





OPENING REMARKS



STEVEN MONTEITH

USPS, Chief Customer and Marketing Officer & Executive Vice President



POSTMASTER GENERAL REMARKS

OPERATIONS PANEL DISCUSSION

ELECTION AND POLITICAL MAIL

PRICE CHANGE

USPS CONNECT

NATIONAL POSTAL FORUM AND CLOSING

LOUIS DEJOY

STEVEN MONTEITH (MODERATOR)

DON NICHOLS, USPS
TAMMY PATRICK, DEMOCRACY FUND

SHARON OWENS

JACQUELINE KRAGE STRAKO

LEWIS JOHNSON
MICHAEL MCINTURF



Introducing the National AIM Co-Chairs



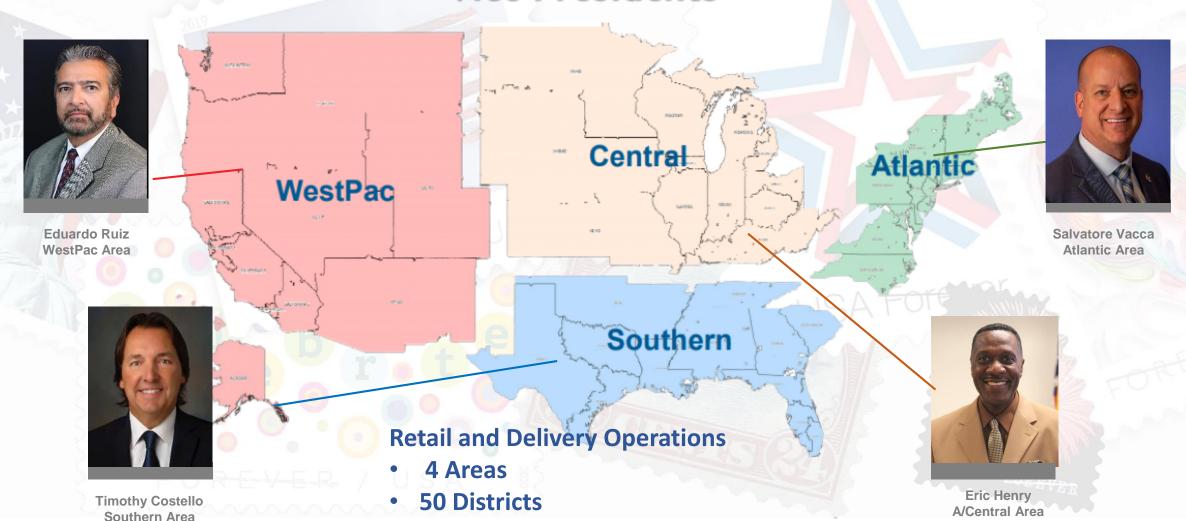
Kim Waltz
National Industry Co-Chair



Mike McInturf
National Postal Co-Chair

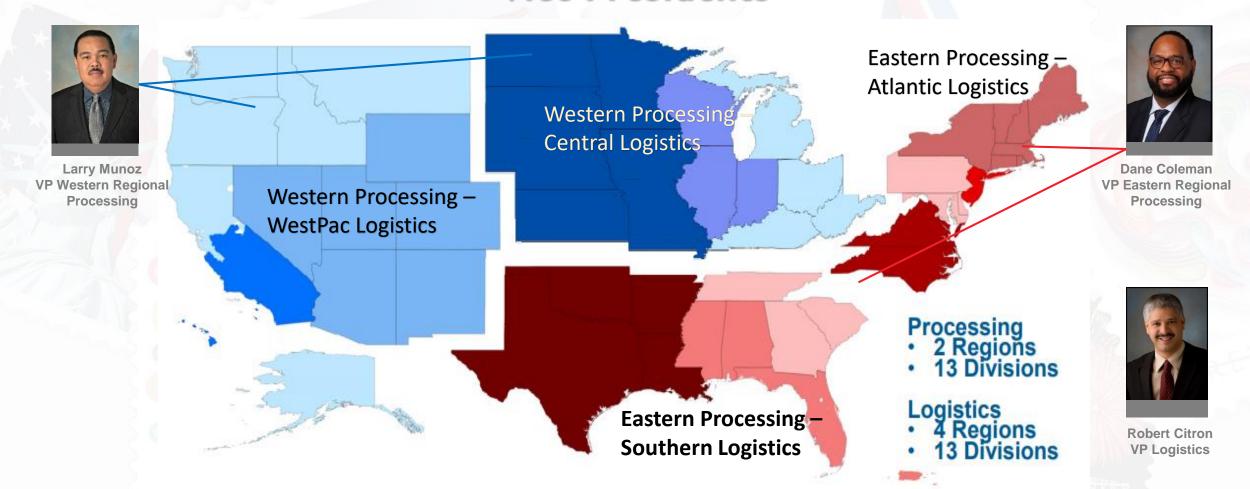








Regional Processing Operations and Logistics Vice Presidents











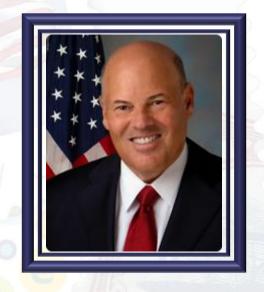
A special thanks to the following Industry Co-Chair for past contributions



KURT RUPPELFormer Industry Co-Chair
Western



POSTMASTER GENERAL REMARKS



Louis DeJoy

USPS, Postmaster General and Chief Executive Officer



Panel Discussion

Engage with our industry partners to continuously improve the consistency, reliability and predictability of our service performance



Facilitator
Steve Monteith

Chief Customer and
Marketing Officer &
Executive Vice
President



Isaac Cronkhite
Chief Logistics and
Processing Operations
Officer & Executive
Vice President



Officer & Executive
Vice President



Scott Bombaugh
Chief Technology Officer
& Executive Vice
President



Robert Cintron
Vice President,
Logistics



Vice President,
Regional Processing
Operations, Eastern

FOREVER



This is what we heard:

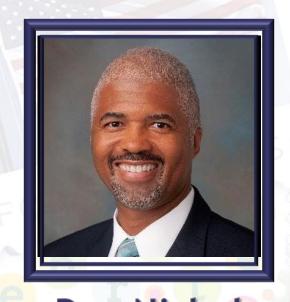
- Implementation of Delivering for America continues to move forward
- Peak Season planning is well underway
- Looking forward to our ongoing partnership



Break 10 minutes



ELECTION AND POLITICAL MAIL



Don Nichols
National Lead, Political and
Mailing Services
USPS



Tammy Patrick
Senior Advisor, Elections
Democracy Fund

Agenda

- 1. 2020 Political Mail Review
- 2. 2022 Outlook



2020 Political Mail Review

- Political Sales Performance in FY 2020
 - 33% of Mail Sales Revenue (6% in FY 2014)
 - \$2B in Sales Revenue (\$157M in FY 2014)
 - 8,770 sales (1,389 in FY 2014)



Voters want campaign advertising to be accurate and honest. The research confirms mail's strength and perception to voters as factual, believable and transparent.



Voters want information about where candidates stand on issues important to them. Mail plays an important role to help voters feel informed on what they say matters most.



With early decision-making and increased early and absentee voting, campaigns should start mail programs earlier.

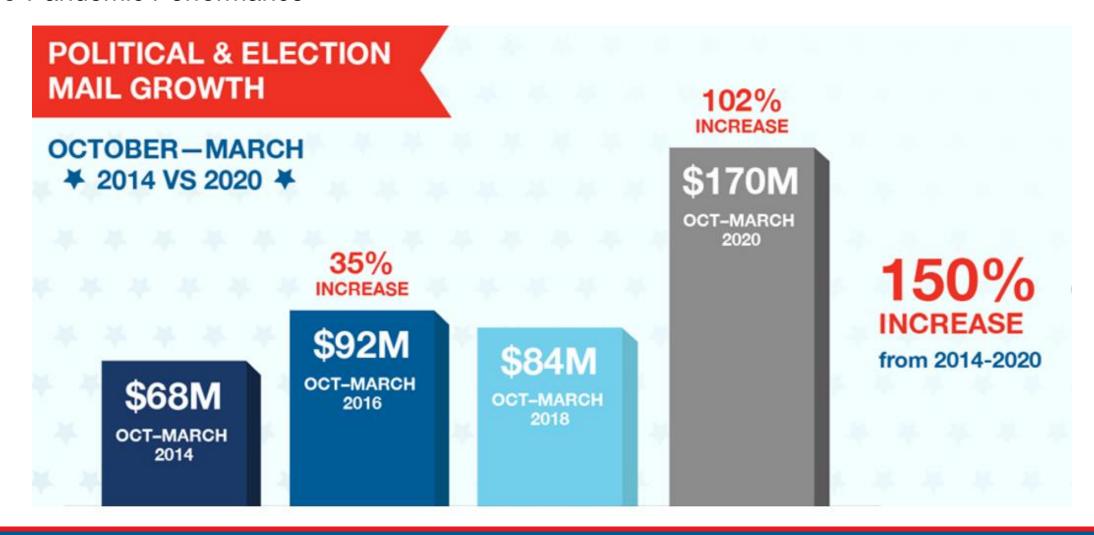


Using targeted mail as part of a broader media strategy will reinforce critical campaign messages in conjunction with TV, online and other advertising platforms.



