



AGENDA

Visit SLO CAL Board of Directors

Visit SLO CAL Board of Directors Agenda

Wednesday, June 21, 2017

8:30 am

Courtyard by Marriott

1605 Calle Joaquin, San Luis Obispo, CA 93405

1. CALL TO ORDER
2. PUBLIC COMMENT (On Non-Agenda Items)

| | |
|----------------------|-------------------|
| ANNOUNCEMENTS | C. Davison |
|----------------------|-------------------|

3. Presentation of Honorary Award for Past President Noreen Martin

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| CONSENT AGENDA - <i>motion required</i> | C. Davison |
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4. Approval of May 17, 2017 Board Meeting Minutes (*yellow*)
Approval of May Visit SLO CAL Financials (*green*)
Staff will ask for Board approval of the May Visit SLO CAL Board Meeting Minutes and May Visit SLO CAL Financials.

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|-------------------|-------------------|
| CEO REPORT | C. Davison |
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5. CEO Report (*10 min*)
Staff will provide an update on current projects and areas of focus for the months ahead.

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|-----------------------|-------------------|
| BUSINESS ITEMS | C. Davison |
|-----------------------|-------------------|

6. Advisory Committee Meeting Recap (*10 min*)
Staff will provide a recap of the June Advisory Committee meeting and request feedback.
7. Booking Engine Update (*10 min*)
Staff will present the data on bookings generated through May by the booking engine on the VSC website.
8. Board Meeting Schedule (*15 min*)
The Board will review the frequency of meetings for FY2017-18.
9. Executive Committee Seats (*15 min*) - *motion required*
The Board will review and select the FY2017-18 Executive Committee seats.
10. FY2017-18 Marketing Plan (*15 min*) - *motion required*
Staff will present the Visit SLO CAL FY2017-18 Marketing Plan and request Board approval.
11. Marketing Update (*10 min*)
Staff will provide an update on the progress of the shoulder season campaign and marketing initiatives.

ADJOURN.

Brown Act Notice: Each speaker is limited to two minutes of public comment for items not on the agenda. Public comment for each agenda item will be called for separately and is also limited to 2 minutes per speaker. State law does not allow the board to discuss or take action on issues not on the agenda, except that members of the board may briefly respond to statements made or questions posed by the person giving public comment. Staff may be directed by the board to follow-up on such items and/or place them on the next board agenda. The order of agenda items is listed for reference and items may be taken in any order deemed appropriate by the Board of Directors.

ADA Notice: Meeting facilities are accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Brendan Pringle at (805)541-8000 at least 48 hours prior to the meeting.



MINUTES

Visit SLO CAL Board of Directors

Visit SLO CAL Board of Directors Meeting Minutes

Wednesday, May 17, 2017

8:30am

Courtyard by Marriott

1605 Calle Joaquin, San Luis Obispo, CA 93405

1. CALL TO ORDER: Jay Jamison

PRESENT: John Arnold, Kathy Bonelli, Mark Eads, Aaron Graves, Jay Jamison, Sarah Maggelet, Sam Miller, JP Patel, Clint Pearce, Val Seymour, Roger Wightman

ABSENT: Jim Hamilton, Noreen Martin, Nipool Patel

STAFF PRESENT: Chuck Davison, Brooke Burnham, Michael Wambolt, Brendan Pringle

Call to Order at 8:30 am.

2. PUBLIC COMMENT (On Non-Agenda Items)

None.

ANNOUNCEMENTS

Davison informed the Board of the news regarding the resignation of Dan Buckshi (County CAO) and Dave Buckingham (Morro Bay City Manager), and noted that Arroyo Grande's new city manager started on May 1, 2017. Sonoma County Tourism's CEO resigned May 14, 2017. Chie Evans, Executive Assistant to the President & CEO has left the Visit SLO CAL team.

Visit SLO CAL is hosting a UK Travel Trade FAM Bonfire on May 18 at 7:30pm. All Board members are invited to attend.

CONSENT AGENDA

3. Approval of April 19, 2017 Board Meeting Minutes Approval of April Visit SLO CAL Financials

Public Comment – None.

Board Discussion.

ACTION: Moved by Eads/Seymour to approve the April 19, 2017 Board Meeting Minutes as presented.

Motion carried: 9:0
J. Patel arrived after the vote.

ACTION: Moved by Wightman/Arnold to approve the April Visit SLO CAL Financials as presented.

Motion carried: 9:0
J. Patel arrived after the vote.

CEO REPORT

4. CEO Report

Davison reported out on the success of Amgen Tour of California.

Davison thanked the Board members who attended VSC's annual Tourism Exchange on May 11, 2017 and noted that more than 170 attended the event, and the team received great feedback from those who attended. Several media outlets covered the event, and the videos and presentations from the event will be available online in the coming weeks.

VSC's bi-annual Advisory Committee Meeting is set for June 1, 2017 from 3:00pm-5:00pm at the Avila Lighthouse Suites. All Board members are encouraged to attend.

Davison and Burnham attended Visit California's Silver Anniversary Celebration on May 3-4, 2017, along with Mayor Steve Martin and several members of the SLO CAL tourism community.

Davison reported out on the Black Diamond UK/Ireland Travel Trade and PR Mission from April 23-29, 2017, which he attended with Wambolt.

Davison outlined his travel schedule.

Public Comment – None.

Board Discussion.

BUSINESS ITEMS

5. FY2017/18 Budget

Davison presented the FY2017-18 annual budget, which was recommended for Board approval by the Executive Committee on May 15, 2017.

Public Comment – None.

Board Discussion.

ACTION: Moved by Pearce/Eads to approve the FY2017/18 Budget as presented and moved by the Executive Committee.

Motion carried: 11:0

6. Email Policy Update

The California Supreme Court has determined that district-related communications sent to private emails, or text messages sent to private cell phones, are considered public records and subject to disclosure upon request. VSC has contracted with CIVITAS to update our Record Retention Policy. Under this policy, VSC directors, officers, employees, volunteers or agents are required to copy "records@slocal.com" on all email messages regarding VSC business. This would not be required on

emails that don't include VSC officials or employees – such as a Board member forwarding communications to a city manager. This policy was recommended by the Executive Committee for Board approval on May 15, 2017.

Public Comment – None.

Board Discussion.

ACTION: Moved by Graves/Arnold to approve the updates to the Document Retention Policy as presented and moved by the Executive Committee.

Motion carried: 10:0

7. Board Member Selection Process

Hamilton's County appointed seat was approved for renewal, as was N. Patel's City of San Luis Obispo appointed seat. VSC is still waiting for approval on J. Patel's Atascadero appointed seat and Seymour's Morro Bay appointed seat. Three applications were received for Martin's current at-large seat: Aaron Graves (who currently holds the designated B&B seat), Melissa Colon and Lori Keller. Davison disclosed that Keller's application was submitted after the May 1 deadline. The Executive Committee unanimously recommended Lori Keller for Board approval on May 15, 2017. Keller is currently on the Marketing Committee and would also act as a liaison to the Board from that committee, if approved.

Public Comment – None.

Board Discussion.

ACTION: Moved by Wightman/Graves to elect Lori Keller to the Board of Directors as moved by the Executive Committee.

Motion carried: 10:0

8. Board Liaison Community Meeting Update

Davison provided an update on his recent Board Liaison Community Meetings with Grover Beach (May 12), Paso Robles (May 12) and the County of San Luis Obispo (May 15), and noted his upcoming meetings with Pismo Beach (May 17), Atascadero (May 19) and the City of San Luis Obispo (July 6).

Public Comment – None.

Board Discussion.

9. Conference Center Feasibility Plan Update

The Countywide Conference Center Market Study was released on May 8, 2017 to constituents, municipalities and the media. This release received press coverage from The Tribune and resulted in an interview on KVEC's Dave Congalton show on May 9, 2017. VSC is awaiting feedback from the individual communities following the Board Liaison Community Meetings.

Public Comment – None.

Board Discussion.

10. Marketing Update

VSC is working with BCF to finalize the FY2017/18 Marketing Plan, which will be presented to the Marketing Committee on June 13, 2017 and to the Board for approval on June 21, 2017. The Board viewed the 7-page advertorial co-op that was published in the May issue of Alaska Airline's *Beyond* Magazine. Website traffic continues to rise, exceeding 500,000 visitors in the month of April. Not all of this traffic was the result of paid advertising, and metrics show Denver and Seattle in the top 3 markets contributing to this traffic. Also, the YTD increase in organic web traffic to destination pages ranges from double to triple digits.

Public Comment – None.

Board Discussion.

ANNOUNCEMENT OF CLOSED SESSION ITEM(S)

Jamison announced the Closed Session item listed below.

11. CEO Annual Review

CLOSED SESSION REPORT

During open session, Jamison announced that the Board approved the CEO Annual Bonus at 20 percent, as outlined in the employment agreement, and as moved by the Executive Committee.

ADJOURNMENT

Meeting adjourned at 10:24am.

San Luis Obispo County
 Visitor's & Conference Bureau
 2016/2017 May Financial Summary - With Reforecasted Budget

