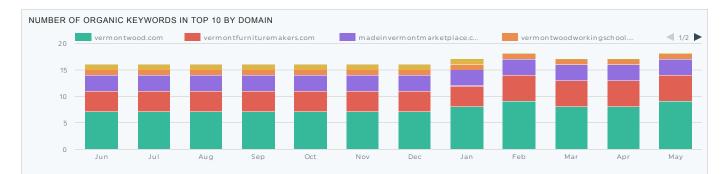


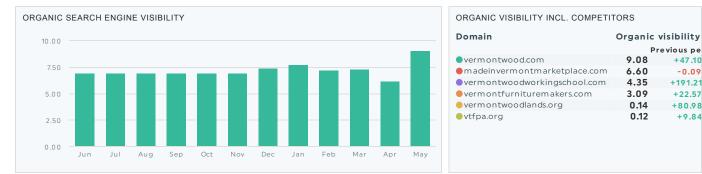
### REPORT FOR MAY 1, 2021 - MAY 31, 2021 VERMONT WOOD - SEO & DIGITAL MARKETING REPORT

# Search Engine Visibility & Competitors

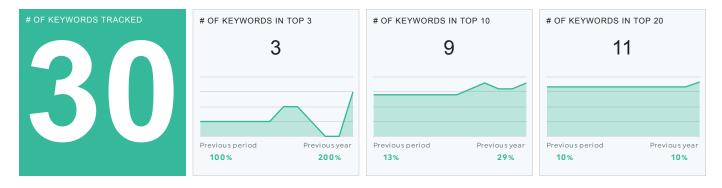
ETERNITY

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# Google Keyword Ranking Distribution



# Google Keyword Rankings

Keyword	Organic position 🔨 F	osition change
vermont wooden cabinets	2	^1
vermont wooden artisans	2	^2
vermont wooden gifts	3	∧3
vermont wooden toys	4	=
vermont timber products	5	=
woodworkers vermont	5	∨1
vermont wood products	5	=
vermont lumber	5	=
vermont handmade furniture	9	=
vermont custom cabinetry	12	∨1
vermont made furniture	12	<u>^1</u>
vermont building supplies	26	=
handcrafted vermont products	27	~7
vermont butcher blocks	38	^20
vermont made products	55	∧13
made in vermont	72	∧10
butcher blocks	100+	N/A
custom cabinetry	100+	N/A
handcrafted products	100+	N/A
vermont wooden countertops	100+	N/A
wood products	100+	N/A
wooden countertops	100+	N/A
wooden toys	100+	N/A

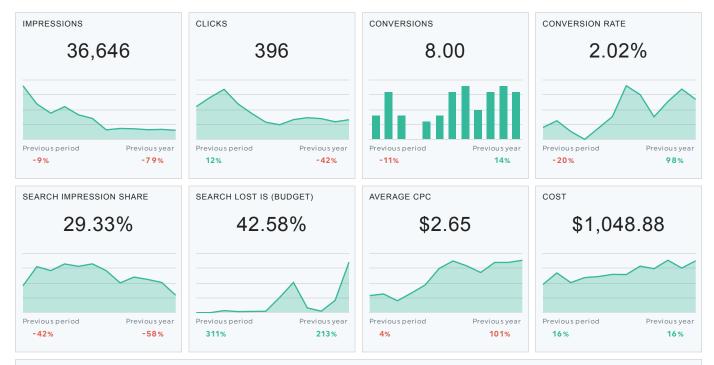
### NOTES

The "Organic Position" means the item ranking on the Google search result page. There are approximatley 10 items per page of results.

**Example:** An organic position of 3 means that keyword is ranking on PAGE 1 and ITEM number 3 on PAGE 1.

# Google Ads (DEMO DATA: Will Be Replaced With Your Google Ads)

Campaign	Convers	Conversions 🗸 Cost / Conversions		versions	Cost		
Search - Testing Max Conversions	2.00	+2.00	\$95.22	+\$95.22	\$190.44	+\$190.44	
Search - Brand	2.00	-1.00	\$23.80	+\$3.64	\$47.59	-\$12.89	
Display - Retarget	2.00	=	\$152.11	+\$1.28	\$304.22	+\$2.55	
Display - Placements	2.00	=	\$76.29	+\$0.35	\$152.58	+\$0.69	
Display - Custom Intent	0.00	=	N/A	N/A	\$100.13	+\$100.13	
Search/Remarketing - Brand	0.00	=	N/A	N/A	\$0.00	-\$4.93	
Search	0.00	-2.00	N/A	-\$133.85	\$189.48	-\$78.23	
Search - Competitors	0.00	=	N/A	N/A	\$41.88	-\$50.81	
YouTube - Bumper	0.00	=	N/A	N/A	\$22.56	+\$0.18	