2020 Political Mail Review

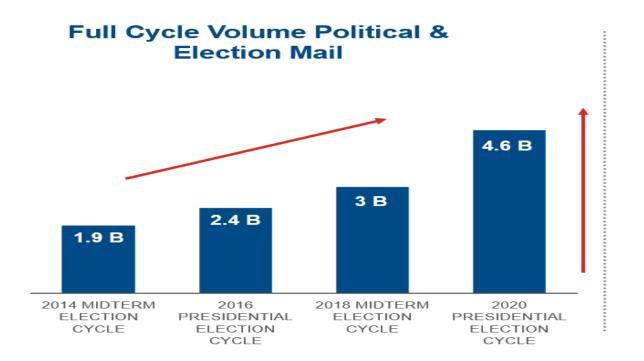
Pre-Pandemic Performance

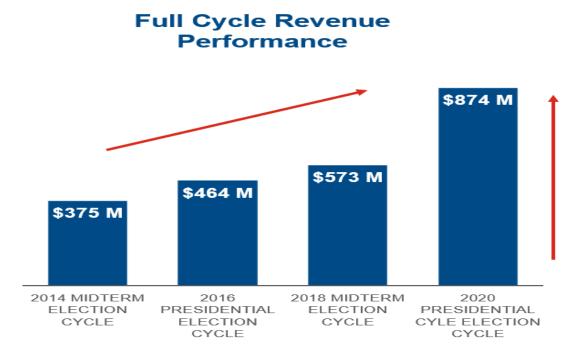




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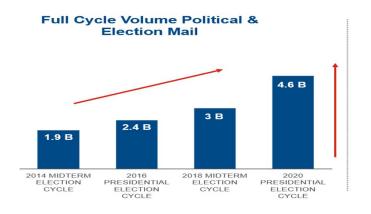






2022 Political Mail Outlook

- 2022 Outlook
 - \$9B in 2022 (2X 2018)
 - Understanding the Dynamic Political Market
 - Outreach/Marketing Efforts
 - Partnership with AAPC/Campaigns and Elections
 - Thought Leadership
 - Speaking Directly with Influencers & Decision Makers











June 28, 2021

2020 HINDSIGHT, 2021 VISION

AIM National Meeting Tammy Patrick

2020: Pandemic Safety, Voting Security, & Politics...

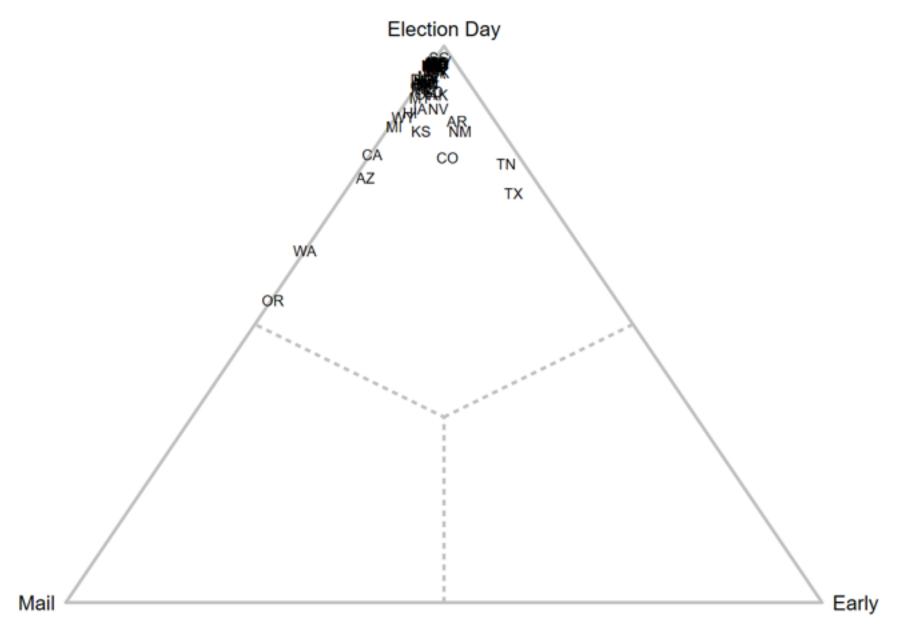
Tens of millions of American Voters have their ballots handed to them by their USPS Postal Carrier, not a pollworker.