| Income | This Month | Budgeted for Month | MTD Variance | MTD Actual v. Budget % | MTD % of Total Income/Expenses | FISCAL YTD | Reforecasted YTD Budget | YTD Variance | YTD Actual v. Budget % | YTD % of Total Income/Expenses |
|---|-------------------|---------------------------|---------------------|-------------------------------|---------------------------------------|-------------------|--------------------------------|---------------------|-------------------------------|---------------------------------------|
| PY TBID Collected in CY | \$ - | \$ - | \$ - | | | \$ 749,410 | \$ 749,410 | \$ - | | 18.76% |
| Membership Dues | \$ 16 | \$ - | \$ 16 | 100.00% | 0.01% | \$ 34,960 | \$ 39,000 | \$ (4,040) | 89.64% | 0.88% |
| TBID Income | | | | | | | | | | |
| SLO County Unincorporated | \$ 59,608 | \$ 59,608 | \$ - | 100.00% | 21.64% | \$ 791,216 | \$ 791,216 | \$ - | 100.00% | 19.81% |
| SLO City | \$ 58,100 | \$ 58,100 | \$ - | 100.00% | 21.09% | \$ 631,526 | \$ 631,526 | \$ 0 | 100.00% | 15.81% |
| Pismo Beach | \$ 69,925 | \$ 69,925 | \$ - | 100.00% | 25.38% | \$ 780,146 | \$ 780,146 | \$ - | 100.00% | 19.53% |
| Morro Bay | \$ 22,053 | \$ 22,053 | \$ - | 100.00% | 8.01% | \$ 266,130 | \$ 266,130 | \$ - | 100.00% | 6.66% |
| Paso Robles | \$ 38,728 | \$ 38,728 | \$ - | 100.00% | 14.06% | \$ 411,587 | \$ 411,587 | \$ 0 | 100.00% | 10.31% |
| Arroyo Grande | \$ 8,116 | \$ 8,116 | \$ - | 100.00% | 2.95% | \$ 81,698 | \$ 81,698 | \$ - | 100.00% | 2.05% |
| Atascadero * | \$ 22,777 | \$ 22,777 | \$ - | 0.00% | 8.27% | \$ 111,151 | \$ 111,151 | \$ - | 100.00% | 2.78% |
| Grover | \$ 2,686 | \$ 2,686 | \$ - | 100.00% | 0.98% | \$ 38,295 | \$ 38,295 | \$ - | 100.00% | 0.96% |
| Adjustment for Actual TBID Collected | \$ (6,524) | \$ - | \$ (6,524) | | -2.37% | \$ 97,747 | \$ 161,834 | \$ (64,087) | 60.40% | |
| Total Income | \$ 275,485 | \$ 281,994 | \$ (6,508) | 97.69% | 100.00% | \$ 3,993,866 | \$ 4,061,993 | \$ (68,127) | 98.32% | 100.00% |
| * District pays quarterly | | | | | | | | | | |
| Expenses | | | | | | | | | | |
| Contingency Reserve | \$ 13,774 | \$ 14,100 | \$ (325) | 97.69% | 3.03% | \$ 199,693 | \$ 203,100 | \$ (3,406) | 98.32% | 5.87% |
| G&A | \$ 25,259 | \$ 17,488 | \$ 7,771 | 144.44% | 5.56% | \$ 212,997 | \$ 215,564 | \$ (2,568) | 98.81% | 6.26% |
| Industry Research and Resources | \$ 49,872 | \$ 92,751 | \$ (42,879) | 53.77% | 10.97% | \$ 235,948 | \$ 384,651 | \$ (148,703) | 61.34% | 6.94% |
| Travel Trade | \$ 48,701 | \$ 57,568 | \$ (8,867) | 84.60% | 10.71% | \$ 322,644 | \$ 362,680 | \$ (40,036) | 88.96% | 9.49% |
| Communications | \$ 10,435 | \$ 45,127 | \$ (34,692) | 23.12% | 2.30% | \$ 108,232 | \$ 329,248 | \$ (221,016) | 32.87% | 3.18% |
| Advertising | \$ 71,993 | \$ 72,623 | \$ (631) | 99.13% | 15.84% | \$ 628,849 | \$ 546,664 | \$ 82,186 | 115.03% | 18.49% |
| Promotions | \$ 6,589 | \$ 10,542 | \$ (3,953) | 62.50% | 1.45% | \$ 34,477 | \$ 64,471 | \$ (29,994) | 53.48% | 1.01% |
| Events | \$ 46,020 | \$ 46,150 | \$ (131) | 99.72% | 10.12% | \$ 170,346 | \$ 179,280 | \$ (8,935) | 95.02% | 5.01% |
| Digital Marketing | \$ 176,730 | \$ 90,010 | \$ 86,720 | 196.34% | 38.88% | \$ 1,452,931 | \$ 1,297,907 | \$ 155,024 | 111.94% | 42.73% |
| Film Commission | \$ 5,184 | \$ 2,221 | \$ 2,963 | 233.42% | 1.14% | \$ 34,090 | \$ 50,111 | \$ (16,021) | 68.03% | 1.00% |
| Total Expenses | \$ 454,555 | \$ 448,579 | \$ 5,976 | 101.33% | 100.00% | \$ 3,400,208 | \$ 3,633,676 | \$ (233,469) | 93.57% | 100.00% |
| Surplus(Deficit) | \$ (179,069) | \$ (166,585) | \$ (12,484) | 107.49% | | \$ 593,659 | \$ 428,316 | \$ 165,342 | 0.00% | |
| Cash Flow | | | | | | | | | | |
| Surplus (Deficit) | \$ (179,069) | | | | | \$ 593,659 | | | | |
| Beginning Cash Balance | \$ 892,475 | | | | | \$ 467,503 | | | | |
| Change in Accounts Receivable | \$ 67,602 | | | | | \$ (510,895) | | | | |
| Change in Accrued Expenses | \$ 1,095 | | | | | \$ (82,529) | | | | |
| Change in Prepaid Expenses | \$ - | | | | | \$ (569) | | | | |
| Change in Accounts Payable | \$ 29,194 | | | | | \$ 344,127 | | | | |
| Visit SLO County Cash Balances | \$ 811,296 | | | | | \$ 811,296 | | | | |
| Contingency Reserve - 5% of Cumulative Revenues | \$ (342,349) | | | | | \$ (360,303) | | | | |
| <small>Liability on Balance Sheet</small> | | | | | | | | | | |
| Net Available Cash | \$ 468,947 | | | | | \$ 450,993 | | | | |

Visit SLO CAL
Balance Sheet Prev Year Comparison
As of May 31, 2017

| | May 31, 17 | May 31, 16 | \$ Change | % Change |
|--|---------------------|-------------------|-------------------|-----------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1010 - Bank of the Sierra - TMD | 656,403.42 | 296,335.65 | 360,067.77 | 121.5% |
| 1020 - Bank of the Sierra - Membership | 154,892.84 | 147,200.60 | 7,692.24 | 5.2% |
| 1030 - HOB - SAVOR | 0.00 | 5,531.46 | -5,531.46 | -100.0% |
| Total Checking/Savings | 811,296.26 | 449,067.71 | 362,228.55 | 80.7% |
| Accounts Receivable | | | | |
| 1200 - Accounts Receivable | 510,895.37 | 372,274.11 | 138,621.26 | 37.2% |
| Total Accounts Receivable | 510,895.37 | 372,274.11 | 138,621.26 | 37.2% |
| Other Current Assets | | | | |
| 1320 - Prepaid Rent | 3,326.70 | 3,326.70 | 0.00 | 0.0% |
| 1340 - Workman's Comp Deposit | 569.00 | 0.00 | 569.00 | 100.0% |
| 1350 - Accrued Expenses | 82,529.07 | 0.00 | 82,529.07 | 100.0% |
| Total Other Current Assets | 86,424.77 | 3,326.70 | 83,098.07 | 2,497.9% |
| Total Current Assets | 1,408,616.40 | 824,668.52 | 583,947.88 | 70.8% |
| Fixed Assets | | | | |
| 1400 - Fixed Assets | | | | |
| 1405 - Computer Hardware/Software | 22,404.87 | 18,482.10 | 3,922.77 | 21.2% |
| 1410 - Furniture & Fixtures | 20,930.63 | 10,671.74 | 10,258.89 | 96.1% |
| 1415 - Leasehold Improvements | 32,651.59 | 0.00 | 32,651.59 | 100.0% |
| 1425 - Office Equipment | 14,560.10 | 3,628.83 | 10,931.27 | 301.2% |
| Total 1400 - Fixed Assets | 90,547.19 | 32,782.67 | 57,764.52 | 176.2% |
| 1500 - Accumulated Depreciation | | | | |
| 1505 - Comp. Hdwr/Sftwr. Acc. Depr. | -12,451.17 | -13,277.94 | 826.77 | 6.2% |
| 1510 - Furn. & Fixt. Accum. Depr. | -2,465.00 | -9,116.00 | 6,651.00 | 73.0% |
| 1515 - Leasehold Imp. Accum. Depr. | -343.00 | 0.00 | -343.00 | -100.0% |
| 1525 - Office Equip. Accum. Depr. | -1,288.00 | -1,264.23 | -23.77 | -1.9% |
| Total 1500 - Accumulated Depreciation | -16,547.17 | -23,658.17 | 7,111.00 | 30.1% |
| Total Fixed Assets | 74,000.02 | 9,124.50 | 64,875.52 | 711.0% |
| TOTAL ASSETS | 1,482,616.42 | 833,793.02 | 648,823.40 | 77.8% |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 2000 - Accounts Payable | 144,842.12 | 47,921.38 | 96,920.74 | 202.3% |
| Total Accounts Payable | 144,842.12 | 47,921.38 | 96,920.74 | 202.3% |
| Credit Cards | | | | |
| 2050 - Rabobank Credit Card | 0.00 | 220.78 | -220.78 | -100.0% |
| Total Credit Cards | 0.00 | 220.78 | -220.78 | -100.0% |
| Other Current Liabilities | | | | |
| 2100 - Payroll Liabilities | | | | |
| 2160 - Health Insurance Withheld | 0.00 | -61.02 | 61.02 | 100.0% |
| Total 2100 - Payroll Liabilities | 0.00 | -61.02 | 61.02 | 100.0% |
| 2200 - Coast National Line of Credit | 0.00 | 79,507.92 | -79,507.92 | -100.0% |
| 2800 - Restricted Reserves | 342,349.32 | 0.00 | 342,349.32 | 100.0% |
| Total Other Current Liabilities | 342,349.32 | 79,446.90 | 262,902.42 | 330.9% |
| Total Current Liabilities | 487,191.44 | 127,589.06 | 359,602.38 | 281.8% |
| Total Liabilities | 487,191.44 | 127,589.06 | 359,602.38 | 281.8% |
| Equity | | | | |
| 3110 - Fund Balance | 34,053.44 | 34,053.44 | 0.00 | 0.0% |
| 3120 - Retained Earnings | 367,712.21 | 257,794.86 | 109,917.35 | 42.6% |
| Net Income | 593,659.33 | 414,355.66 | 179,303.67 | 43.3% |
| Total Equity | 995,424.98 | 706,203.96 | 289,221.02 | 41.0% |
| TOTAL LIABILITIES & EQUITY | 1,482,616.42 | 833,793.02 | 648,823.40 | 77.8% |

VSC BOOKING.COM RESERVATIONS by Room Count

March 2016 - May 2017

1-25 Rooms

| Property | Rooms | # of Bookings |
|---------------------------------------|-------|---------------|
| Pacific Inn | 3 | 1 |
| J Patrick House Bed and Breakfast Inn | 8 | 1 |
| The Morgan Hotel San Simeon | 8 | 1 |
| Inn Paradiso | 12 | 1 |
| Olallieberry Inn Bed and Breakfast | 12 | 1 |
| Garden Street Inn | 13 | 2 |
| Beach House Inn & Suites | 15 | 1 |
| Bayfront Inn | 16 | 1 |
| Los Padres Inn | 16 | 1 |
| Pacific Plaza Hotel | 16 | 1 |
| Little Sur Inn | 17 | 2 |
| White Water Inn | 17 | 2 |
| Morro Bay Sandpiper Inn | 21 | 4 |
| Bay View Inn - Morro Bay | 22 | 4 |
| Villa Motel | 22 | 1 |
| Coastal Breeze Inn | 22 | 1 |
| Beachwalker Inn & Suites | 24 | 4 |
| Beachwalker Inn Cayucos | 24 | 4 |
| Farmhouse Motel | 24 | 2 |
| San Luis Creek Lodge | 25 | 7 |

Total: 42

26-50 Rooms

| Property | Rooms | # of Bookings |
|-----------------------------|-------|---------------|
| Budget Inn | 27 | 1 |
| Vino Inn & Suites | 27 | 1 |
| Avila La Fonda Hotel | 28 | 1 |
| HI - San Luis Obispo Hostel | 28 | 1 |
| Moonstone Landing | 29 | 1 |

| | | |
|----------------------------------|----|---|
| Avila Village Inn | 30 | 2 |
| Morro Shores Inn And Suites | 30 | 1 |
| Pacific Shores Inn - Morro Bay | 30 | 2 |
| Sea Air Inn - Downtown Morro Bay | 30 | 4 |
| Rockview Inn and Suites | 31 | 1 |
| Ascot - Inn at the Rock | 32 | 3 |
| Best Western Plus San Marcos Inn | 32 | 1 |
| 456 Embarcadero Inn & Suites | 33 | 4 |
| Sands by the Sea Motel | 33 | 2 |
| San Luis Inn and Suites | 35 | 3 |
| Bluebird Inn | 37 | 1 |
| Cayucos Beach Inn | 37 | 1 |
| Peach Tree Inn | 37 | 2 |
| La Serena Inn | 38 | 1 |
| Travelodge San Luis Obispo | 39 | 1 |
| Inn at San Luis Obispo | 39 | 2 |
| Fireside Inn on Moonstone Beach | 46 | 1 |
| Days Inn San Simeon | 48 | 2 |
| Pelican Inn & Suites | 48 | 1 |
| Super 8 San Luis Obispo | 49 | 2 |
| Inn at the Cove | 50 | 4 |