TOP KEYWORDS WITH QUALITY SCORE

Keyword	CI	icks ∨	Impres	sions	Click-Through I	Rate (CTR)	Quality	Score
[eternity marketing]	6	+6	14	+8	42.86%	+42.86%	10	=
[eternity web]	6	-7	36	-3	16.67%	-16.67%	10	=
+web +design +vt	6	+4	82	-10	7.32%	+5.14%	7	=
"eternity vermont"	5	=	14	-2	35.71%	+4.46%	9	=
[digital marketing]	5	+3	64	-27	7.81%	+5.61%	7	=
[eternity]	4	=	31	-20	12.90%	+5.06%	7	=
[web design companies]	4	+4	14	+10	28.57%	+28.57%	5	=
[web development firm]	4	+2	9	-3	44.44%	+27.78%	N/A	N/A
[vermont website design]	3	+1	27	-8	11.11%	+5.40%	7	=
+eternity +web	2	-3	25	+4	8.00%	<b>-15.81</b> %	10	=

## Google Ads Display (DEMO DATA: Will Be Replaced With Your Google Ads)

CONVERSIONS BY CAMPAIGN										
Display Ad with image	Conve	rsions v	Cost / Con	versions	Cos	t	Impres	sions	Clic	ĸs
We' ve Got You Covered   Websites & Relationships   Get Better Results Online	2.00	=	\$93.63	-\$17.38	\$187.27	-\$34.77	8,921	-3,742	106	-5
We've Got You Covered   Websites & Relationships   Get Better Results Online	2.00	+2.00	\$41.37	+\$41.37	\$82.73	+\$17.92	5,249	-834	54	+2
Ad name: Image - Build Relationship 002-300x1050.jpg; 300 x 1050	0.00	=	N/A	N/A	\$0.27	+\$0.27	11	+11	1	+1
Ad name: Image - Build Relationship 002-160x600px.jpg; 160 x 600	0.00	=	N/A	N/A	\$0.00	=	26	+26	0	=
() ETERNITY Building websites & relationships Web Design - Digital Marketing	0.00	=	N/A	N/A	\$0.00	=	56	+56	0	=
Ad name: Image - Build Relationship 002-300x600px.jpg; 300 x 600	0.00	=	N/A	N/A	\$55.88	+\$55.88	492	+492	23	+23

# **Google Analytics**



CONVERSIONS	CONVERSION RATE	CONTACT FORMS COMPLETIONS	CONTACT FORMS
0	0.00%	0	There is no data for this period
Previous period Previous year 0% 0%	Previous period Previous year 0% 0%	Previous period Previous year 0% 0%	
CONVERTING GOALS FROM ORGANIC There is no data for this period	, DIRECT, SOCIAL & PAID/CPC	CONVERTING GOALS FROM PAID There is no data for this period	
TOP EVENT CATEGORIES Event Category • View Website • View Profile • Phone Click • Email Click • Instagram Click - VWWC • Facebook Click - VWWC • Newsletter Signup • Phone Click - VWWC • YouTube Click - VWWC • Email Click - VWWC	Total Events ✓ 459 132 8 7 4 3 2 2 2 2 1	CONVERTING GOALS BY MEDIUM There is no data for this period	PHONE CALLS (CALLRAIL) There is no data for this period
		SOURCE / MEDIUM BY SESSIONS Source / Medium google / organic (direct) / (none) vermontwood.com / referral baidu.com / referral bing / organic duckduckgo / organic vahoo / organic vermontvacation.com / referral Eternity / website vermontwoodworkingschool.com vtfpa.org / referral bestofvermont.cabotcheese.coop mailchi.mp / referral spyfu.com / referral accdvermont.gov / referral	4

accdsermont.gov / referral
admin.mannixmarketing.com / referral
currierforestproducts.com / referral