Evolutionary Path of Vote by Mail

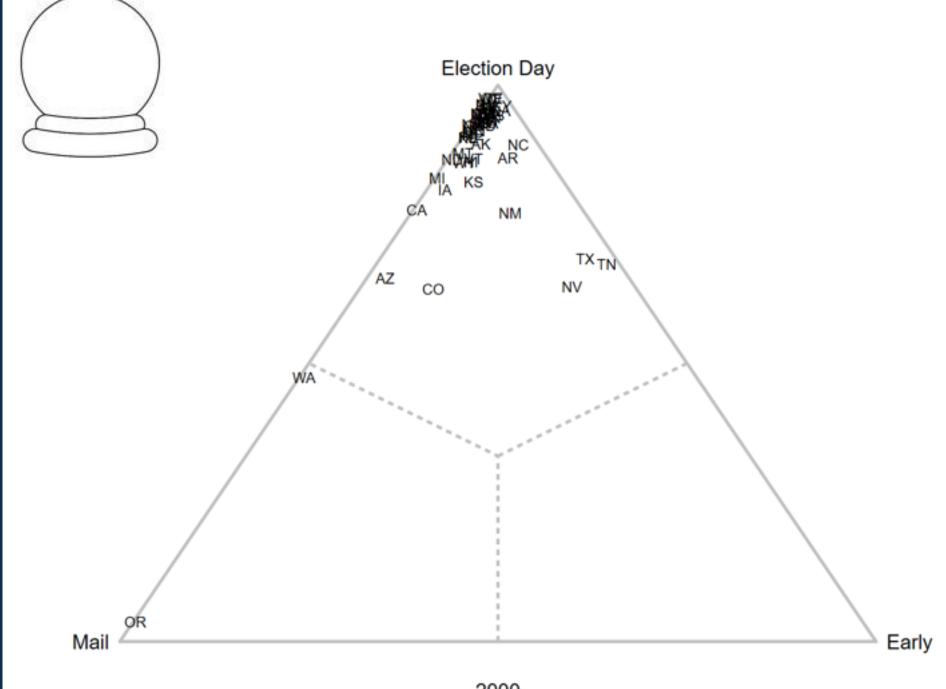






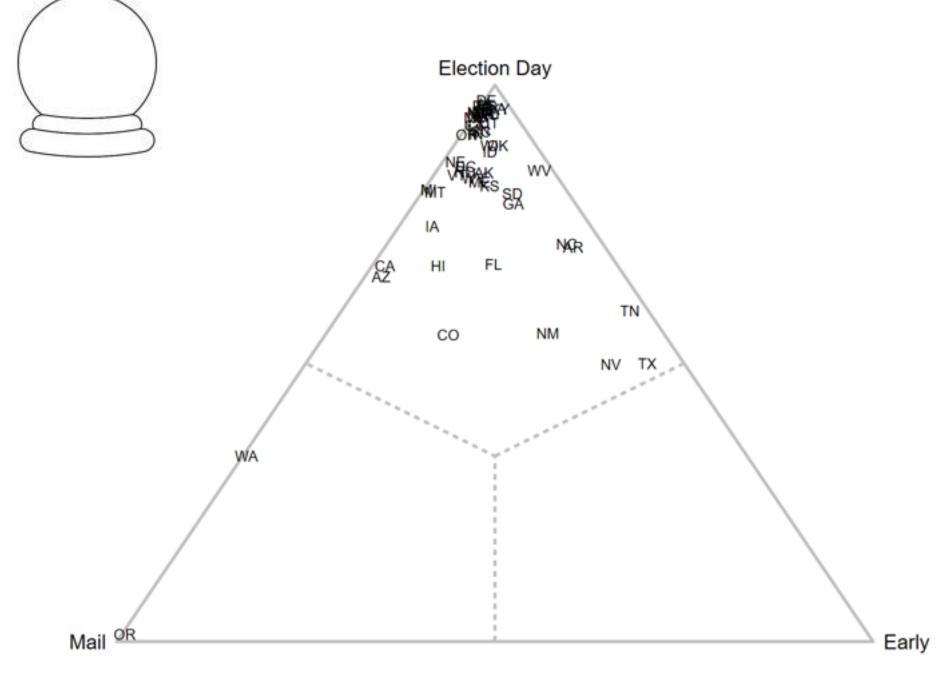






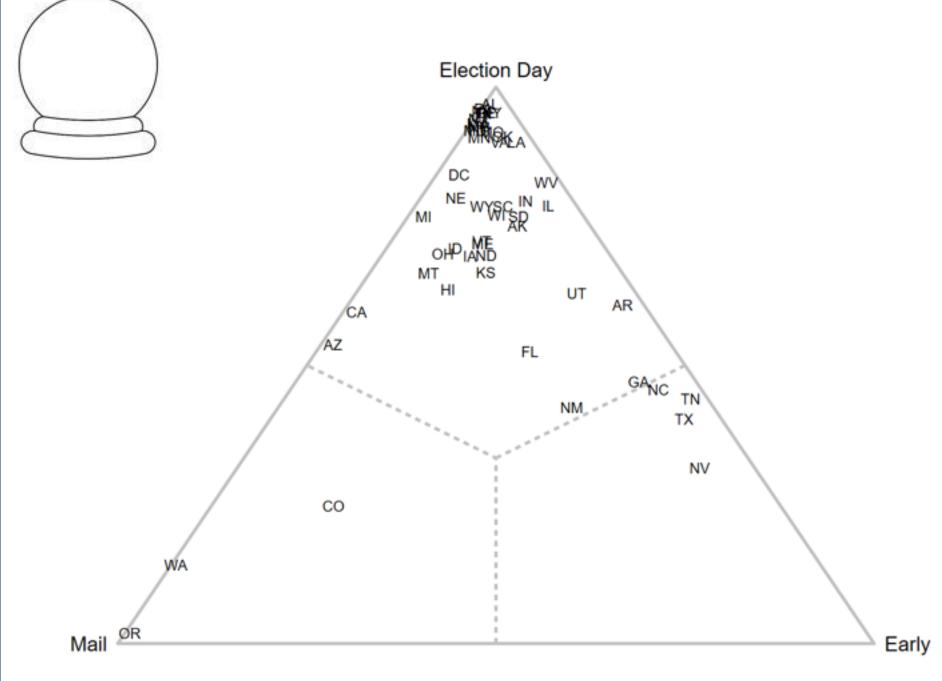






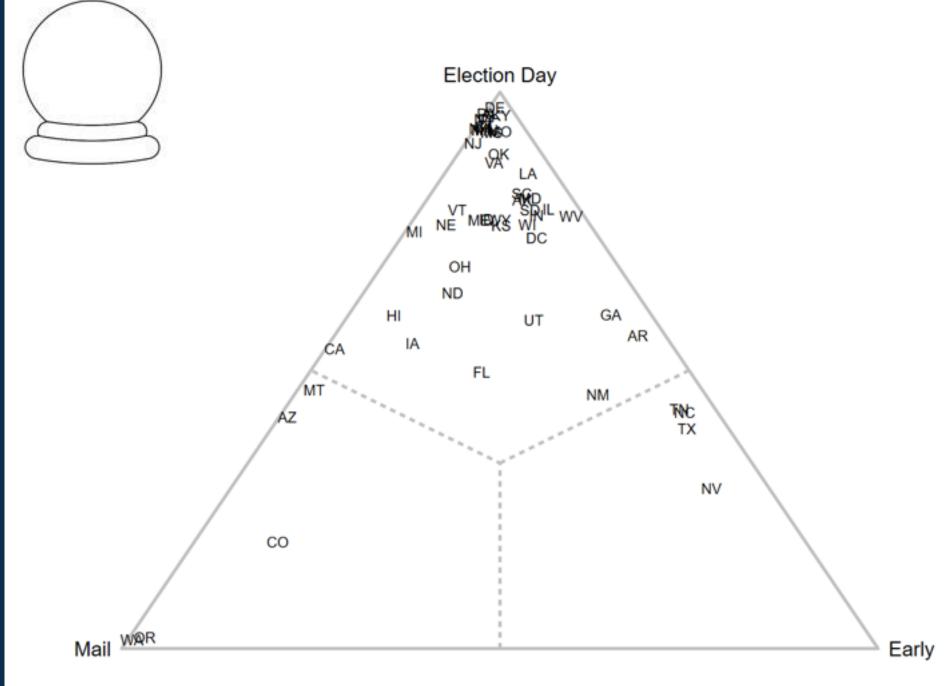






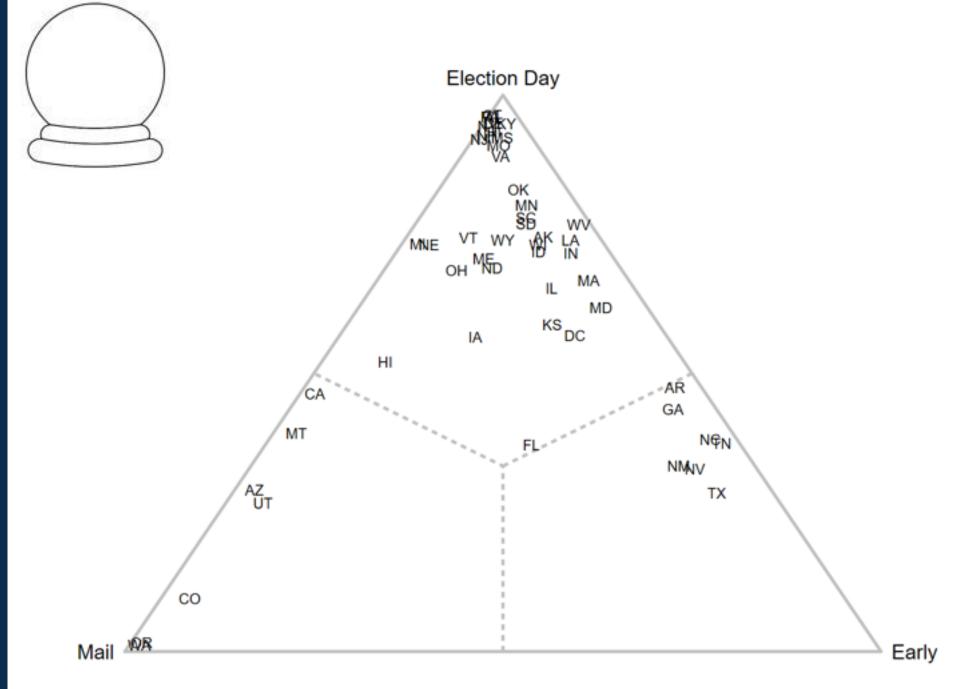






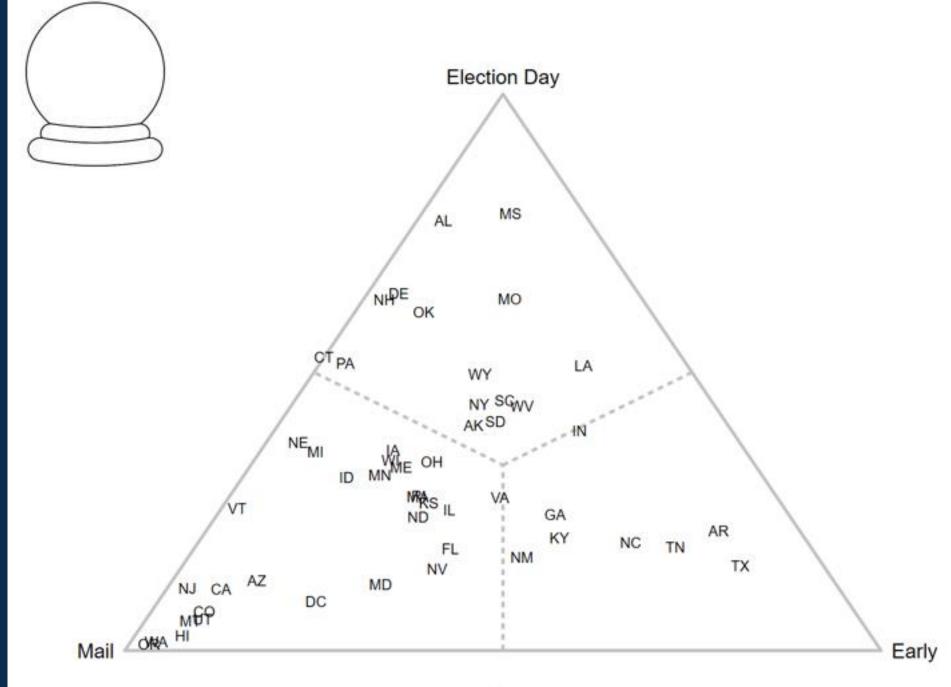








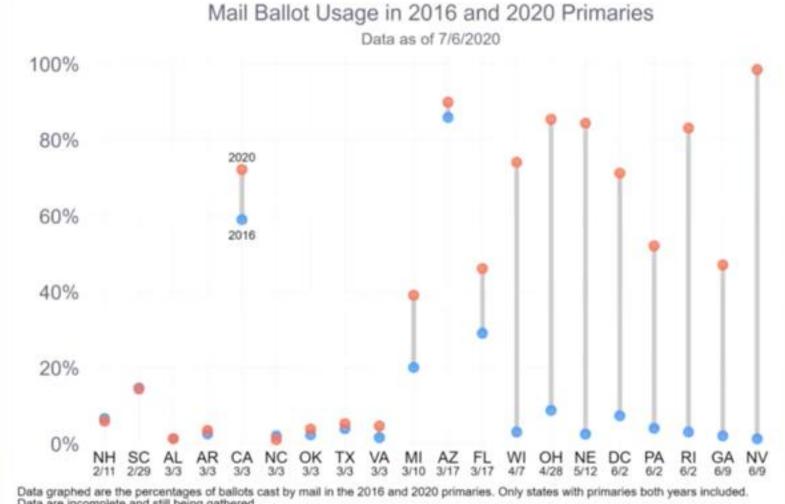








CiscoWebex





Charles H Stewart

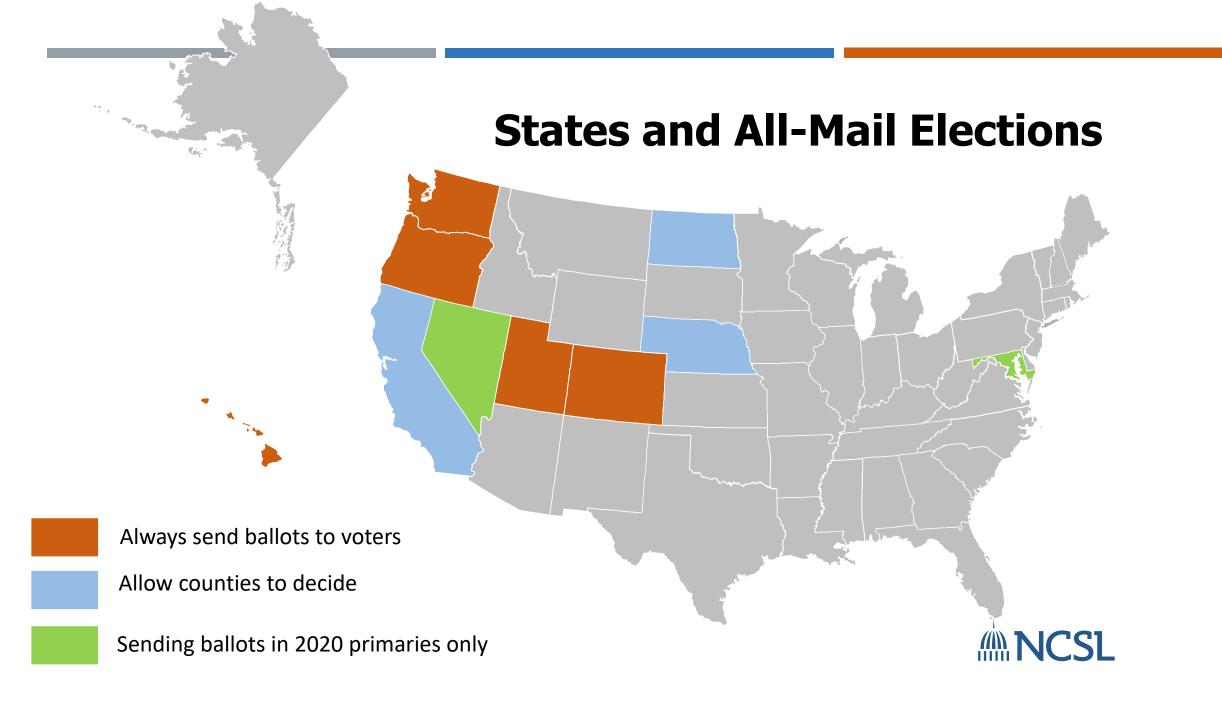
Data graphed are the percentages of ballots cast by mail in the 2016 and 2020 primaries. Only states with primaries both years included. Data are incomplete and still being gathered.

Graph source: MIT Election Data and Science Lab





States Sending Ballot Applications to All Sending Ballot Applications MNCSL



Elections*: Fast Cheap Accurate

*pick two.



900 workers in Detroit, Started Nov 2





Remaining Questions:

How will voters behave in the "After Times", will trends hold?

What will we see in 2021? 2022?

Will there be dedicated, ongoing funding of elections?

Looking at what was implemented last year, we can identify areas that can be contemplated on legislative agendas.

2020 COVID Response

HOW?

- Temporary legislative action
- Executive orders
- Administrative decrees