Total: 46

51-100 Rooms

| Property | Rooms | # of Bookings |
|-------------------------------------|-------|---------------|
| Avenue Inn Downtown San Luis Obispo | 51 | 5 |
| Carlton Hotel | 52 | 1 |
| Avila Lighthouse Suites | 54 | 1 |
| Dolphin Bay Resort and Spa | 54 | 2 |
| Oceanpoint Ranch | 58 | 1 |
| La Bellasera Hotel & Suites | 60 | 1 |
| Vagabond Inn San Luis Obispo | 60 | 5 |
| Ramada San Luis Obispo | 61 | 3 |
| San Simeon Lodge | 61 | 2 |
| Rose Garden Inn - San Luis Obispo | 64 | 1 |
| La Cuesta Inn | 70 | 4 |
| Pismo Lighthouse Suites | 70 | 3 |
| Silver Surf Motel | 72 | 2 |
| Lexington Inn - San Luis Obispo | 75 | 1 |

| | | |
|-------------------------------------|-----|---|
| Lamplighter Inn & Suites | 77 | 1 |
| Holiday Inn Express Atascadero | 80 | 1 |
| Cottage Inn by the Sea | 80 | 2 |
| Hampton Inn & Suites Arroyo Grande | 84 | 1 |
| Cavalier Oceanfront Resort | 90 | 3 |
| The Oaks Hotel & Suites | 90 | 2 |
| Paso Robles Inn | 98 | 1 |
| Holiday Inn Express San Luis Obispo | 100 | 1 |
| Shore Cliff Hotel | 100 | 2 |
| Quality Inn Pismo Beach | 100 | 1 |
| Silver Surf Motel | 100 | 1 |

Total: 48

101+ Rooms

| Property | Rooms | # of Bookings |
|---|-------|---------------|
| Apple Farm Inn | 104 | 2 |
| Best Western PLUS Black Oak | 110 | 1 |
| Best Western Plus Royal Oak | 110 | 1 |
| Best Western Casa Grande Inn | 114 | 1 |
| Motel 6 Atascadero | 117 | 1 |
| Motel 6 San Luis Obispo South | 117 | 2 |
| Hilton Garden Inn San Luis Obispo/Pismo Beach | 120 | 2 |
| Courtyard by Marriott Paso Robles | 130 | 1 |
| Motel 6 Pismo Beach | 136 | 1 |
| Cambria Pines Lodge | 152 | 1 |
| SeaCrest Oceanfront Hotel | 158 | 6 |
| Embassy Suites San Luis Obispo | 195 | 1 |

Total: 20

Total Bookings: 156

Breakdown:

1-25 Rooms: 42 bookings (27%)

26-50 Rooms: 46 bookings (29%)

51-100 Rooms: 48 bookings (31%)

101+ Rooms: 20 bookings (13%)

VSC BOOKING.COM RESERVATIONS by Community

March 2016 - May 2017

Arroyo Grande

| Property | Rooms | # of Bookings |
|--|-------|-----------------|
| Hampton Inn & Suites Arroyo Grande | 84 | 1 |
| Best Western Casa Grande Inn | 114 | 1 |
| Holiday Inn Express & Suites, Atascadero | 80 | 1 |
| | | Total: 3 |

Atascadero

| Property | Rooms | # of Bookings |
|--------------------|-------|-----------------|
| Motel 6 Atascadero | 117 | 1 |
| Carlton Hotel | 52 | 1 |
| Vino Inn & Suites | 27 | 1 |
| | | Total: 3 |

Avila Beach

| Property | Rooms | # of Bookings |
|-------------------------|-------|-----------------|
| Avila La Fonda Hotel | 28 | 1 |
| Avila Village Inn | 30 | 2 |
| Avila Lighthouse Suites | 54 | 1 |
| | | Total: 4 |

Cambria

| Property | Rooms | # of Bookings |
|---------------------------------------|-------|---------------|
| J Patrick House Bed and Breakfast Inn | 8 | 1 |
| Olallieberry Inn Bed and Breakfast | 12 | 1 |
| Little Sur Inn | 17 | 2 |
| White Water Inn | 17 | 2 |
| Moonstone Landing | 29 | 1 |
| Bluebird Inn | 37 | 1 |
| Fireside Inn on Moonstone Beach | 46 | 1 |
| Pelican Inn & Suites | 48 | 1 |
| Oceanpoint Ranch | 58 | 1 |
| Cambria Pines Lodge | 152 | 1 |

Total: 12

Cayucos

| Property | Rooms | # of Bookings |
|-------------------------|--------------|----------------------|
| Beachwalker Inn Cayucos | 24 | 4 |
| Cayucos Beach Inn | 37 | 1 |
| | | Total: 5 |

Grover Beach

| Property | Rooms | # of Bookings |
|-----------------|--------------|----------------------|
| Pacific Inn | 3 | 1 |
| | | Total: 1 |

Morro Bay

| Property | Rooms | # of Bookings |
|----------------------------------|--------------|----------------------|
| Bayfront Inn | 16 | 1 |
| Morro Bay Sandpiper Inn | 21 | 4 |
| Bay View Inn - Morro Bay | 22 | 4 |
| Morro Shores Inn And Suites | 30 | 1 |
| Pacific Shores Inn - Morro Bay | 30 | 2 |
| Sea Air Inn - Downtown Morro Bay | 30 | 4 |
| Ascot - Inn at the Rock | 32 | 3 |
| Best Western Plus San Marcos Inn | 32 | 1 |
| 456 Embarcadero Inn & Suites | 33 | 4 |
| La Serena Inn | 38 | 1 |
| Coastal Breeze Inn | 22 | 1 |
| Rockview Inn and Suites | 31 | 1 |
| | | Total: 27 |

Oceano

| Property | Rooms | # of Bookings |
|---------------------|--------------|----------------------|
| Pacific Plaza Hotel | 16 | 1 |
| | | Total: 1 |

Paso Robles

| Property | Rooms | # of Bookings |
|-----------------|--------------|----------------------|
| Inn Paradiso | 12 | 1 |

| | | |
|-----------------------------------|-----|-----------------|
| Farmhouse Motel | 24 | 2 |
| La Bellasera Hotel & Suites | 60 | 1 |
| The Oaks Hotel & Suites | 90 | 2 |
| Paso Robles Inn | 98 | 1 |
| Best Western PLUS Black Oak | 110 | 1 |
| Courtyard by Marriott Paso Robles | 130 | 1 |
| | | Total: 9 |

Pismo Beach

| Property | Rooms | # of Bookings |
|---|-------|------------------|
| Beach House Inn & Suites | 15 | 1 |
| Beachwalker Inn & Suites | 24 | 4 |
| Inn at the Cove | 50 | 4 |
| Dolphin Bay Resort and Spa | 54 | 2 |
| Pismo Lighthouse Suites | 70 | 3 |
| Cottage Inn by the Sea | 80 | 2 |
| Shore Cliff Hotel | 100 | 2 |
| Quality Inn Pismo Beach | 100 | 1 |
| Hilton Garden Inn San Luis Obispo/Pismo Beach | 120 | 2 |
| Motel 6 Pismo Beach | 136 | 1 |
| SeaCrest Oceanfront Hotel | 158 | 6 |
| | | Total: 28 |

San Luis Obispo

| Property | Rooms | # of Bookings |
|-------------------------------------|-------|---------------|
| Villa Motel | 22 | 1 |
| San Luis Creek Lodge | 25 | 7 |
| Budget Inn | 27 | 1 |
| San Luis Inn and Suites | 35 | 3 |
| Peach Tree Inn | 37 | 2 |
| Travelodge | 39 | 1 |
| Inn at San Luis Obispo | 39 | 2 |
| Super 8 San Luis Obispo | 49 | 2 |
| Avenue Inn Downtown San Luis Obispo | 51 | 5 |
| Vagabond Inn San Luis Obispo | 60 | 5 |
| Ramada San Luis Obispo | 61 | 3 |
| Rose Garden Inn - San Luis Obispo | 64 | 1 |
| La Cuesta Inn | 70 | 4 |
| Lexington Inn - San Luis Obispo | 75 | 1 |
| Lamplighter Inn & Suites | 77 | 1 |

| | | |
|-------------------------------------|-----|------------------|
| Holiday Inn Express San Luis Obispo | 100 | 1 |
| Apple Farm Inn | 104 | 2 |
| Best Western Plus Royal Oak | 110 | 1 |
| Motel 6 San Luis Obispo South | 117 | 2 |
| Embassy Suites San Luis Obispo | 195 | 1 |
| Garden Street Inn | 13 | 2 |
| HI - San Luis Obispo Hostel | 28 | 1 |
| Los Padres Inn | 16 | 1 |
| | | Total: 50 |

San Simeon

| Property | Rooms | # of Bookings |
|-----------------------------|-------|------------------|
| The Morgan Hotel San Simeon | 8 | 1 |
| Sands by the Sea Motel | 33 | 2 |
| Days Inn San Simeon | 48 | 2 |
| San Simeon Lodge | 61 | 2 |
| Silver Surf Motel | 72 | 2 |
| Cavalier Oceanfront Resort | 90 | 3 |
| Silver Surf Motel | 100 | 1 |
| | | Total: 13 |

VSC BOOKING.COM RESERVATIONS by Month

March 2016 - May 2017

March-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|---------------------------------------|---------------------|-----------------|
| 3/18/2016 | J Patrick House Bed and Breakfast Inn | Bed and Breakfast | Cambria |
| 3/24/2016 | Cayucos Beach Inn | Hotel | Cayucos |
| 3/6/2016 | Rockview Inn and Suites | Motel | Morro Bay |
| 3/29/2016 | Best Western PLUS Black Oak | Hotel | Paso Robles |
| 3/7/2016 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 3/21/2016 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 3/28/2016 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 3/29/2016 | Pismo Lighthouse Suites | Hotel | Pismo Beach |
| 3/7/2016 | Super 8 San Luis Obispo | Hotel | San Luis Obispo |
| 3/8/2016 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 3/29/2016 | Lamplighter Inn & Suites | Hotel | San Luis Obispo |
| 3/30/2016 | Peach Tree Inn | Guest accommodation | San Luis Obispo |

April-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|--|---------------------|-----------------|
| 4/9/2016 | Morro Bay Sandpiper Inn | Guest accommodation | Morro Bay |
| 4/9/2016 | 456 Embarcadero Inn & Suites | Guest accommodation | Morro Bay |
| 4/9/2016 | Pismo Lighthouse Suites | Hotel | Pismo Beach |
| 4/10/2016 | Inn at the Cove | Hotel | Pismo Beach |
| 4/26/2016 | Inn at the Cove | Hotel | Pismo Beach |
| 4/11/2016 | Inn at San Luis Obispo | Hotel | San Luis Obispo |
| 4/30/2016 | Garden Street Inn | Bed and Breakfast | San Luis Obispo |
| 4/30/2016 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 4/30/2016 | Days Inn San Simeon | Motel | San Simeon |
| 4/30/2016 | Cavalier Oceanfront Resort | Hotel | San Simeon |
| 4/21/2016 | Holiday Inn Hotel & Suites Santa Maria | Hotel | Santa Maria |

May-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|------------------|--------------|----------|
| 5/11/2016 | White Water Inn | Hotel | Cambria |
| 5/28/2016 | Oceanpoint Ranch | Hotel | Cambria |
| 5/1/2016 | Pelican Inn | Motel | Monterey |

| | | | |
|-----------|----------------------------------|---------------------|-----------------|
| 5/27/2016 | Stargazer Inn and Suites | Motel | Monterey |
| 5/3/2016 | Morro Bay Sandpiper Inn | Guest accommodation | Morro Bay |
| 5/23/2016 | 456 Embarcadero Inn & Suites | Guest accommodation | Morro Bay |
| 5/27/2016 | Sea Air Inn - Downtown Morro Bay | Motel | Morro Bay |
| 5/14/2016 | Shore Cliff Hotel | Hotel | Pismo Beach |
| 5/11/2016 | Motel 6 San Luis Obispo South | Hotel | San Luis Obispo |
| 5/24/2016 | Best Western Plus Royal Oak | Hotel | San Luis Obispo |