1 1

### TOP PAGES

Page Path	Pageviews 🗸
• /	1,677
/find-vermont-wood-products	418
/furniture-residential	298
/lumber	193
/millwork-windows-and-doors	144
/woodware-and-gifts	124
/press-and-media/	108
/contact-us	106
/appalachian-engineered-flooring	100
/sm ead-woodcraft	92
/cabinetry-and-built-ins	90
/the-tree-house-hardwoods-and-millshop	80
/woodshop-equipment	80
/carvings-and-sculptures	78
/board-of-our-team	76
/buildings-and-cabins	70
/events/	70

### TOP SEARCH ENGINES

Android Webview

#### Sessions 🗸 Source Previous period google 90.2% -2.2% bing 3.4% -1.1% duckduckgo 3.1% +1.4% 🛑 yahoo 3.1% +2.1% ecosia.org 0.1% +0.1% TOP BROWSERS TOP OPERATING SYSTEMS Sessions 🗸 Operating System Sessions ~ Browser Chrome 1,001 Windows 693 🔴 Safari 332 Android 380 274 Firefox o ios 81 e Edge 79 Macintosh 208 😑 Samsung Internet 42 🔴 Chrome OS 43 UC Browser 37 🔴 Linux Internet Explorer 11 (not set) • Firefox OS Amazon Silk 7 Android Browser 6 OS/2

6

12

2

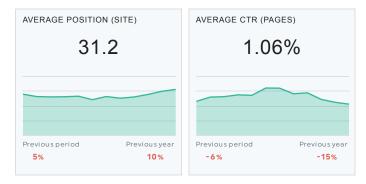
1

### TOP REFERRERS

vermontwood.com361baidu.com36vermontvacation.com21vermontwoodworkingschool.com4vtfpa.org4bestofvermont.cabotcheese.coop2mailchi.mp2spyfu.com2accdvermont.gov1odering endeting endeting endeting endeting1	Source	Sessions 🗸
vermontvacation.com21vermontwoodworkingschool.com4vtfpa.org4bestofvermont.cabotcheese.coop2mailchi.mp2spyfu.com2accdvermont.gov1	vermontwood.com	361
vermontwoodworkingschool.com   4     vtfpa.org   4     bestofvermont.cabotcheese.coop   2     mailchi.mp   2     spyfu.com   2     accdvermont.gov   1	baidu.com	36
vtfpa.org4bestofvermont.cabotcheese.coop2mailchi.mp2spyfu.com2accdvermont.gov1	vermontvacation.com	21
bestofvermont.cabotcheese.coop2mailchi.mp2spyfu.com2accdvermont.gov1	vermontwoodworkingschool.com	4
mailchimp2spyfu.com2accdvermont.gov1	vtfpa.org	4
• spyfu.com 2 • accdvermont.gov 1	bestofvermont.cabotcheese.coop	2
• accd.vermont.gov 1	mailchi.mp	2
<u> </u>	spyfu.com	2
	accd.vermont.gov	1
admin.mannixmarketing.com	admin.mannixmarketing.com	1

TOP REGIONS		TOP CITIES	
Region	Sessions 🗸	City	Sessions 🗸
Vermont	254	(not set)	244
New York	139	Montreal	56
(not set)	113	New York	56
Massachusetts	96	🛑 Guangzhou	51
Quebec	65	Burlington	32
Guangdong Province	e 53	🔵 Zhengzhou	20
California	46	Shanghai	19
Gansu	42	Boston	18
Connecticut	41	😑 South Burlington	18
New Hampshire	41	Rutland	17

### Google Search Console



TOP CLIC	KS (PAGES)
----------	------------

Pages	Clicks 🗸
• /	106
/furniture-residential	37
/lumber	37
/appalachian-engineered-flooring	33
/millwork-windows-and-doors	32
/the-tree-house-hardwoods-and-millshop	31
/sm ead-woodcraft	26
/vermont-woods-studios	23
/client_media/files/History%20of%20Woodworking%20L	22
/find-vermont-wood-products	18
/woodshop-equipment	17
/buildings-and-cabins	15
/cabinetry-and-built-ins	11
/carvings-and-sculptures	11
/https://www.tablelegs.com	11
/toys-and-games	11
/gagnon-lumber-inc	10