- Education/promotion on existing options

WHAT?

- Ballot applications
 - Application requirements
 - Application channels
 - Perm list
- Prepayment of postage
- When processing is allowed
- Authentication/Sig Verification
- Return options
 - · Postmarks etc.
 - Drop box
 - Tracking
- Curing
- Early Voting

2021 Agendas

HOW?

- Making COVID changes permanent
- Rolling back temporary measures to status quo
- Rolling back pre-existing laws in reaction to false narrative around stolen election & voter fraud
- Federal election bills

WHAT?

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The truth: the 2020 election was the most secure, the most observed, the most transparent, the most audited election –with the highest number of voters in U.S. history.

ALL IN THE MIDST OF A GLOBAL PANDEMIC!



3,100+ election bills!

NCSL Canvass Newsletter

https://www.ncsl.org/research/elections-and-campaigns/the-canvass-june-2021.aspx

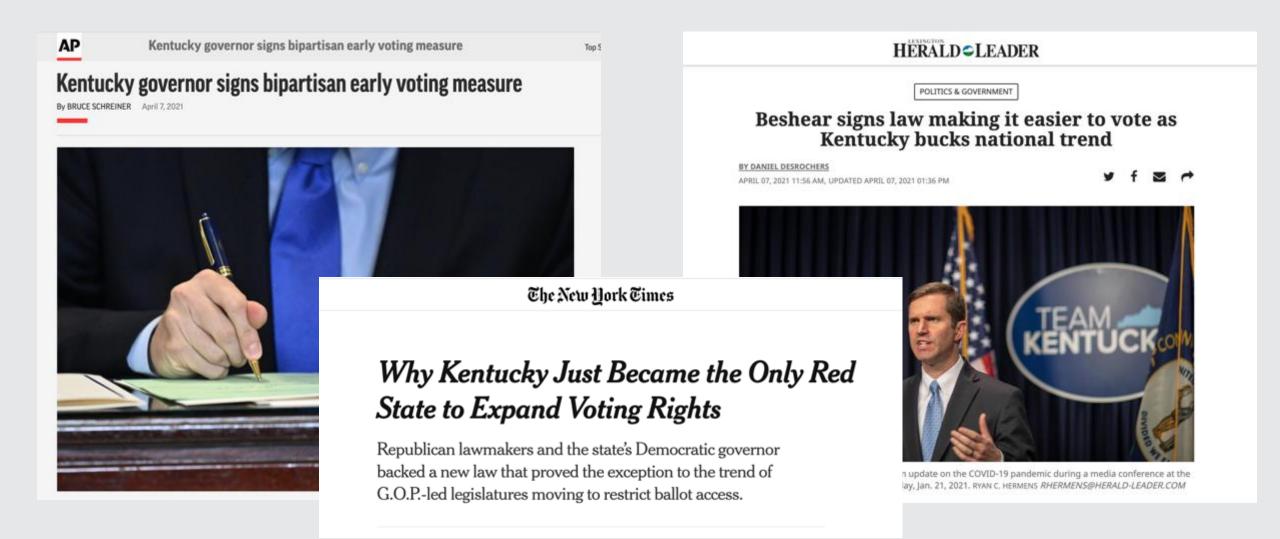
NCSL Election Enactments

https://www.ncsl.org/research/elections-and-campaigns/2021-election-enactments.aspx

NCSL Database of Bills

https://www.ncsl.org/research/elections-and-campaigns/elections-legislation-database.aspx

Election administration & VBM can be bipartisan still!