June-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|-------------------------------------|---------------------|-----------------|
| 6/26/2016 | Motel 6 Atascadero | Hotel | Atascadero |
| 6/16/2016 | Avila Village Inn | Hotel | Avila Beach |
| 6/21/2016 | Avila Village Inn | Hotel | Avila Beach |
| 6/21/2016 | Bluebird Inn | Guest accommodation | Cambria |
| 6/2/2016 | Beachwalker Inn Cayucos | Motel | Cayucos |
| 6/4/2016 | Beachwalker Inn Cayucos | Motel | Cayucos |
| 6/3/2016 | Coastal Breeze Inn | Motel | Morro Bay |
| 6/26/2016 | Morro Bay Sandpiper Inn | Guest accommodation | Morro Bay |
| 6/6/2016 | The Oaks Hotel & Suites | Hotel | Paso Robles |
| 6/6/2016 | Pismo Lighthouse Suites | Hotel | Pismo Beach |
| 6/8/2016 | Vagabond Inn San Luis Obispo | Hotel | San Luis Obispo |
| 6/9/2016 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 6/21/2016 | Avenue Inn Downtown San Luis Obispo | Guest accommodation | San Luis Obispo |

July-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|-------------------------------------|---------------------|-----------------|
| 7/17/2016 | Best Western Casa Grande Inn | Hotel | Arroyo Grande |
| 7/31/2016 | Pelican Inn & Suites | Hotel | Cambria |
| 7/25/2016 | Beachwalker Inn Cayucos | Motel | Cayucos |
| 7/28/2016 | Pacific Inn | Motel | Grover Beach |
| 7/7/2016 | Bay View Inn - Morro Bay | Hotel | Morro Bay |
| 7/18/2016 | Sea Air Inn - Downtown Morro Bay | Motel | Morro Bay |
| 7/7/2016 | Inn at the Cove | Hotel | Pismo Beach |
| 7/29/2016 | Beachwalker Inn & Suites | Hotel | Pismo Beach |
| 7/1/2016 | Super 8 San Luis Obispo | Hotel | San Luis Obispo |
| 7/2/2016 | Ramada San Luis Obispo | Hotel | San Luis Obispo |
| 7/8/2016 | La Cuesta Inn | Hotel | San Luis Obispo |
| 7/25/2016 | Avenue Inn Downtown San Luis Obispo | Guest accommodation | San Luis Obispo |
| 7/31/2016 | Peach Tree Inn | Guest accommodation | San Luis Obispo |

7/12/2016 San Simeon Lodge

Hotel

San Simeon

August-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|-------------------------------------|---------------------|-----------------|
| 8/23/2016 | Olallieberry Inn Bed and Breakfast | Bed and Breakfast | Cambria |
| 8/5/2016 | Morro Shores Inn And Suites | Motel | Morro Bay |
| 8/2/2016 | Motel 6 Pismo Beach | Hotel | Pismo Beach |
| 8/2/2016 | La Cuesta Inn | Hotel | San Luis Obispo |
| 8/2/2016 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 8/2/2016 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 8/6/2016 | Avenue Inn Downtown San Luis Obispo | Guest accommodation | San Luis Obispo |
| 8/12/2016 | Vagabond Inn San Luis Obispo | Hotel | San Luis Obispo |
| 8/17/2016 | Avenue Inn Downtown San Luis Obispo | Guest accommodation | San Luis Obispo |
| 8/20/2016 | Ramada San Luis Obispo | Hotel | San Luis Obispo |
| 8/23/2016 | Silver Surf Motel | Motel | San Simeon |

September-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|------------------------------|---------------------|-----------------|
| 9/3/2016 | 456 Embarcadero Inn & Suites | Guest accommodation | Morro Bay |
| 9/1/2016 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 9/9/2016 | Cottage Inn by the Sea | Guest accommodation | Pismo Beach |
| 9/2/2016 | Los Padres Inn | Motel | San Luis Obispo |
| 9/10/2016 | Ramada San Luis Obispo | Hotel | San Luis Obispo |
| 9/28/2016 | La Cuesta Inn | Hotel | San Luis Obispo |
| 9/28/2016 | Vagabond Inn San Luis Obispo | Hotel | San Luis Obispo |
| 9/29/2016 | Budget Inn | Motel | San Luis Obispo |
| 9/14/2016 | Cavalier Oceanfront Resort | Hotel | San Simeon |

October-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|---|--------------|-----------------|
| 10/19/2016 | Carlton Hotel | Hotel | Atascadero |
| 10/13/2016 | Bay View Inn - Morro Bay | Hotel | Morro Bay |
| 10/5/2016 | The Oaks Hotel & Suites | Hotel | Paso Robles |
| 10/11/2016 | Farmhouse Motel | Motel | Paso Robles |
| 10/13/2016 | Hilton Garden Inn San Luis Obispo/Pismo Beach | Hotel | Pismo Beach |
| 10/13/2016 | La Cuesta Inn | Hotel | San Luis Obispo |

November-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|------------------|--------------|------|
|-------------|------------------|--------------|------|

| | | | |
|------------|------------------------------------|-------|-----------------|
| 11/1/2016 | Hampton Inn & Suites Arroyo Grande | Hotel | Arroyo Grande |
| 11/16/2016 | Avila Lighthouse Suites | Hotel | Avila Beach |
| 11/3/2016 | Fireside Inn on Moonstone Beach | Hotel | Cambria |
| 11/7/2016 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 11/11/2016 | Shore Cliff Hotel | Hotel | Pismo Beach |
| 11/7/2016 | Vagabond Inn San Luis Obispo | Hotel | San Luis Obispo |
| 11/14/2016 | Rose Garden Inn - San Luis Obispo | Hotel | San Luis Obispo |
| 11/18/2016 | Silver Surf Motel | Motel | San Simeon |

December-16

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|-------------------|--------------|-----------------|
| 12/10/2016 | Moonstone Landing | Hotel | Cambria |
| 12/17/2016 | Apple Farm Inn | Hotel | San Luis Obispo |

January-17

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|--------------------------------|---------------------|-----------------|
| 1/5/2017 | Cambria Pines Lodge | Guest accommodation | Cambria |
| 1/23/2017 | Little Sur Inn | Hotel | Cambria |
| 1/9/2017 | Inn Paradiso | Guest accommodation | Paso Robles |
| 1/16/2017 | Dolphin Bay Resort and Spa | Resort | Pismo Beach |
| 1/12/2017 | Travelodge Redding | Motel | Redding |
| 1/25/2017 | San Luis Inn and Suites | Motel | San Luis Obispo |
| 1/30/2017 | Embassy Suites San Luis Obispo | Hotel | San Luis Obispo |

February-17

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|-------------------------------------|---------------------|-----------------|
| 2/11/2017 | Avila La Fonda Hotel | Hotel | Avila Beach |
| 2/27/2017 | Little Sur Inn | Hotel | Cambria |
| 2/1/2017 | Sea Air Inn - Downtown Morro Bay | Motel | Morro Bay |
| 2/16/2017 | Pacific Shores Inn - Morro Bay | Motel | Morro Bay |
| 2/18/2017 | Avenue Inn Downtown San Luis Obispo | Guest accommodation | San Luis Obispo |
| 2/19/2017 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 2/25/2017 | HI - San Luis Obispo Hostel | Hostel | San Luis Obispo |
| 2/28/2017 | Garden Street Inn | Bed and Breakfast | San Luis Obispo |
| 2/5/2017 | The Morgan Hotel San Simeon | Hotel | San Simeon |
| 2/18/2017 | Sands by the Sea Motel | Motel | San Simeon |

March-17

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|------------------|--------------|------|
|-------------|------------------|--------------|------|

| | | | |
|-----------|-------------------------------------|---------------------|-----------------|
| 3/25/2017 | Vino Inn & Suites | Motel | Atascadero |
| 3/23/2017 | Ascot - Inn at the Rock | Hotel | Morro Bay |
| 3/25/2017 | Pacific Shores Inn - Morro Bay | Motel | Morro Bay |
| 3/26/2017 | Ascot - Inn at the Rock | Hotel | Morro Bay |
| 3/27/2017 | Best Western Plus San Marcos Inn | Guest accommodation | Morro Bay |
| 3/28/2017 | Farmhouse Motel | Motel | Paso Robles |
| 3/29/2017 | La Bellasera Hotel & Suites | Hotel | Paso Robles |
| 3/24/2017 | Beach House Inn & Suites | Hotel | Pismo Beach |
| 3/6/2017 | Villa Motel | Motel | San Luis Obispo |
| 3/24/2017 | Inn at San Luis Obispo | Hotel | San Luis Obispo |
| 3/28/2017 | Holiday Inn Express San Luis Obispo | Hotel | San Luis Obispo |
| 3/31/2017 | Lexington Inn - San Luis Obispo | Hotel | San Luis Obispo |

April-17

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|---|---------------------|-----------------|
| 4/3/2017 | Sea Air Inn - Downtown Morro Bay | Motel | Morro Bay |
| 4/7/2017 | Inn at the Cove | Hotel | Pismo Beach |
| 4/7/2017 | Dolphin Bay Resort and Spa | Resort | Pismo Beach |
| 4/9/2017 | San Luis Inn and Suites | Motel | San Luis Obispo |
| 4/9/2017 | San Luis Inn and Suites | Motel | San Luis Obispo |
| 4/10/2017 | Hilton Garden Inn San Luis Obispo/Pismo Beach | Hotel | Pismo Beach |
| 4/11/2017 | Days Inn San Simeon | Motel | San Simeon |
| 4/11/2017 | Quality Inn Pismo Beach | Hotel | Pismo Beach |
| 4/11/2017 | SeaCrest Oceanfront Hotel | Hotel | Pismo Beach |
| 4/13/2017 | Travelodge San Luis Obispo | Motel | San Luis Obispo |
| 4/14/2017 | Bay View Inn - Morro Bay | Hotel | Morro Bay |
| 4/16/2017 | San Simeon Lodge | Hotel | San Simeon |
| 4/19/2017 | Ascot - Inn at the Rock | Hotel | Morro Bay |
| 4/19/2017 | 456 Embarcadero Inn & Suites | Guest accommodation | Morro Bay |
| 4/21/2017 | Paso Robles Inn | Guest accommodation | Paso Robles |
| 4/22/2017 | White Water Inn | Hotel | Cambria |
| 4/25/2017 | Apple Farm Inn | Hotel | San Luis Obispo |
| 4/30/2017 | Vagabond Inn San Luis Obispo | Hotel | San Luis Obispo |

May-17

| Booked Date | Lodging Property | Lodging Type | City |
|-------------|------------------------|---------------------|-----------------|
| 5/8/2017 | La Serena Inn | Hotel | Morro Bay |
| 5/10/2017 | San Luis Creek Lodge | Guest accommodation | San Luis Obispo |
| 5/17/2017 | Sands by the Sea Motel | Motel | San Simeon |

| | | |
|---|---------------------|-----------------|
| 5/18/2017 Pacific Plaza Hotel | Hotel | Oceano |
| 5/21/2017 Bayfront Inn | Motel | Morro Bay |
| 5/22/2017 Cottage Inn by the Sea | Guest accommodation | Pismo Beach |
| 5/23/2017 Cavalier Oceanfront Resort | Hotel | San Simeon |
| 5/23/2017 Motel 6 San Luis Obispo South | Hotel | San Luis Obispo |
| 5/24/2017 Holiday Inn Express Hotel & Suites Atascadero | Hotel | Atascadero |
| 5/25/2017 Courtyard by Marriott Paso Robles | Hotel | Paso Robles |
| 5/28/2017 Beachwalker Inn Cayucos | Motel | Cayucos |
| 5/30/2017 Silver Surf Motel | Motel | San Simeon |
| 5/31/2017 Bay View Inn - Morro Bay | Hotel | Morro Bay |



VISIT



SAN LUIS OBISPO COUNTY
CALIFORNIA

DRAFT

2017-2018

MARKETING PLAN

DEAR STAKEHOLDERS,

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DR

Visit SLO CAL has been hard at work bringing our Strategic Plan and brand into focus, and we are excited to present you with our FY 2017/18 Marketing Plan. As we reflect on the progress made over the past year, we are extremely thankful for our partners and stakeholders who have joined us in these efforts. We continue to leverage data-driven research and insights to form a strategic marketing program that will lead to positive economic growth for San Luis Obispo County's tourism industry and residents. Specifically, our continued goals moving forward remain: 1) create greater awareness of our county and its assets, and 2) increase demand for overnight stays.