TOP CLICKS (QUERIES)	
Queries	Clicks 🗸
vermont wood studios	14
smead woodcraft	11
vermont woodworking	11
🔴 vermont furniture makers	10
vermont woodworkers	7
😑 gagnon lumber	6
vermont natural coatings	6
tree house hardwoods	5
🔴 treehouse hardwoods	5
vermont lumber mills	5
vermont wood	5
vermont wood products	5
appalachian engineered flooring	4
built by newport	4
tablelegs.com	4
vermont made furniture	4
allied lutherie	3
🛑 treehouse lumber	3
😑 treehouse wood	3
😑 vermont cabin builders	3
vermont sawmills	3
vermont woodcrafters	3
vermont wooden toys	3
vermont woodworking school	3
appalachian flooring	2
newport furniture parts	2
the treehouse hardwoods & mill shop	2
tim tierney vermont	2
vermont hardwood	2
vermont made cutting boards	2
vermont wood company	2

### TOTAL CLICKS (SITE) TOTAL IMPRESSIONS (SITE) 52,537 619 Previous period Previous year Previous period Previousyear 26% 48% -5% -1% TOP IMPRESSIONS (DEVICES) Device Type Impressions 🗸 34,751 16,717 1,069 Desktop Mobile Tablet

# Glossary

### METRICS GLOSSARY

Avg CPC (Average Cost Per Click) The average amount charged for each click on an ad. It is calculated by dividing the total cost of the clicks by the total number of clicks.

#### Clicks

Every time someone clicks on an ad.

#### Conv (Conversions)

When someone clicks an ad and then takes a valuable action for the business (like an online purchase or a call to a business from a mobile phone). These were earlier referred to as "conversions (many-per-click)" before Google launched flexible conversion counting.

#### Conv Rate (Conversion Rate)

The ratio that shows the average number of conversions per ad click, as a percentage. It is calculated by taking the number of conversions and dividing it by the number of total ad clicks during the same period.

#### Cost

The total amount of money spent on clicks (CPC) or impressions (CPM) during a period of time.

### Cost / Conv (Cost / Conversion)

Shows how much, on average, each conversion costs. It is calculated by dividing the total cost by the total conversions for a period.

#### CTR (Click-through Rate)

The ratio that shows how often people who see an ad click on it. It is calculated by dividing the number of clicks that an ad receives by the number of times the ad is shown, expressed as a percentage.

#### Display Impr Share

How often (percentage) an ad that is **eligible** to show is **actually** shown on the Display Network. It depends on the ad's targeting settings, budget, approval statuses, bids, and Quality Scores. It can help identify potential opportunities to get more impressions and clicks and it can be calculated by dividing the received impressions on the Google Display Network by the estimated number of impressions eligible to receive.

#### Impr (Impressions)

How often an ad is shown. An impression is counted every time an ad is shown on a network (Google Search, Display or Search Partners).

#### Quality Score

Quality Score is a value that Google uses to determine how relevant the keywords, ads and landing pages are to a user's query. It influences the position at which an ad shows, and how much you are paying per-click.

#### Search Impr Share (Impression Share)

How often (percentage) an ad that is *eligible* to show is *actually* shown on the Search Network. It depends on the ad's targeting settings, budget, approval statuses, bids, and Quality Scores. It can help identify potential opportunities to get more impressions and clicks and it can be calculated by dividing the received impressions on Google.

#### **Total Sessions**

Total number of Sessions within the date range. A session is the period time a user is actively engaged with your website. Each time a user initiates a session, a session counter increments for that user. For example, if User A comes to your site for the first time in January, that user's session count is 1. If the user returns in February, the session count is 2, and so on for each subsequent return.

### Unique Users

Users who have initiated at least one session during the date range. Unique Visitors is the number of unduplicated (counted only once) visitors to your website over the course of a specified time period.

#### New Users

The number of first-time users during the selected date range. New Visitors are those navigating to your site for the first time on a specific device.

#### **Returning Users**

The number of returning users during the selected date range. Google sets a 2-year expiration date on New Visitors. If someone has visited your website within the past two years and returns from the same device, they are marked as a Returning Visitor in Google Analytics.