Calculation based on Current year minus the year dwelling was built.
Type of Financing used on Mortgage.

Code to indicate the type of mortgage loan (note that some of these values are sparsely populated). Blank if not available.
Amount of mortgage loan in multiples of 1000 Blank if not available

Count of trade lines associated with this household. This in no way reflects the credit worthiness of this household.

Marital status of household member. (based on reported data when available or modeled data for head of household and spouse) Blank if not available.
$\qquad$

Denotes occupation of a female present in the household. Code will be replaced if pertinent information becomes available from any source, else previous occupation will be retained.
Indicates occupation of a male present in the household. Code will be replaced if pertinent information becomes available from any source, else previous occupation will be retained.
Census Field

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This model predicts household monthly expendable income (Estimated Household Income/12) by subtracting out the monthly mortgage payment (reported or inferred) for homeowners, or estimated rent value for non-homeowners. The result is divided into 15 segments with each segment being approximately equal size.
This DBA "model" is a simple ratio i.e. the result of dividing inferred (or reported) current mortgage loan balance by the inferred (or reported) current home value amount. The result is then converted into an alpha character.

An estimate of the relative purchasing power of the household. PPI is derived by adjusting the estimated household income score with the appropriate cost of living index for the county in which the household resides.

| Prediction of households most likely to make aggressive financial investments. Best <br> score (01) =top 5\% of households likely to invest, etc. <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  <br>  |
| :--- |
|  |
| 2010 Census Block Group Code |
|  |
| Indicates level at which census geocodes and coordinates <br> were assigned. |
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|  |
| Amonth |
| Political party most recently contributed to. |
| This is a special field created by MMDB which uses the Political Party affiliation field to |
| create Yes/No value |
| Indicates individual's political party affiliation as recorded on voter registration |
|  |
| Family/Household ID |
| IDMS Individual ID |
| A 12 digit number (leftmost being a check digit) assigned to uniquely identify (link <br> together) a primary family and its associated subfamilies (can be used for deduping after <br> selection). There is no permanence associated with this number; i.e. It could change <br> from one update cycle to the next. <br> Indicates the household owns a boat. <br> When present, indicates a boat owning household as well as the type of propulsion. |

Total number of political party contributions (0-255).
If this field is populated, it signifies this household is an aircraft owning household and denotes type of aircraft.

Year when aircraft was built. 1940 thru current year.
Type of pilot license.

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This model targets households who are the heaviest users of the internet. These households use Wi-Fi or high-speed Internet to connect and perform many different types of tasks and activities such as Banking/Investing, E-mail/chatting, Information gathering (e.g. News, Weather, Sports, etc.), and Social Networking. The raw score is recoded into a decile value.
This regression model targets those households who were early adopters and buyers of new technologies. For instance owning cellphones, gaming system, tablets/e-readers, latest television, etc. The raw score is recoded into a decile value. Interest in new, cutting edge products (early adopters of new gadgets and technology). Information gathered from product purchases, subscriptions or survey response as well as blended with modeled data.
Congressional district for the 113th Congress is based on data collected from Census 2010. Usually entire zip codes are assigned to the same congressional district, but where zip codes are split, districts can be defined by ZIP+4 code. At large states will have a value of 00 and DC will have a value of 98 .

This model can be used to identify those households with the greatest abundance of material possessions, riches, and affluence. The model is split into 20 groups and provides much more discrimination and selectivity in the uppermost ranks.
A-E: Each of the top or highest ranks represents $1 \%$ of total Consumer Database households.
F-P: Each middle rank represents approximately 5\% of Consumer Database households.
Q-T: Each of the bottom or lowest ranks represents $10 \%$ of Consumer Database households.

InfoPersona is a clustering system that categorizes households together based upon similar attributes to include life-stage, household make-up, wealth, and consumer behavior. Each of the 42 clusters are ranked based on median household income where 1 is high and 42 is low. For more information regarding the definition for each cluster see marketing materials on Infopedia.

The 42 InfoPersona Clusters are further grouped into 9 larger groupings or Super Clusters. For more information regarding the definition for each cluster see marketing materials on Infopedia.