Last year Visit SLO CAL (VSC) conducted a first-of-its-kind data collection initiative in SLO County, in partnership with Merrill Research. This initiative included both a demographic and share-of-wallet study and a feeder market awareness study. The findings from this research were used to craft our new brand, SLO CAL, and identify our target market strategy.

As one of five major Strategic Plan imperatives, armed with the insights from our research, the VSC team worked closely with our marketing agency, BCF, to create countywide brand clarity with the new SLO CAL brand and Life's Too Beautiful To Rush campaign. The digital campaign kicked off with ad placements designed to increase awareness of SLO CAL among targeted personas in the major feeder markets of Los Angeles, San Francisco, Phoenix, Las Vegas and San Diego as well as the new flight markets of Seattle and Denver. This campaign is being evaluated on many levels, including evaluation by a brand lift study, which measures initial (pre-campaign) awareness of SLO CAL in the target markets. Two additional rounds of this study will measure the impact of ads on awareness and desire to visit.

A second major Strategic Plan imperative has made progress as we continue to advocate for tourism infrastructure development. In partnership with the San Luis Obispo County Regional Airport and the Economic Vitality Corporation, we celebrated new nonstop flights with Alaska Airlines and United Airlines to Seattle and Denver, respectively. These flights provide long-awaited access to new inbound markets that are well aligned with the SLO CAL brand and target personas. VSC also conducted a Conference Center Feasibility Study, proving demand for a larger-scale meeting facility in the county. The study also showed that such a facility would help round out tourism seasonality and provide needed mid-week business for travel and service-related businesses.

Bringing value to our partners and building strategic partnerships are also key imperatives for VSC's Strategic Plan. As part of these initiatives, we sought opportunities to work with others to showcase our vast, beautiful destination. To that end, we took the best of SLO CAL culinary, wine and artisan products on the road in FY 2016/17 as "SAVOR – A San Luis Obispo County Experience" to food, wine and lifestyle events in San Diego and Seattle. SAVOR enticed audiences by featuring a large, experiential exhibit, showcasing the fun and flavors of SLO CAL. Our goal is to inspire attendees to visit SLO CAL and experience the destination firsthand.

Also in the spirit of partnerships, Visit SLO CAL will continue our outreach and crisis communications around the Highway 1 closure. Together with local, regional and state partners, we are diligently working to educate domestic and international consumers, trade and media about the detour; let them know that Highway 1 is open for business in SLO CAL; and share the plethora of travel experiences available throughout the area. We feel these efforts are essential to encouraging visitation to our north coast and minimizing the impact of the closure.

The coming year brings incredible opportunities to our community as we continue to solidify under the SLO CAL brand. As you read our FY 2017/18 Marketing Plan, you will discover the variety of ways VSC is working to bring this brand to life through paid, earned and owned media, as well as through sales and partnerships. We thank you for your ongoing support and hope you will join us in the rewarding work of marketing the incredible place we get to call home!

CHUCK DAVISON
President & CEO, Visit SLO CAL

INTRODUCTION

Established in 1986 as a 501(c)6, Visit SLO CAL (VSC) is the countywide destination marketing organization. Our goal is to promote San Luis Obispo County through a variety of marketing initiatives, including paid, earned and owned media; travel trade sales; promotions; events and sponsorship, branding the region as a choice destination for regional, national and international travelers alike. To accomplish this, VSC partners with tourism-related organizations, including other area destination marketing organizations, lodging properties, restaurants, wineries, craft industries, activities, attractions, golf courses and retailers to create a unified marketing approach that promotes the diverse tourism experiences of SLO County.

OUR VISION

A vibrant and prosperous San Luis Obispo County, fueled by a collaborative and flourishing tourism industry

OUR MISSION

Inspire travel and foster our unique experiences to create life-long ambassadors and economic growth for San Luis Obispo County

OUR VALUES

- FUTURE FOCUSED:** Delivering today with an eye on tomorrow
- COLLABORATION:** Our partnerships inform and support economic success
- DRIVE:** We bring enthusiasm to our initiatives and focus on results
- STEWARDSHIP:** We are mindful of our resources and the SLO CAL brand

OUR BRAND INTENTION

- STRATEGIC:** "They plan and execute."
- CONNECTOR:** "They bring people together."
- CREATIVE:** "They innovate and think differently."
- INSPIRING:** "They show us what's possible."
- ESSENTIAL:** "We need them in order to succeed."

FY 2016/17 HIGHLIGHTS



In cooperation with the Economic Vitality Corporation, VSC serves as a strategic partner to the San Luis Obispo County Regional Airport by working to attract new visitors to the area. VSC assists in the development and support of new flights, including promotional campaigns that target new flight markets to grow awareness and demand. New service this year included an additional Phoenix flight with American Airlines and two new direct-service flights: Seattle with Alaska Airlines and Denver with United Airlines. These mark the first new flights approved for service in nearly 10 years.



On January 23, 2017, VSC launched our new countywide destination brand, SLO CAL, including a new logo identity, brand promise, images and video assets. The SLO CAL brand and "Life's Too Beautiful to Rush" campaign launched with digital, social media, native and video ads in the key markets of Los Angeles, San Francisco, Phoenix, Las Vegas and San Diego. The launch included a corresponding landing page on SLOCAL.com, taking visitors on a virtual road trip throughout our amazing county.



In 2016, VSC partnered with global market research firm, Research Now, to conduct a three-wave Brand Lift Study (BLS) to measure consumer awareness of SLO CAL advertising and calculate the likelihood of consumers to visit SLO CAL for leisure travel. The first wave was completed ahead of the advertising launch in six key advertising markets: Los Angeles, San Francisco, Seattle, Phoenix, Las Vegas and Denver. Wave two will be conducted this summer and wave three will be conducted in late fall.



VSC continued to increase international awareness of SLO CAL by partnering with Visit California and attending their China and Mexico Sales Missions, allowing VSC access to a network of premier travel agencies and resources. Additionally, in June, VSC showcased a major footprint at IPW, the largest international tour and travel tradeshow. VSC hosted China, France and UK familiarization tours throughout the county. First-time initiatives this year include direct representation for the county in the UK/Ireland and the hosting of a global-ready seminar to prepare constituents for increased visitation from China.



VSC understands the importance of long-view, strategic initiatives and the employment needs of the county as Diablo Canyon edges towards closure. With that in mind, VSC explored new opportunities for mid-week and non-peak-season tourism business through a Conference Center Feasibility Study. The study clearly showed that there is opportunity for a mid-size conference facility to be successful in SLO CAL. These findings have been shared with business and government leaders throughout the county and VSC remains at the ready to support such an initiative in the future.



Last year, VSC shifted gears with the SAVOR event, developing a new partnership with local restaurant, winery, brewery, distillery and activity partners to take SAVOR on the road as "SAVOR—A San Luis Obispo County Experience." Destination roadshow installations have been held at food, wine and lifestyle events in key regional feeder markets, such as the San Diego Bay Wine + Food Festival in November 2016, and the Seattle Wine & Food Experience in February 2017.

DRAFT



STRATEGIC PLAN

In FY 2015/16, VSC worked with Coraggio Group and stakeholders throughout the county to develop a three-year Strategic Plan in order to align staff and stakeholders on the direction of the organization, its strategy and how the organization's success will be measured. Since the plan was published in June of 2016, VSC staff, board and partners have been hard at work to complete key initiatives to accomplish the plan's outlined objectives and five over-arching imperatives:

1. Optimize our organizational capacity
2. Establish brand clarity and increased awareness through unified efforts
3. Build and expand strategic partnerships
4. Advocate for the development of critical tourism infrastructure
5. Demonstrate value to our stakeholders, partners and communities

IMPERATIVES

OPTIMIZE OUR ORGANIZATIONAL CAPACITY

Following the development of the Strategic Plan last year, VSC has worked with staff and consultants to implement a number of improvements and initiatives designed to move the organization toward greater efficiency and effectiveness. In accordance with these initiatives, VSC:

- Conducted an audit of tools, systems and technologies needed to succeed
- Implemented new technologies designed to increase efficiency, such as Asana project management software and Chute social media aggregator
- Worked with Collaboration Business Consulting to assess and optimize human resources
- Identified and scheduled ongoing staff development for continuous learning

For FY 2017/18, these efforts will continue as we work to further refine human resource development and optimization with new staff. We will look for additional opportunities as we conduct quarterly assessment briefs on tools, systems and technologies. In the coming year, VSC will roll out a new customer relationship management system (CRM) to improve communications efficiencies as well as tracking, invoicing and reporting.

ESTABLISH BRAND CLARITY AND INCREASED AWARENESS THROUGH UNIFIED EFFORTS

After months of research and development, VSC launched the new SLO CAL brand for consumers and Visit SLO CAL for the organization in January of 2017. Since then, the advertising campaign has been running in key markets, targeting strategically built personas to make the most of every dollar. The program is continuously optimized for performance, assessed as a whole on a monthly basis and will be refined prior to the fall media run.

While the campaign is being adjusted and measured in real time, overall success will be measured based on the three-wave Brand Lift Study. Wave one was completed prior to the campaign to establish a baseline, and the second will be conducted in May of 2017. The third and final wave will be completed following the fall ad campaign in FY 2017/18.

In addition to the advertising campaign for the coming year, VSC will develop a multi-tiered brand ambassador program designed to reach and engage audiences at every level. The groundwork for this program began in FY 2016/17 and will be refined and developed over the coming year to include:

- Contracting large-scale influencers to reach thousands of loyal followers
- Identifying and developing regular brand ambassadors comprised of visitors and local residents who best personify SLO CAL
- Employing micro-influencer initiatives that curate, refine and amplify high-quality user-generated content (UGC) to encourage friend-and-family recommendations and online, word-of-mouth exposure

BUILD AND EXPAND STRATEGIC PARTNERSHIPS

Over the past year, VSC has worked with local and regional partners to leverage collaboration and mutual goals in order to increase its collective impact. This has been done in a number of ways and in a variety of industry sectors, including:

- Held monthly Marketing Committee collaborative meetings and annual Marketing Planning Retreat (March)
- Partnered with SLO County Regional Airport and Economic Vitality Corporation on infrastructure development (see Imperative #4)
- Worked with Morro Bay, Pismo Beach and other SLO CAL communities to partner with AEG to bring the AMGEN Tour of California back with an expanded presence
- Developed co-op marketing, consistent feedback opportunities and pro-active collaboration to identify, reduce and avoid duplications of efforts with SLO County DMOs
- Began the process of developing a program to evaluate current and future partnership opportunities, as well as the partnership mix as a whole

In the coming fiscal year, VSC will continue to develop the plan for partnership evaluation and create an Earned Partnership Value (EPV) to enable the assignment of a clear, quantitative value to these partnerships. We will seek out new ways to build cooperative branding, marketing and initiatives that will move tourism in the county forward. Ongoing assessment of what is working and what needs to be re-evaluated will continue to reduce duplicative efforts with and between the county's DMOs and other local strategic partners.

