

UIPA QUARTERLY METRICS

Organizational Reporting

PERIOD	MEASURE QUANTITATIVE	MEASURE QUALITATIVE
WESITE QUERIES		
Q1 2021 FISCAL YEAR	442 web queries 439 closed, 3 open (queries submitted directly through the website)	Trending subjects: - Comment on Business Plan, - Media Requests, - Sales/ career inquiries
Q2 2021 FISCAL YEAR	47 web queries 47 closed, 0 open	Trending subjects: - Employment - Partnering opportunities - Sales/ career enquiries
Q3 2021 FISCAL YEAR	36 web queries 35 closed 1 in process	Trending subjects: - Trucking Transportation Inquiries - Public Comment - Sales Requests
MEDIA REPORTING		
Q1 2021 FISCAL YEAR	30 Media hits	Trending subjects: - Strategic Business Plan - Air quality - Dominion Energy
Q2 2021 FISCAL YEAR	12 Media hits	Trending subjects: - Satellite ports - Tech
Q3 2021 FISCAL YEAR	26 Media hits	Trending subjects: - Infrastructure bank legislation - Rural/regional participation - SITLA land questions
FINANCE		
Q1 2021 FISCAL YEAR	10% YTD	\$ 205,601.00 total expenditures
Q2 2021 FISCAL YEAR	24% YTD	\$ 583,900.00 total expenditures
Q3 2021 FISCAL YEAR	45% YTD ** Includes one-time legislative appropriation	\$ 1,797,571 total expenditures
PROGRAM MANAGEMENT		
Portfolio overview	Green	100% short term initiatives underway
BUSINESS DEVELOPMENT		
Q1 2021 FISCAL YEAR	<ul style="list-style-type: none"> • Mapping of businesses in the jurisdiction and around • Cold Chain company analysis and contacts • Trucking contacts & warehouse analysis as it relates to vacant to occupied. 	

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Q2 2021 FISCAL YEAR	<ul style="list-style-type: none"> • Rural and regional opportunities • Cold Chain logistical needs
Q3 2021 FISCAL YEAR	<ul style="list-style-type: none"> • Rural and regional opportunities • Truck parking opportunities • Warehousing opportunities

Strategic Reporting

SHORT TERM		MEDIUM TERM		LONG TERM	
Satellite Port Analyses (ongoing)		Neighborhood Impacts and Mitigation Plan		Sustainable zoning and standards through municipal outreach	
Trans-modal Study		Public-Private Partnership Development		Air quality, water quality, preservation strategies are codified in UIPA areas	
Energy storage Study	CL	Clean Vehicles Deployment		Research and Development Center with UIPA jurisdiction	
Tax Deferral Policy	CL	Business Attraction Plan		Foreign Trade Zone Opportunities	
Advisory and Communication Plans		Connectivity and mobility studies for smart port needs			
Supply Chain Issues		Training and Education Support Programming in Community			