The Income Producing Assets (IPA) model estimates the value of a household/Æs liquid assets, which includes cash, bank accounts, investment products, and other assets that are considered easy to redeem and move.

| Format/Values |
| :--- |
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| M:Male <br> F:Female <br> U:Unknown |
| YES:Yes |
| YES:YES |
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| Click here to see the details. |
| Click here to see the details. |
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| Click here to see the details. |
| Click here to see the details. |
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| C:CITY DELIVERY SERVICE (CDS) |
| :--- |
| N:NON-CITY DELIVER SERVICE |
| (NCDS) |
|  |
| A:810,000+ Households |
| B:85,000 - 809,999 Households |
| C:20,000 - 84,999 Households |
| D:Under 20,000 Households |
| A:EAST CENTRAL |
| B:METRO CHICAGO |
| C:METRO NEW YORK |
| D:MID ATLANTIC |
| E:NEW ENGLAND |
| G:PACIFIC |
| I:SOUTHEAST |
| J:SOUTHWEST |
| K:WEST CENTRAL |
| L:GREATER LOS ANGELES |
| 1:1 |
| 2:2 |
| 3:3 |
| 4:4 |
| 5:5 |
| 6:6 |
| 7:7 |
| 8:8 |
| 1:One |
| 2:Two |
| 3:Three |
| 4:Four |
| 5:Five |
| 6:Six |
| 7:Seven |
| 8:Eiaht |
| Click here to see the details. |
|  |
| Click here to see the details. |
| Click here to see the details. |
|  |
| A:APARTMENT |
| H:HOUSE |
| Click here to see the details. |
|  |
| 0:Blank |
| 1:Rents |
| 2:Owns |
| 3:Confirmed Owner |



| Click here to see the details. |
| :--- |
| Click here to see the details. |
| A:5TH GRADE TO 7TH GRADE <br> COMPLETED <br> B:8TH GRADE TO 9TH GRADE <br> COMPLETED <br> C:ATTENDED/GRADUATED HIGH <br> SCHOOL <br> D:SOME COLLEGE (UP TO 2 YEARS) <br> E:2+ YRS COLLEGE/GRADUATED <br> COLLEGE <br> F:POST-GRAD COLLEGE (UP TO 2 <br> YRS) |
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| :--- |
| B:Balloon |
| G:Glider |
| J:Fixed Wing Engine Jet |
| P:Fixed Wing Engine Prop |
| R:Rotary |
|  |
|  |
| C:Commercial Pilot <br> P:Private Pilot <br> S:Student Pilot |
|  |
|  |
| Click here to see the details. |
|  |
| Click here to see the details. |
| YES:Yes |
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|  |
| Click here to see the details. |


| 1:Upper Crust |
| :--- |
| 2:High Fidelity |
| 3:Net Worth \& Networks |
| 4:Picket Fences |
| 5:Maintaining a Balance |
| 6:Ways \& Means |
| 7:Golden Years |
| 8:Debt Builders |
| 9:Hardscrabbles |
|  |
| A:\$2,000,000+ |
| B:\$1,000,000-1,999,999 |
| C:\$750,000-999,999 |
| D:\$500,000-749,999 |
| E:\$250,000-499,999 |
| F:\$100,000-249,999 |
| G:\$75,000-99,999 |
| H:\$50,000-74,999 |
| I:\$25,000-49,999 |
| J:<\$25.000 |
|  |
|  |


[^0]:    Age of Individual
    Indicate Year and month of Birth for specific Individuals. (CCYYMM and CCYYMMDD)

    Code to describe range of predicted household income using Aggregate List Statistics FIND
    The difference (in months) between arrival date and current (system) date, converted to number of years. Note range is limited to current year minus 1959.
    Identifies if residence type is House or Apartment.

    Used to indicate single family and multifamily delivery. For a given street and house number address, families at the address are counted.
    Score indicating likelihood that the household either owns their home or is renting. Scores 1 thru 8 are primarily modeled data but some business rules are also included. Score of "0" indicates those records with a unknown location type (primarily no address or PO Boxes). Score of 9 indicates properties with reported real estate data.