ADVOCATE FOR THE DEVELOPMENT OF CRITICAL TOURISM INFRASTRUCTURE

Guest access to and demand for services, facilities and experiences in SLO CAL are critical to VSC's goal of increasing visitation to the county. Currently, SLO CAL has the capacity to host additional guests mid-week and in non-peak seasons. VSC has been working on a number of initiatives to address this area over the past year. These include:

- Creating easy access to new markets through new flights, especially those offering potential year-round travel rather than summer-only
- Improving international guest experience readiness trainings and assisting international travelers with access through crisis communication regarding the Highway 1 closure
- Demonstrating demand and creating informational support for new infrastructure with the Conference Center Feasibility Study

FY 2017/18 will bring more opportunities for VSC to assist state, local and regional partners with the growth and development of infrastructure. We will work to develop a long-term Tourism Infrastructure Master Plan to identify additional transportation options. We will also continue efforts to support international travel into the county, as well as championing any third-party interest in bringing a larger conference center to SLO CAL.

DEMONSTRATE VALUE TO OUR STAKEHOLDERS, PARTNERS AND COMMUNITIES

Community is the core of everything we do at VSC. We know tourism is vital to the short- and long-term economic success of our towns, our businesses and our residents. We also recognize the importance of the reverse – that in order to be successful, our communities need to understand the relevancy of tourism as an industry and the value of VSC to their vitality. This awareness and appreciation is critical for the success and advancement of tourism in SLO County.

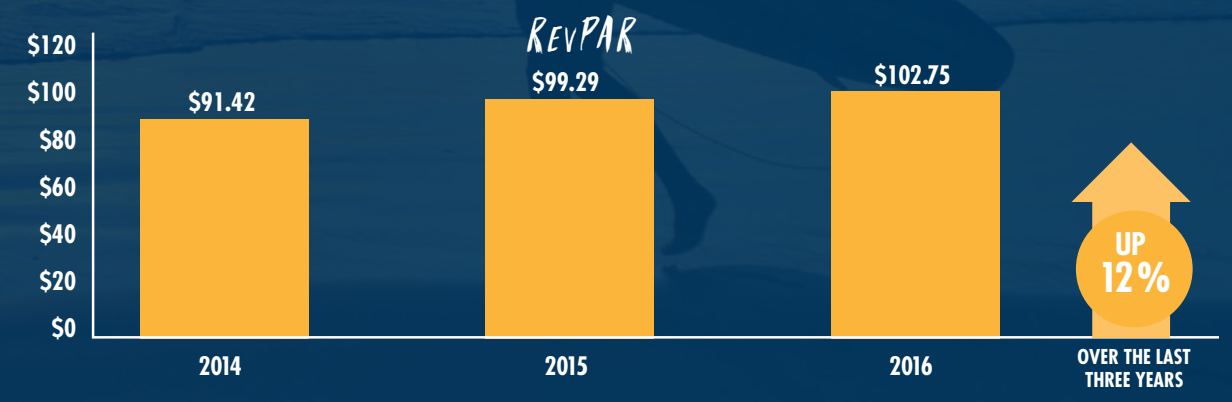
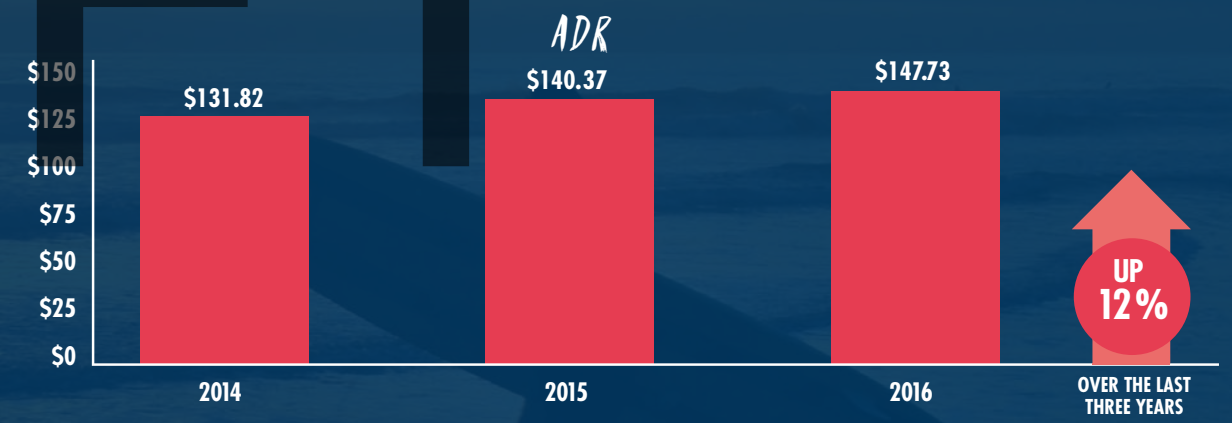
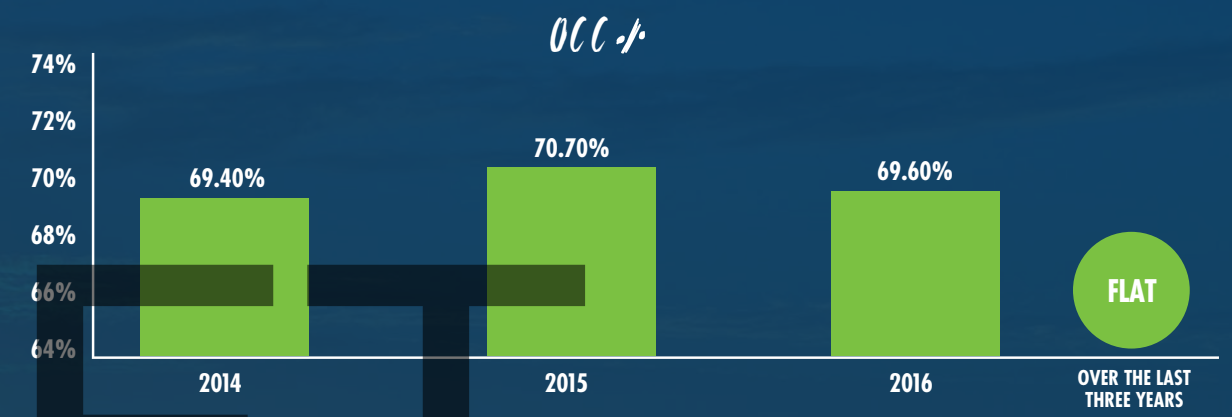
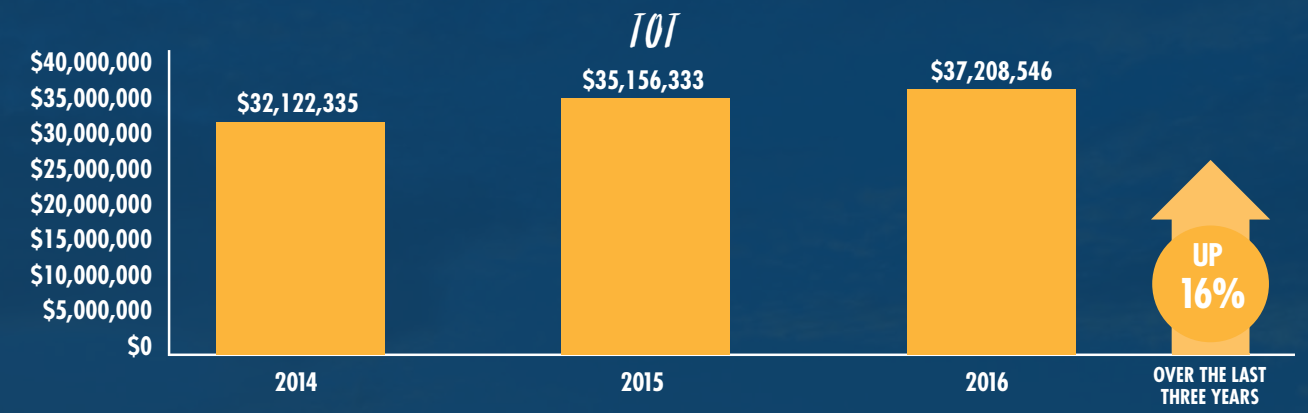
To that goal, VSC has begun advancing initiatives in this area and will continue to do so in the next fiscal year. So far, in FY 2016/17, we have:

- Embarked on the development of a local communication strategy for rolling out new events, projects and programs to our community
- Written and delivered the first half of a two-year marketing plan and refined the plan for FY 2017/18
- Sought cooperative opportunities for promotion, marketing and asset development with partners and members
- Expanded on stakeholder and member informational, networking and educational events, such as the Tourism Exchange

These efforts and programs will expand in FY 2017/18 as we implement the new local communications strategy, continue to refine our annual marketing plan and seek new ways to inform and engage our stakeholders. Adding events, such as bi-annual packaging programs and periodic networking sessions for VSC stakeholders, will provide more regular interactions between local businesses and VSC. Advocacy for the industry and our partners will take a front seat in the coming year as we develop an advocacy strategy to identify, vet and support key initiatives that will advance the tourism industry in SLO County.

TRENDS IN TOURISM

San Luis Obispo County continues to enjoy the consistent growth of tourism's contribution to the local economy, and we do not expect that trend to change for the FY 2017/18 period. VSC will closely monitor metrics related to overnight stays to ensure that this Marketing Plan is performing as expected.



NOTE: Data reflects a 4.3% increase in room supply from 2014 to 2016.

2016 TOURISM IMPACT



2.6% increase in tourism-supported jobs:

17,820



5.8% increase TOT revenue:

\$37,208,546



Travel spending:

\$1.59B



Travel & tourism earnings:

\$551M

Travel spending created **\$61.7M in local tax revenue**. Equal to:



898

police officers



1,025

firefighters



119

miles of 2-lane roads resurfaced



86

parks built

TRAVEL TRENDS

A GROWTH INDUSTRY

The U.S. vacation and tourism market is growing, and is expected to continue the upward trend through 2020, reaching \$285B. (Source: Bureau of Economic Analysis, U.S. Office of Travel and Tourism Satellite Accounts/Mintel)

THE SHARING ECONOMY CONTINUES

The regulatory issues surrounding the sharing economy are not a major deterrent for new entrants on both the supply and demand side. Interest in lodging at alternate accommodations (e.g., Airbnb, HomeAway, etc.) resonates across household incomes and generations. With fewer requirements for ride-sharing services than taxi companies, there is a greater supply of riders.

WHEN DINING BECOMES A DESTINATION

Dining out has evolved into an immersive and curated experience, making restaurants as much of a destination as the larger destination itself. Dining establishments, large and small, are creating distinctive feels for their spaces giving them an “only here” feel and in turn an Instagrammable experience for patrons. The curated experience needs to go beyond the visual of the space and into the culinary offerings. (Source: Skift: Travel Megatrends 2017: Dining Out Is the Main Event)

FACEBOOK TAKES TRAVEL MARKETING FROM SCREEN TO SCENE

Facebook isn't asking you to simply “like” your friends' travel photos; they want you to visit those places. Facebook's new mobile travel app now gives users the ability to browse a list of cities their friends have visited, along with recommendations of things to do within each destination. Getting visitors to share their experiences or having them check-in to a specific business is the key for businesses to get added to the curated list. (Source: MMGY: Facebook Launches New Travel Planner App: City Guides)

EXPERIENTIAL TRAVEL MARKETING IS EXPLODING

Experiential marketing—messaging you can touch, feel or view in a physical space—provides destination brands with visible and impactful opportunities to stand out and to be more personal with their traveler targets. There are many ways to interact with visitors to allow them to experience a destination, some that stand out include destination-wide scavenger hunts, music festivals and activations that allow brands to pop-up into someone's everyday life and encourage them to engage with something unique and unexpected. (Source: Mintel)

INFLUENCER TRAVEL

As influencer marketing continues to gain ground with travel brands, knowing how influencers can impact a brand becomes more important. Great influencers understand the importance of authenticity and keeping their audience engaged. Travel brands need to do a better job of engaging with their audience, and collaborating with a like-minded influencer could be mutually beneficial. (Source: Huffington Post: It's time to Bend with the Trends as Influencers and Travelers in 2017)

POCKETWISE TRAVEL

In March 2017, consumer confidence was at its highest level, 125.6 points, since December 2000. Although consumers have expressed greater optimism regarding the short-term outlook for personal income prospects, they've yet to begin acting on the confidence. (Source: The Conference Board)

RESEARCH HIGHLIGHTS

In partnership with Research Now, VSC conducted a multi-wave Brand Lift Study to measure the awareness of advertising and the impact of advertising on the likelihood to visit SLO CAL for leisure.