Align dates & deadlines to postal standards



Table 1. States with Ballot Request Deadlines Less Than Seven Days Before Election Day

Number of Days Before Election Day									
No Deadline	1 day	2 days	3 days	4 days	5 days	6 days			
NH	СТ	_	ОН	GA	AL	ОК			
ND	MA			LA	DE	WV			
WA ¹¹	MN			MI	IL				
	MT			NM	ME				
	SD			SC	OR				
	VT				WI				
	WY								

Source: Vote.org.

watermark noun





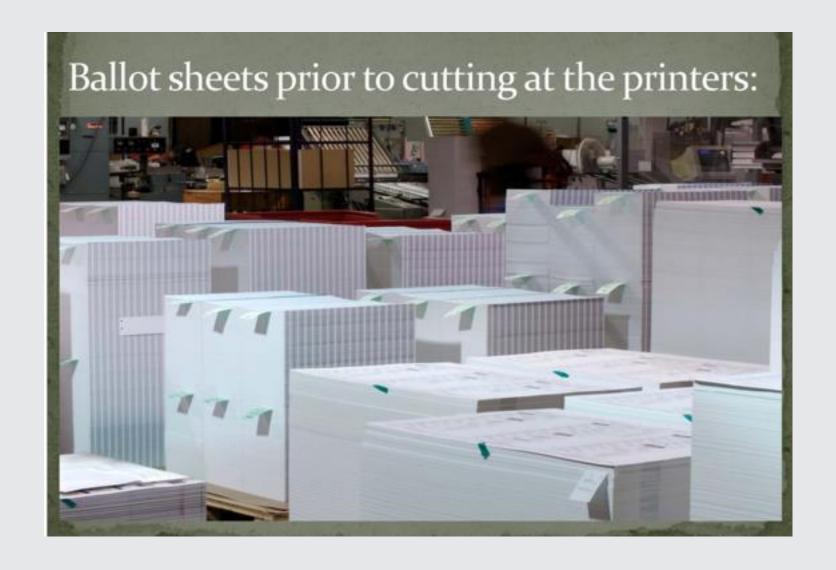
wa·ter·mark | \'wo-tər-ˌmärk →, 'wä- \

Definition of watermark (Entry 1 of 2)

- 1 : a mark indicating the height to which water has risen
- 2 : a marking in paper resulting from differences in thickness usually produced by pressure of a projecting design in the mold or on a processing roll and visible when the paper is held up to the light
 - also: the design of or the metal pattern producing the marking



- Paper & cost consequences
- Watermarks that are part of the paper itself require the production of "dandy-roll" rather than the generic paper that can be used for ANY jurisdiction by the producer



- This limits both the flexibility of the paper stock as well as issues with contingency plans/disaster recovery
- (Statutes contemplating this should take that into consideration along with UOCAVA exceptions)

In thousands of election offices across the country THIS is how those applications are processed and fulfilled.

In some cases those ballot are folded by hand...





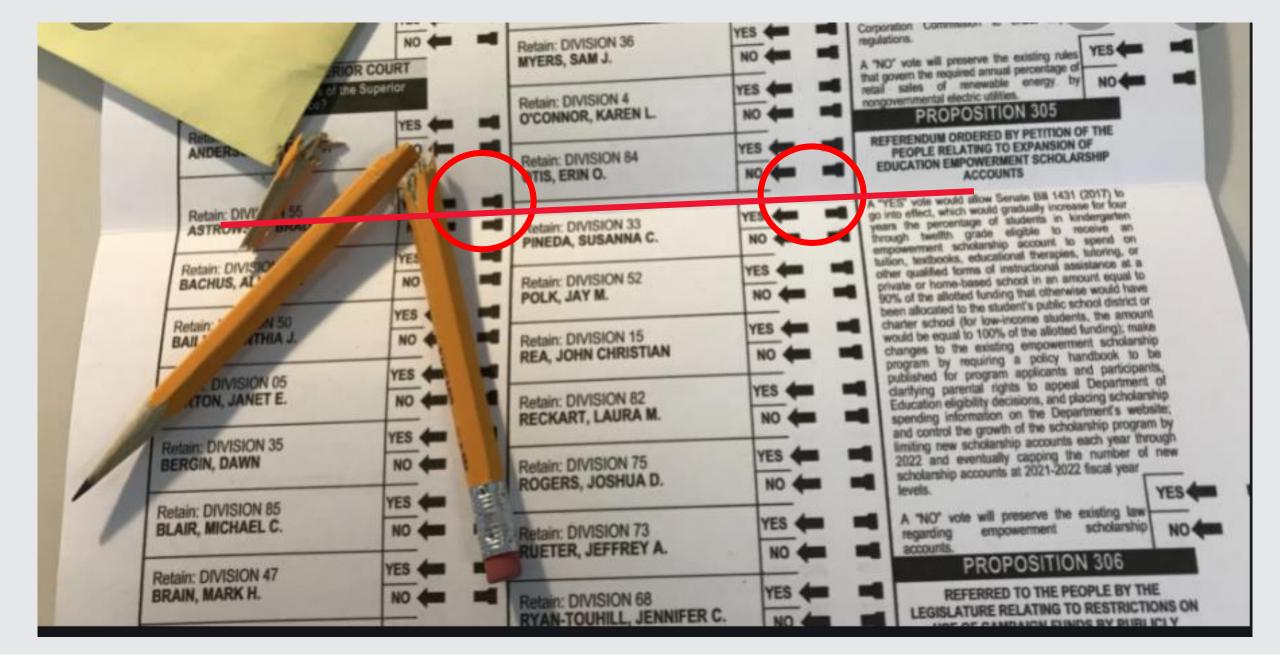
Thank you to all of the incredible temporary workers who helped us process a record number of absentee requests for the 6/2 Primary Election! You all understand the importance of having #JohnsonCounty vote safely at their homes, and we couldn't have done it without you!

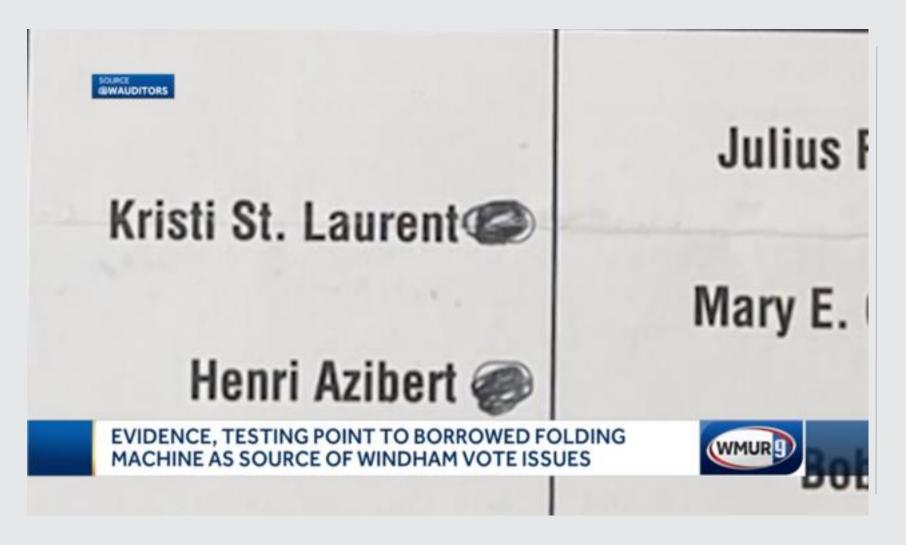






- It has been known for years that stray marks and shadows can cause issues.
- Overvotes can result in valid votes being nullified.
- Unintended votes can be cast.





- Ballot layout is a known entity!
- The increase in VBM/AB in some states that formerly have not had the volume exposed issues in ballot layouts not taking folds into consideration.

Accuracy testing scheduled for Lee County's voting machines on Monday

Michael Braun Fort Myers News-Press

Published 9:46 a.m. ET Oct. 7, 2020

View Comments









- Testing should be certain it is including:
- L&A how official ballots will be folded
- L&A what voters might do: hand folded



Counting Floor Policies

5. Paper Examiner 3 - Tactile & Light Examination

- a. Examine the physical ballot.
- Note any differences or observations about the thickness or feel of theballot and if necessary, attach thickness designator.
- c. If Election Day Poll vote, note the presence of a visible fold.
- d. If non-Election Day Poll vote, note the absence of visible fold.
- e. Confirm Fold Designator on file name is correct (Designators)
- Note any visible differences in the colors or text on the ballot.
- g. Place Ballot under UV-B and UV-A source and compare torepresentative specimens.

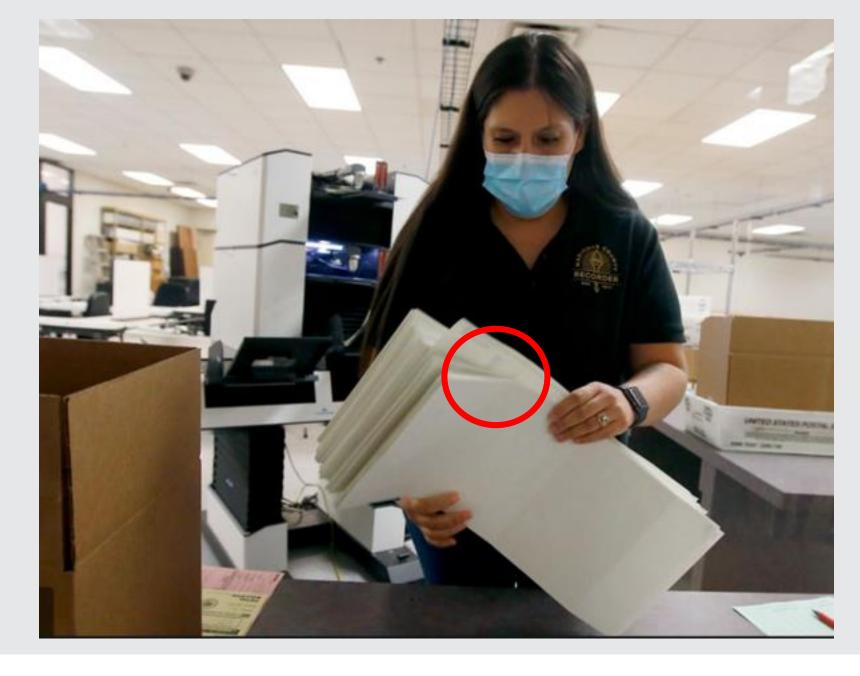
© WAKE Technology Services, Inc. 2021



Republican state senators are suing to get access to Maricopa County voting equipment and materials before the end of the month.

Matt York / The Associated Press

- There is the assumption that ALL ballots voted on Election Day, in person will be free of folds.
- FALSE!
- Some in person ballots will be folded such as provisionals—which are folded in half

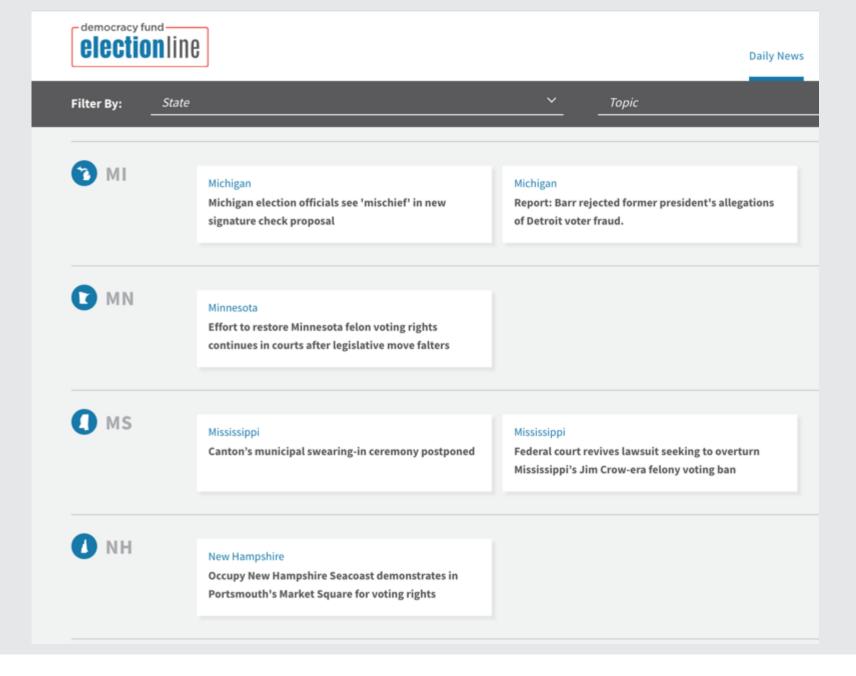


 There is the assumption that ALL VBM ballots will be HAVE folds.



- FALSE!
- Remade ballots will not.
- UOCAVA ballots will not
- Braille ballots will not
- Large Print ballots will not





election line



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Legislative Updates



Federal Legislation: The Senate failed to advance a sweeping voting rights bill Tuesday, stalling the Democratic legislation aimed at countering recent restrictive state measures pursued in Republican-led states. The Senate was unable to move the For the People Act to the floor for a debate. In a vote of 50-50, it fell short of the 60 needed to overcome a GOP filibuster. All Democratic Senators voted to begin debate, and the Republicans unanimously voted to block it. The legislation aims to counter regulations that make it difficult to vote respecially for people of color. It includes provisions Democrats say would make it easier for people to vote and register to vote. These include expanding early voting and allowing for same-day voter registration. In March, it passed the House largely along party lines, with one Democrat and all Republicans voting against it. It never had any Republican support in the Senate — where it

needed the support of at least 10 Republicans to overcome a filibuster.

Oregon Senators Ron Wyden (D) and Jeff Merkley (D) has introduced federal legislation to end hours-long lines at polling places that suppress hundreds of thousands of American votes, and to restore our Constitutional rights to vote in free and fair elections. The People Over Long Lines (POLL) Act would require state and local governments to end these forms of voter suppression. The bill requires states to file public plans detailing how they will ensure voters can cast ballots with waiting times of less than 30 minutes and require audits by the Election Assistance



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Legal Updates



Arkansas: A voting-rights lawsuit challenging the legality of a quartet of election changes passed by lawmakers this year must be dismissed because there is no evidence the new laws will harm voters, state lawyers assert in a response to the month-old litigation. Plaintiffs Arkansas United, an immigrant-advocacy group, and The League of Women Voters of Arkansas, a voter-education organization, argue the four laws targeted by the suit must be struck down as

illegal, claiming they are really intended to keep poor and minority-group residents away from the ballot box or at least restrict their access to voting. Republican Attorney General Leslie Rutledge filed her response to the suit on behalf of the state, outlining a four-point argument for Griffen to dismiss the lawsuit. Rutledge's first argument is that neither of the plaintiff groups have standing to sue because they can't show they've been harmed by the new laws because the organizations are not persons to whom the challenged laws would apply. Claims that the laws will injure voters are without evidence, the attorney general's dismissal motion states. "Their fears are

Tammy Patrick

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PRICE CHANGE



SHARON OWENS
USPS, Vice President, Pricing and Costing

August 2021 Market Dominant Prices

Sharon Owens, Vice President, Pricing and Costing

July 28, 2021



New rules add Density-Based and Retirement-Based Rate Authorities to CPI

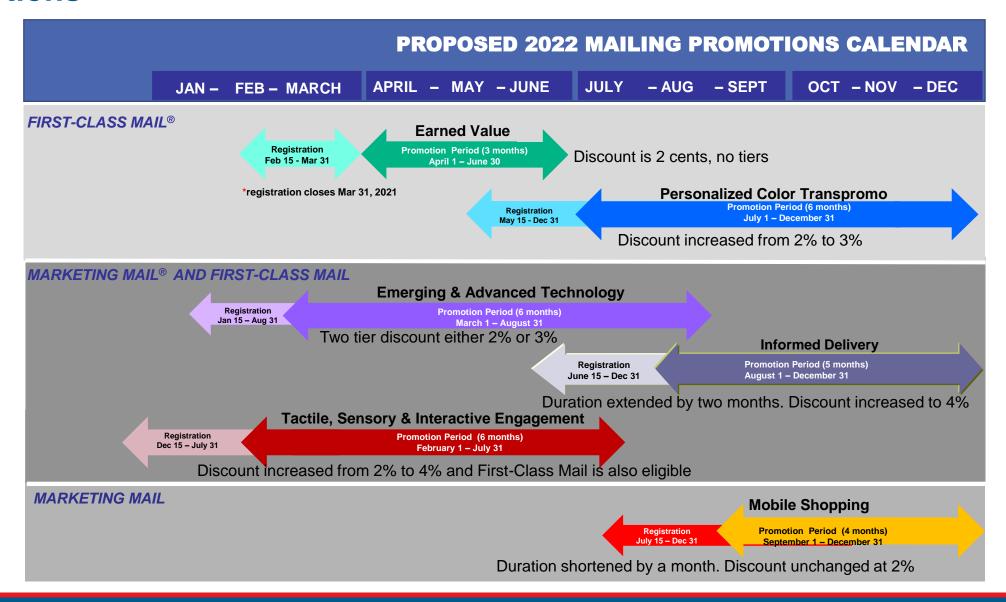
☐ Starts with change in Consumer Price Index – Urban (CPI-U) 1.24% ☐ Density Authority Accounts for declining volumes 4.5% ☐ Retirement Authority must be used for payment of liabilities and if not taken each year will not be available for future price changes 1.1% ☐ Total Authority for First-Class Mail, Marketing Mail, and Special Services 6.8% ☐ Periodicals and Package Services allowed additional 2% since currently underwater ■ Market Dominant price increases are capped at CLASS LEVEL ☐ Greater Pricing Authority but restricted Pricing Flexibility from Stringent Regulations