Wave one of the study was conducted between January 23 and April 7, 2017, with a total of 1,733 surveys completed across six target markets; Los Angeles (500), San Francisco (377), Seattle (167), Las Vegas (201), Phoenix (253) and Denver (235). Qualification criteria included individuals between the ages of 25 and 54 with a minimum household income of \$75,000, who expected to travel in the next 12 months.

KEY FINDINGS IN WAVE 1

FAMILIARITY WITH SLO CAL:



38% have visited SLO CAL in the past

- Of which 92% would visit again

62% have not visited

- Of which 72% would be interested in visiting SLO CAL

LIKELIHOOD TO CONSIDER TRAVELING TO SLO CAL:

- 46% of respondents are very likely to visit SLO CAL in next 2 years
- 34% would be somewhat likely to consider visiting SLO CAL
- Top 2 reasons for unlikelihood to visit SLO CAL were, "don't know enough about the area" and "other destinations are easier to get to"
- 37% of respondents have seen, read or heard some form of advertising for SLO CAL in the past 6 months
- Of which 55% indicated they saw, read or heard about SLO CAL in social media

Wave two of the study is scheduled this summer, with the third wave anticipated to begin late fall of 2017.

MARKETING OBJECTIVES

VSC's marketing program includes three key objectives. Because these objectives operate according to long-term strategy, those outlined for the FY 2017/18 Marketing Plan echo the objectives of the previous year, adjusted accordingly to address current context.

#1 BUILD AWARENESS OF SLO CAL BRAND AND DESTINATION

Leverage the strength of the new brand and the relationships with partners to magnify the reach of San Luis Obispo County

Plan to Achieve: paid media; co-op marketing; earned, owned and social media; sponsorships; travel trade; PR; promotions and partnerships; film commission

Plan to Measure: Brand Lift Study, co-op participation, sponsorship results and media coverage

#2 DEVELOP STRONGER AND DEEPER ENGAGEMENT WITH VISITORS

Work in support of the mission to reach audiences with the highest potential, creating life-long ambassadors and economic growth for the county

Plan to Achieve: website redesign; owned media and social platforms; content development and distribution

Plan to Measure: site visitors; time spent on site; website heat map analysis; cost per non-bounced user; cost per minute of engagement; interactions with social media: followers, impressions, comments, likes and shares

#3 DRIVE DEMAND FOR VISITATION TO THE COUNTY

Deliver an integrated marketing campaign built to reach targets with the highest potential for visitation and that supports activity in other sales channels (Travel Trade, Film Commission, etc.)

Plan to Achieve: paid media; co-op marketing; earned, owned and social media; sponsorships; travel trade; public relations; promotions and partnerships; film commission

Plan to Measure: arrivals in market, revenue per available room (RevPAR) and Transient Occupancy Tax (TOT)

WELCOME TO SLO CAL

This year, VSC launched the new countywide destination brand, SLO CAL. SLO CAL represents and unites the entire county through a new logo, brand promise, still images and video assets, which are incorporated throughout VSC's marketing efforts, including advertising, public relations, social media, the website, digital banners, email marketing and the blog.

SLO CAL establishes a geographical location for the county while at the same time representing its unique pace of life and personality. The new brand evokes feelings of relaxation and the freedom to experience life at your own pace — the SLO CAL way of life.

DRAFT

HOW WE ARRIVED AT SLO CAL

THE RESEARCH

In 2016, VSC conducted multiple research studies to inform the branding process including a Feeder Market Awareness Study (FMS) and a Share of Wallet (SOWS) and Demographic Study, surveying over 2,200 consumers to gauge the awareness and perception of San Luis Obispo County as a tourism destination.

AWARENESS & PERCEPTION

Through these studies, VSC found that the majority of consumers surveyed did not know much, if anything, about San Luis Obispo County or what the county offers to travelers. When compared to competitors with similar attributes, San Luis Obispo County was perceived as not having any advantage over them and lacking in other desired attributes.

COLLABORATION & ASSESSMENT

To overcome the lack of awareness and to capitalize on positive attributes, the consumer research was presented to BCF, VSC's agency of record, to craft a brand that would emotionally resonate with consumers. VSC invited over 900 county stakeholders to interviews and meetings, and used the feedback, in combination with that of the Marketing Committee, Board of Directors, staff and agency to develop brand concepts.

These brand concepts were then shared and tested, both locally and in our key markets, to ensure the final brand and logo accurately represented our destination and effectively engaged potential travelers.

BRAND DELIVERY

On January 23rd, 2017, the new SLO CAL brand and corresponding "Life's Too Beautiful to Rush" campaign was launched with digital banners, social media, native and video communications in our key target markets of Los Angeles, Seattle, San Francisco, Phoenix, Las Vegas and San Diego. The new advertising is highly targeted and optimized to reach consumers most likely to travel to SLO CAL, stay longer and spend more, increasing the impact of tourism on our county's economy.

MOVING FORWARD

Our marketing strategy will continue to focus on expanding the brand presence for SLO CAL; growing awareness of the SLO CAL brand and destination; developing a stronger and deeper engagement with visitors and driving demand for visitation to the county.

We have begun the process of building a new SLO CAL website that will add features for both our tourism partners and consumers.

LIFE'S TOO

BEAUTIFUL

TO RUSH

RAFT



SAN LUIS OBISPO COUNTY
CALIFORNIA

DRAW MARKETS

OVERVIEW

DRAFT

Using the Feeder Market Study, Share of Wallet Study and Brand Lift Study data, VSC analyzed the draw markets based on the following criteria:

MODERATE – LOW AWARENESS

BCF believes the greatest opportunity for growth is to focus on age cohorts who have a lower awareness of the county. In BCF's experience, marketing/advertising best practices indicate that there is greater opportunity at the brand development stage to move the needle from moderate awareness to high, more so than from high to even higher. This practice also exposes the destination to a new set of prospects for message testing.

PROSPECT VERY LIKELY TO VISIT

While the county scores high when combining "very likely to visit" with "somewhat likely to visit," BCF recommends narrowing the focus to those audiences that are "very likely to visit."

TRAVEL SPENDING

Because economic growth and tax revenue are critical for San Luis Obispo County, the recommendation is to focus on those travelers who have a higher propensity to spend more on trips in general or have spent more while visiting the county. BCF analyzed various cross tabs from the SOWS as well as the FMS to develop this position.

FAMILIARITY WITH THE DESTINATION

Prioritizing of geographic markets considered both familiarity with the destination (cited as the reason for travel) and lack of familiarity with the region (cited as the reason for lack of visitation).

AVERAGE ADVERTISING COST

By assessing the size of a potential geographic market, along with average "costs to advertise" for effective penetration, BCF was able to determine the budget allocations required per market to prioritize the media budget allocations to maximum effect.

Note: Because of these qualifiers, we will not be placing media in the Central Valley, leaving opportunities for city-specific marketing.

#1 LOS ANGELES

VENTURA + LOS ANGELES COUNTY

In general, Los Angeles ranks highest of all the geographic markets in awareness and past visitation. In addition, it is a close-in market with a critical mass population from which to draw. Within this geographic market, the target populations are A25–34 and A45–54. The data below illustrates the rationale for selecting these two demographics:

- **AWARENESS:** Los Angeles has the highest initial awareness of all markets; however, A25–34 and A45–54 have the lowest awareness of all cohorts within the Los Angeles market, and rank 10th and 8th respectively among all cohorts measured.
- **LIKELIHOOD OF VISITATION:** Comparatively, Los Angeles scored low on likelihood to visit, with A45–54 ranking 7th and A25–34 falling out of the top 10. However, this lower ranking was mitigated when looking at the other factors contributing to attractiveness for A25–34 (e.g., spending in market, awareness, critical mass of population, proximity).
- **TRAVEL SPENDING:** A45–54 and A25–34 ranked 10th and 3rd, respectively, on the travel spending for the cohort.
- **FAMILIARITY WITH THE DESTINATION:** The A45–54 ranked 4th, and A25–34 ranked 7th in citing familiarity as a reason to visit the destination.
- **AVERAGE ADVERTISING COST:** While high, the cost of advertising in this market is not prohibitive. Given the size of the market, ability to hyper-target within it and relative ease of travel from Los Angeles to San Luis Obispo County, the cost of advertising did not lower the prioritization.
- **OTHER:** Based on past visitor data, we also know that the interests shared by these two groups overlap and perform strongly as points of differentiation for the county:
 - Weather, beaches, dining
 - A25–34 also cited family and quality
 - A45–54 also cited familiarity and wine

SAN FRANCISCO #2

CITY OF SAN FRANCISCO, CONTRA COSTA COUNTY,
ALAMEDA COUNTY, SANTA CLARA COUNTY

San Francisco is another close-in market with a critical mass of population. It ranks second on our list because intent to travel to SLO CAL is the highest compared to the other target markets. We believe there is opportunity to expand brand reach in San Francisco, especially within the selected cohorts of A25–34 and A35–44.

- **AWARENESS:** These two groups ranked lowest (A25–34) and 2nd lowest (A35–44) on prospect awareness among the San Francisco market, while ranking 4th and 10th respectively among all cohorts.
- **LIKELIHOOD OF VISITATION:** As compared to other markets on the whole, the likelihood of visitation is low for the San Francisco cohorts, but within the cohort set, A25–34 ranks 1st and A35–44 ranks 2nd.
- **TRAVEL SPENDING:** For travel spending, A25–34 ranked 4th while A35–44 fell out of the top 10.
- **FAMILIARITY WITH THE DESTINATION:** San Francisco as a whole did not perform well on citing familiarity as the reason for visitation with all cohorts falling out of the top 10 on this metric.
- **AVERAGE ADVERTISING COST:** The cost to advertise to our target in San Francisco is in the high range compared to all the other markets.
- **OTHER:** Interestingly, based on past visitor data, unlike the previous cohorts, these two groups in San Francisco did not have the same kind of overlap in interests in the types of experiences they choose in the county:
 - A25–34 also cited weather, beach, exciting, family, quality
 - A35–44 also cited familiarity, accessibility

#3 SEATTLE

KING + SNOHOMISH COUNTY

Seattle ranks high on the prioritization list and provides an opportunity for expansion should we sufficiently manage to drive demand for an additional flight(s) into the county. The cohorts selected for Seattle are A25–34 and A35–44. Seattle ranks second in lack of prospect awareness on the whole, and within the cohort group we saw that the A25–34 and A35–44 were least aware.

- **AWARENESS:** A35–44 had the lowest awareness of all cohorts, while A25–34 ranked 3rd lowest.
- **LIKELIHOOD OF VISITATION:** A25–34 and A35–44 ranked 1st and 5th, respectively.
- **TRAVEL SPENDING:** A25–34 and A35–44 ranked 1st and 2nd, respectively.
- **FAMILIARITY WITH THE DESTINATION:** The A45–54 ranked 4th and A25–34 ranked 7th in citing familiarity as a reason to visit the destination.
- **AVERAGE ADVERTISING COST:** The cost to advertise is significantly lower than in other target markets given Seattle’s relatively small size.
- **OTHER:** We placed Seattle higher on the prioritization list due to the information gathered from past visitor responses about spending in the county. For past visitors, these two cohorts ranked 1st (A25–34) and 2nd (A35–44) in spending. The other factor that played into Seattle’s ranking was the new direct flight route with Alaska Airlines, which we hope will encourage flights on that route.
 - o Events, weather, family, excitement
 - o A25–34 also cited beach and dining
 - o A35–54 also cited value and quality



DENVER #4

DENVER COUNTY, ARAPAHOE COUNTY, JEFFERSON COUNTY, ADAMS COUNTY, DOUGLAS COUNTY, BOULDER COUNTY, LARIMER COUNTY, EL PASO COUNTY

Denver is another new fly market that provides an opportunity for expansion should we sufficiently manage to drive demand for an additional flight(s) into the county. The cohort selected for Denver is A25–54.