Promotions, Incentives, and Permit Fees



Promotions





Full-Service and Seamless Incentives and Permit Fees

- ☐ Full-Service incentives is maintained at the current levels for qualified First-Class Mail and Marketing Mail at \$0.003 and Periodicals and Package Services at \$0.001 per piece
- □ Seamless incentive is available to all eDoc submitters with a Seamless Acceptance CRID and an Enterprise Payment account who register in PostalOne! and is maintained at its current level \$0.001 per piece
- ☐ First-Class Mail Presort Permit Fee price increased from \$245.00 to \$265.00
- ☐ USPS Marketing Mail Bulk Permit Fee increased from \$245.00 to \$265.00
- ☐ Bound Printed Matter Flats Permit Fee increased from \$245.00 to \$265.00
- ☐ Permit Imprint Fee increased from \$245.00 to \$265.00



Proposed Price Change First-Class Mail



First-Class Mail Pricing Rationale

Pricing strategy considers rate relationships across pricing categories and shapes

Letters Price increase 6.3%

- 58¢ stamp price
- Increase meter mail price by 2 cents to 53¢
- Additional ounce price not changed
- New prices created for Nonauto Machinable and Nonmachinable letters
- Workshared letters price increase 7.2% from 40¢ to 43¢ average revenue per piece

Cards Price increase 13.2%

- Cards prices increased to reflect market value and future Marketing initiatives
 - Single-Piece cards price increase 11.1% from 36¢ to 40¢
 - Presort cards price increase 14.1% increasing average revenue from 27¢ to 31¢

Flats Price increase 10.3%

- Single-Piece Flats price increase 16 cents per piece from \$1.00 to \$1.16 to improve cost coverage.
- Workshared Flats price increased 10.9% from \$0.97 to \$1.08 average revenue per piece



Proposed Nonautomation letters Rates

			Percent
	Price	Price	Change
	Current	Proposed	In Rates
Automation Mixed AADC	\$0.450	\$0.485	7.8%
Automation AADC	\$0.428	\$0.461	7.7%
Nonauto Presort Letters	\$0.460		
Nonauto Mach Mixed AADC	\$0.460	\$0.494	7.4%
Nonauto Mach AADC	\$0.460 - \$0.20	\$0.461 \$0.30	0.2%
Nonauto Nonmach Mixed ADC	\$0.660	\$0.794	20.3%
Nonauto Nonmach 3-Digit	\$0.660	\$0.684	3.6%
Nonauto Nonmach 5-Digit	\$0.660	\$0.586	-11.2%

Nonmachinable surcharge is removed for nonmachinable letters



First-Class Mail – 2021 Proposed Price Change

	Current Price	New Price	\$ Difference	% Difference
1 oz. SP Letters	\$0.55	\$0.58	\$0.03	5.5%
1 oz. SP Metered	\$0.51	\$0.53	\$0.02	3.9%
SP Cards \$0.	060 - \$0.36 \$0.	045 - \$0.40	\$0.04	11.1%
1 oz. Auto Mixed AADC Letters	\$0.450	\$0.485	\$0.035	7.8%
1 oz. Auto AADC Letters	\$0.428 \$0	.035 \$0.461	\$0.033	7.7%
1 oz. Auto 5-Digit Letters	\$0.398	\$0.426	\$0.028	7.0%
1 oz. SP Flats	\$1.00	\$1.16	\$0.16	16.0%
SP Additional Ounce (Letters only)	\$0.20	\$0.20	\$0.00	0.0%
Shared Mail Letters	\$0.51	\$0.58	\$0.07	13.7%



Proposed Price Change Marketing Mail



Marketing Mail Pricing Rationale

Pricing strategy considers rate relationships across pricing categories and shapes

Letter-shaped Price increase 6.5%

- Lower price elasticity
- Above average increase for High Density Letters 9.6% to reduce incentive for industry to aggregate letters to qualify for lower price
- Below average increase for High Density Plus and Saturation Letters to align with flats prices
- Nonprofit 6.0% change lower than Commercial 6.5% increase

Flat-shaped Price increase 6.4%

- Higher price elasticity
- Flats, whether sorted to carrier route or not, 8.9% improves cost coverage of underwater products
- High Density 12.3% reduces incentive for industry to aggregate flats to qualify for lower price
- Below average increase for High Density Plus and Saturation Flats
- Nonprofit 12.1% change higher than Commercial 6.8%

Parcels Price increase 9.4%

 Higher-than-average price increase to reflect market value of parcels and improve cost coverage of the underwater product



Structural Change: Proposed New Discount – Encourage High Density Flats on Direct Pallets

- Direct Pallets Pallets that can be cross docked directly to the destination Delivery Unit without having to do bundle sorting at the Plant freeing up the capacity for more parcelshaped pieces.
- Currently there is an incentive for Carrier Route flat-shaped pieces to be on Direct Pallets.
 Incentive worked in moving Carrier Route flat-shaped piece to Direct Pallets (Increased from ~1% in FY2015 to ~14% in FY2020)
- Proposed discount applies to High Density flat-shaped pieces to be placed on Direct Pallets.



Marketing Mail

Product	Current Price	Proposed Price	Percent Change
Available CAP			6.8%
Letters	\$0.214*	\$0.228*	6.6%
High Density & Saturation Letters	\$0.171*	\$0.181*	6.0%
High Density Letters	\$0.188*	\$0.206*	9.6%
High Density Plus & Saturation Letters	\$0.164*	\$0.169*	3.3%
Flats	\$0.436*	\$0.475*	8.8%
Carrier Route	\$0.269*	\$0.293*	8.9%
High Density & Saturation Flats & Parcels	\$0.178*	\$0.187*	5.5%
High Density Flats	\$0.206*	\$0.232*	12.1%
High Density Plus, Saturation & EDDM Flats	\$0.170*	\$0.176*	3.4%
EDDM-Retail	\$0.192	\$0.202	5.2%
DAL	5.5¢	6.5¢	18.2%
DML	6.0¢	7.0¢	16.7%
Parcels	\$1.605*	\$1.755*	9.4%
Nonprofit Ratio			60.15%

^{*} Average revenue per piece



Marketing Mail Automation Commercial Letters Prices Letters Product get below average price increase

Marketing Mail Auto Letters	Current Price	New Price	\$ Difference	% Difference
5-Digit Origin	\$0.259	\$0.277	\$0.018	6.95%
5-Digit DNDC	\$0.239	\$0.256	\$0.017	7.11%
5-Digit DSCF	\$0.235 \$0.	\$0.250	\$0.015	6.38%
HD DSCF	\$0.196	\$0.214	\$0.018	9.18%
Saturation Origin	\$0.191	\$0.197	\$0.006	3.14%
Saturation DNDC	\$0.172 \$0.	\$0.176	\$0.004	2.33%
Saturation DSCF \$0.0	\$0.168	\$0.172	\$0.004	2.38%



Marketing Mail Piece-Rate Commercial Flats Prices

Marketing Mail Auto Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit Origin	\$0.450	\$0.482 \\ \begin{array}{c} \\$0.482 \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\	\$0.032	7.11%
5-Digit DSCF	\$0.372	\$0.403	\$0.031	8.33%
C-R Basic DSCF	\$0.274	\$0.297	\$0.023	8.39%
Pure C-R DSCF	\$0.253 \cdot \\$0.02	¹ \$0.276 ^{\$0}	⁰²¹ \$0.023	9.09%
HD DSCF (125 pieces)	\$0.213	\$0.243	\$0.030	14.08%
HD DSCF on Direct Pallet	\$0.213	\$0.233	\$0.020	9.39%
HD+ DSCF (300 pieces)	\$0.187	\$0.195	\$0.008	4.28%
Saturation DSCF (90%)	\$0.179	\$0.188	\$0.009	5.03%
Saturation DDU (90%)	\$0.163	\$0.167	\$0.004	2.45%



Proposed Price Change Periodicals



Periodicals Pricing Rationale

2% additional cap for non-compensatory class. Pricing strategy designed to increase average

Piece/Pound Price increase 10.1%

- Piece Prices (13.3%)
 Most cap is used to increase piece prices to maximize revenue and to meet PRC requirements
- Pound Prices (-0.8%) All zones now have the same price. Increase in Advertising Pound price for Zones 1-4 and decrease for Zones 5-9

Pallets Price Increase 2.1% Tray & Sack Price increase 4.7%

- Continue increasing container prices to maintain cost coverage
- Tray prices are lower at DSCF and DDU entry as compared to Sacks

Bundle Price increase 2.4%

 Bundle prices continue to increase in order improve cost coverages



Periodicals Mail

PRC provides extra 2% for non-compensatory class

Product	Current Price	Proposed Price	Percent Changes
Available CAP			8.8%
Outside County	\$0.27*	\$0.30*	8.8%
Inside County	\$0.11*	\$0.12*	8.3%

^{*} Average revenue per piece



Proposed Price Change Package Service



Package Services Pricing Rationale

2% additional cap for non-compensatory class. Higher price increase for Media/Library Mail

BPM Parcels Price increase 6.7%

- Transfer to Competitive products pending
- BPM Parcel price increased to cover costs as PRC is not likely to issue its decision before filing this case

BPM Flats Price increase 7.5%

- Below-average price increase is expected to provide additional revenue while maintaining healthy cost coverage
- All zones now have the same price

Media/Library Mail Price increase 10.9%

- Above-average increase to improve cost coverage
- Alaska Bypass price increase 7.0%



Package Services Mail – FY2020 Revenue \$0.8B

PRC provides extra 2% for non-compensatory class

Product	Current Price	Proposed Price	Percent Change
Available CAP			8.8%
Alaska Bypass Service	\$26.30*	\$28.13*	7.0%
BPM Flats	\$0.76*	\$0.82*	7.5%
BPM Parcels	\$1.11*	\$1.19*	6.7%
Total Media / Library Mail	\$3.70*	\$4.11*	10.9%

^{*} Average revenue per piece



Proposed Price Change Special Services



Special Services Pricing Rationale

Pricing strategy considers pricing higher volume services with consideration of competitive alternatives

Certified Mail / Return Receipt / Money Order

- Certified Mail prices increase 4.2%
- Return Receipt price increase 6.6%
- Money Order price increase 11.5% to improve cost coverage

Address Management Services

 Apply larger-thanaverage increases to better capture the value these services offer to mailers

PO Box & Other Services

- PO Box 9.3% price increase to reflect value to PO Box holders
- Any remaining cap would be spread across the other Special Services



Resources



Resources

Online

Postal Explorer® - pe.usps.com

- Current and new prices, in Excel and CSV formats, and draft Notice 123 (Pricelist)
- Federal Register notices detailing the price and classification changes
- Domestic Mail Manual & International Mail Manual

DMM® Advisory — on Postal Explorer, also special e-mail updates









Our mission

As we implement our Delivering for America plan, USPS continues our mission of binding businesses, communities, and customers across the country with USPS Connect[™].



What is USPSCONNECT[™]?

It's a suite of scalable and customizable solutions that allow your business to become more customer obsessed and foster growth.











Texas Local and Regional Solution



Texas BBQ & Grill would like to ship their specialty spices, aprons, and tshirts to local customers who frequent their food truck in order to grow business



Local

DDU: Beechnut, TX

- Four ZIP Codes
- 13,859 Small/Medium Businesses
- Population of 179,958



Texas BBQ & Grill opened a retail shop downtown and business is booming.



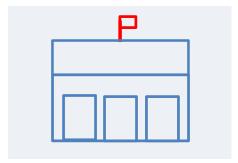
Destinating Plant

P&DC: North Houston, TX P&DC

- 481 5-Digit ZIP Codes
- 254 Destinating Delivery Units
- Population of 8,172,680
- 77.28% Within 1 Day



Texas BBQ & Grill has franchised and needs to expand its shipping reach even further



Destinating NDC

NDC: Dallas NDC

- 3,076 5-Digit ZIP Codes
- 10 Destinating Priority Plants
- 10 Service Hubs
- Population of 31,529,436
- 24.84% Within 1 Day





Fast, Local Delivery Designed for Main Street

Neighborhood businesses are the lifeline of Main Streets everywhere.

In 2020, neighborhood businesses were forced to change their business model and reinvent the customer experience in order to survive.

As the world shifts into recovery with consumers shopping online more than ever, businesses need to find new, cost-effective ways to compete on shipping speed, price and convenience to meet customer demand for local delivery.

USPS is ready to help neighborhood businesses meet today's challenges head-on. USPS Connect Local is their solution for same day or next-day delivery.



USPS* CONNECT Local

70%

of consumers are supporting local businesses by shopping online only, or a mix of online and in-store.¹

- "Buying Local Statistics for 2021: Survey Finds 70% of Americans Shop Small," Intuit Mint Life, January 11, 2021.
- Same-day or next-day delivery is expected but not guaranteed. Next-day delivery may be impacted by holidays and availability of Sunday delivery. Additional restrictions apply.

Fast, local delivery

- Expected same-day and next-day shipping²
- Convenience
- Competitive pricing





USPS Connect[™] Local will offer same-day or next-day delivery to your local customers. The pilot program is available through a confirmed agreement to the program terms.







How it works

Agreement

Review requirements and complete the agreement.

Process

Prepare new orders for local delivery at participating Postal facilities serving those customers' ZIP Code™ areas.

Print/Pay

Use the Click-N-Ship® application to easily print, prepay postage, and receive tracking numbers — all in one place.

Enter packages

Bring your prepaid, labeled packages to a designated local postal facility—first thing in the morning for sameday delivery, and 30 minutes before the back dock closes for next-day delivery.

Confirm

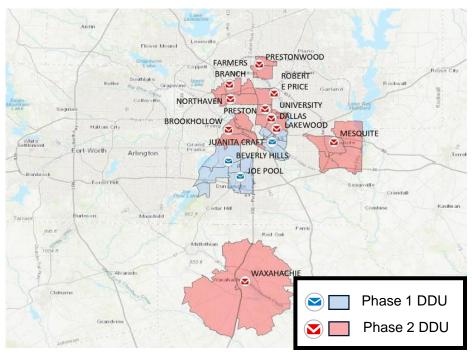
Receive confirmation of final delivery.





Phase 1 Local Solution: Dallas and Houston

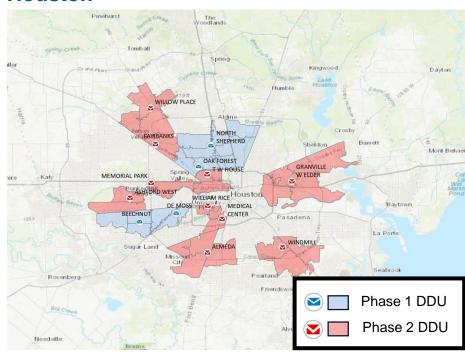
Dallas



- Number of DDUs 13
- 5 Digits Served 47
- Downstream Deliveries 371,281
- Population Served 863,820
- Avg. Population Growth factor 16.81%
- Avg. Median Household Income \$83,588
- Number of Businesses 120,966



Houston



- Number of DDUs 14
- 5 Digits Served 60
- Downstream Deliveries 649,164
- Population Served 1,563,927
- Avg. Population Growth factor 14.52%
- Avg. Median Household Income \$62,678
- Number of Businesses 170,531

We're ready to serve you

At USPS, we're continuously innovating to keep pace with customer expectations as they grow and change. So expect even more exciting changes ahead as we implement our Delivering for America plan.





Thank you



AREAS INSPIRING MAIL





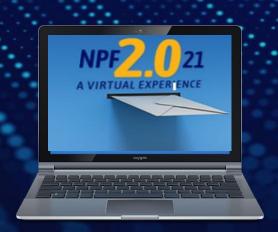
2021 NPF 2.0 MAKING CONNECTIONS

RECONNECTING. REINVENTING. REIMAGINING.

SEPTEMBER 20-22, 2021

A VIRTUAL EXPERIENCE

https://npf.org/





Fall National Postal Forum

September 20 - 22, 2021 (Cost is \$149.00)



- NPF Three Days, National PCC Day on Day 3 (September 22, 2021)
- Two General Sessions (headlined by Postmaster General and Chief Customer & Marketing Officer)
- Three Officer-Led Sessions
- Approximately 21 Workshops
- Customer Meetings with Area Vice Presidents
- Registration Opens Mid-August



Please Don't Forget to Register!







Is this your first **AIN** meeting?

If you would like information for future AINA meetings in your Area please send an email with your contact information to:

Atlantic AlM- Jamie Milikowski AlMNortheastArea@usps.gov

Central AlM - Patti Tyc AlM@usps.gov Southern AlM- Cathleen Lujan SAaim@usps.gov

WestPac AlM- Steve Kern Steve.f.kern@usps.gov

All Areas - If you would like information for all four areas please send your contact information to AIM@usps.gov

Visit us online at PostalPro.usps.com - https://postalpro.usps.com/industry-focus-groups



Upcoming AIM Meetings

- Southern AIM: August 10, 2021 @ 9:30 a.m.
- Central AIM: October 13, 2021 @ 10:00 a.m.
- WestPac AIM: Fall 2021
- Atlantic AIM: November 2021

National - See you at National Postal Forum in Phoenix (2022)