- **AWARENESS:** Denver had the lowest awareness among the six draw markets.
- **LIKELIHOOD OF VISITATION:** As compared to other markets on the whole, the likelihood of visitation is the lowest for Denver.
- **TRAVEL SPENDING:** For travel spending, Denver ranked the second lowest.
- **FAMILIARITY WITH THE DESTINATION:** Denver scored the lowest in familiarity with the destination.
- **AVERAGE ADVERTISING COST:** The cost to advertise in Denver is in mid-to-high range.
- **OTHER:** The obvious factor that played into Denver’s higher ranking was the new direct flight route with United Airlines. Denver area residents look for the following in leisure destinations:
 - o Outdoor recreation, relaxation, exploring new things

#5 PHOENIX

MARICOPA COUNTY

Another fly market, Phoenix, ranks 5th on the prioritization list. Industry data indicates that we can expect travelers coming from fly markets to stay longer. That fact, coupled with data showing that Phoenix ranks 3rd lowest in prospect awareness, justifies Phoenix's position as a target market.

The cohorts selected for Phoenix are A35-44 and A45-54.

- **AWARENESS:** These two groups deliver the lowest awareness (A35-44) and 3rd lowest (A45-54) among all cohorts in Phoenix, with A45-54 in a virtual tie with A25-34 in the market.
- **LIKELIHOOD OF VISITATION:** A35-44 tied for 3rd on likelihood to visit the county. The A45-54 group fell out of the top 10.
- **TRAVEL SPENDING:** Phoenix performed particularly well on this factor, as A35-44 ranked 9th in travel spending, and A45-54 ranked 7th.
- **FAMILIARITY WITH THE DESTINATION:** Phoenix performed poorly on this metric, with each cohort falling out of the top 10.
- **AVERAGE ADVERTISING COST:** The cost to advertise in Phoenix is in the mid-to-high range of the target market list.
- **OTHER:** Referencing past visitor data, we know that the two groups share some similar interests:
 - o Weather, family
 - o A35-44 also cited value, exciting, dining
 - o A45-54 also cited beach

LAS VEGAS #6

CLARK COUNTY

Las Vegas is a fly market, and even though there is more than one flight per day (unlike Seattle) into the region, the general population density/critical mass of the target and the almost 50/50 level of propensity to visit for most of the cohorts resulted in this market's 6th place ranking.

However, there is opportunity in the A25-34 and A35-44 set because both rank relatively well in the likelihood to visit and travel spending categories.

- **AWARENESS:** The A25-34 ranked 2nd in awareness, while A35-44 fell out of the top 10 among all cohorts
- **LIKELIHOOD OF VISITATION:** The A35-44 group ranked highest in likelihood to visit, ranking 6th among all cohorts. A25-34 fell out of the top 10.
- **TRAVEL SPENDING:** The A25-34 was the highest in the cohort set in travel spending, ranking 6th while all other Las Vegas cohorts fell out of the top 10 in this metric.
- **FAMILIARITY WITH THE DESTINATION:** Las Vegas scored particularly low on this metric, and this was the key metric that pushed Las Vegas down in priority.
- **AVERAGE ADVERTISING COST:** The cost to advertise to our targets in Las Vegas is on the lower end.
- **OTHER:** We accounted for the fact that, as previously noted in other fly markets, the propensity to stay longer (and therefore spend more in market) was a factor for Las Vegas's ranking. However, the limitation of three flights a week into the region also factored into the ranking. Past visitor data showed some overlap in desired experiences for these two groups:
 - o Weather, family, beach, dining
 - o A25-34 also cited quality, exciting, wine
 - o A35-44 also cited familiarity

ACTIVE ADVENTURER #1

ACTIVE, MID-HIGH AFFLUENT, EDUCATED,
DEEPLY PASSIONATE EXPERIENCE-SEEKERS

"I keep on the go, but like to plan my travels for outdoor communing. I stay connected to share my travel, experiences and memories, but my real motivation is seeing the world. Breathing salty sea air and eating fresh local foods bring me back to myself and that's why I travel."

PERSONAS + MEDIA CONSUMPTION

Traditional demographics alone are not enough to build a strategic picture of the target audience for VSC. Psychographic segmentation takes the nuance of our targets' lives into account. It goes beyond the household income, age, education level, etc., to uncover the beliefs, motivations, aspirations and lifestyles that will enable us to engage the person, not just the target. Understanding the way the people in the target geographies interact with information about travel and what informs their decisions is a start. The crux of our media strategy is digital, which falls in the top two sources for most prospective respondents across all target markets.

WHAT MATTERS TO THE ACTIVE ADVENTURER?

The Active Adventurer is motivated by a dynamic and participatory lifestyle with a tendency to forge deep and abiding connections with brands and places. Forty-three percent of outdoor consumers have kids at home and are committed to grooming the next generation of outdoor enthusiasts. (Source: Mintel, *Outdoor Enthusiasts-US*, March, 2017)

WHY THE ACTIVE ADVENTURER MATTERS FOR VSC

With green hills, countless miles of hiking and biking trails, great bouldering and an average of 300+ days of sunshine, SLO CAL is paradise for the Active Adventurer. This group fits squarely in our target market, with interests closely aligned to the SLO CAL lifestyle, attributes and products. Prospective visitors to the county are not aware of the outdoor activities and/or do not think them compelling enough to make a trip.

With their interest in outdoor pursuits such as paddle boarding, we expect that 30% will spend \$2,500 or more per trip, while the other 70% spends \$1,000 or more per trip. (Source: FMS and SOWS) The highest numbers come from Seattle (61.5% of adults 25-34 spend at least \$2,500 per trip) and Los Angeles (31% of adults 25-34 spend at least \$2,500 per trip).

THE ACTIVE ADVENTURER AND MEDIA

Social media, the digital space and friends and family are dominant sources of information for this group. For a subset of the persona (GenX and millennial males), TV is also influential, but on-demand and streaming usage limits the effectiveness of broadcast with this group. They're heavy users of mobile and internet; they like to discover the undiscovered and are regularly searching online for events, trips and opportunities to jump into new experiences.

The Active Adventurer persona shares many attributes with the state's Avid Adventurer and Natural Nurturer, implying shared contact with this persona within the sales funnel.

#2 MOM TO THE MAX

SCHEDULED, CONNECTED, AFFLUENT,
TRANSPARENT (THE GOOD AND THE UGLY)

"I want to be in the know, connected and learning from other mothers and their experiences. I want to make my money work harder and last longer. I try to stay on top of cultural trends, especially when it comes to the well-being of my family."

WHAT MATTERS TO THE MOM TO THE MAX?

Family and friends motivate mom. She's highly digital and rarely misses an Instagram post or an opportunity to share her inspirations. Creativity and new trends in home care, family life, decor and travel experiences are top of mind for Mom.

Mom and her partner express an indestructible commitment to their family. She wants it all for herself and her family, but she wants value for her dollar, too.

WHY THE MOM TO THE MAX MATTERS FOR VSC

Mintel's research shows that heritage and culture are Mom's primary travel motivation, thus she demands educational value and authenticity in her family's travel experiences. She and her family are thrilled to take a day trip to the Mission, search for shells on the beach and will take full advantage of local sitters so she and her partner may enjoy the more mature experiences offered in SLO CAL.

Mom to the Max will be traveling with family, which makes it more likely that she'll spend at least \$2,500 in-market. Factors such as family dining, kids' excursions and child care fees contribute to the spend, which she is likely to reach, easily, over a two to three day stay in market.

THE MOM TO THE MAX AND MEDIA

In priority order, the Mom to the Max interacts on: internet, mobile devices, television, radio, print, direct mail, out-of-home product placements and sponsorships. She watches TV, but is more apt to stream that content via Hulu or other platforms where commercials can be blocked; or, when she is watching traditional broadcasts, she uses commercial breaks as time to check work emails or tend to something around the house.

CULTURED CLASS #3

EDUCATED, RISK TAKERS, GRACIOUS,
CONFIDENT, PROFESSIONALS

"I'm never unplugged—a new age renaissance person. I'm always engaged and on the cusp of new trends. Education, music, family, the arts and fine culinary experiences drive me to connect, continue to learn and be the first-to-know in my friend group. I want out-of-the-box experiences. I want to return from a trip renewed, revived and ready to take on the next thing. I demand value when I invest in leisure and relaxation."

WHAT MATTERS TO THE CULTURED CLASS?

The Cultured Class seeks the unexpected and new. They look for experiences that can elevate their lives and connect them to the world in unexpected ways. These are the people who not only want to have the experience for themselves, but who, as trusted advisors to their friends, family and follower groups are invested in sharing new things and encouraging others to join in.

WHY THE CULTURED CLASS MATTERS FOR VSC

The Cultured Class (with annual household income greater than \$100K) is more likely to take vacations (92%). (Source: Nielsen PRIZM data and Mintel Research) The affluent Cultured Classers tend to be older. Four out of five have children, so when targeting the affluent Cultured Class, families (i.e., with young children) need appropriate consideration.

The Cultured Class picks their destinations by researching more than three sources. (Source: Nielsen PRIZM Segmentation) While the majority of the Cultured Class prefers to start planning trips three to four months in advance, this spontaneous generation of travelers is also two to three times more likely than older travelers to start planning within weeks of departure. SLO CAL is the perfect last minute (booking) getaway for our Cultured Class.

Experience, education, culinary expertise and local culture are drivers for this group, and SLO CAL offers a diverse menu of options certain to satisfy their needs. Wine tasting, trips to the Mission and a couple nights stay at a boutique hotel meshes perfectly with our Cultured Class. For these travelers, food and drink is not just an interesting part of their experience, but a major factor that actually drives travel decisions. Indulging in fresh, local culinary culture on a quick getaway or "girls weekend" is highly appealing to the Cultured Class when considering travel to SLO CAL. (Source: 2016 Food Travel Monitor Study)

THE CULTURED CLASS AND MEDIA

They are selective when it comes to media interactions and are the only one of the set where radio (digital and XM) makes the list. The top performers for this group are the internet and mobile.

MEDIA STRATEGY

Our persona-based media strategy focuses primarily on digital executions. We know that consumers are influenced by the web (internet searches, websites) when making travel decisions and that other forms of paid media like print, out-of-home and radio are less influential to them. Our plan is to exploit this preferred channel by building brand awareness and affinity while supporting it with paid search, paid social, owned and earned activity.

Three foundational media strategy pillars:

1. **EFFICIENCY:** the placements are most cost efficient while reaching the most people
2. **TARGETING:** the placements employ the best targeting tactics to reach the campaign's distinct geographic and demographic targets
3. **CONTEXT:** the placements are contextually relevant not only to the campaign's goals, but also to the brand as a whole

As such, VSC focuses on placements that meet two of the three requirements. Once a campaign is planned and bought, the cycle has only just begun. The launch of a campaign is always seen as the testing phase. All placements proposed are reviewed for best performance throughout the life of the campaign, and optimizations are made to ensure the best performance possible. BCF will ensure that the media strategy continually delivers the most significant, targeted consumer impact with strong reach, frequency and CPM/CPC/CPV metrics.

With such a strong focus on running measurable media, VSC & BCF will employ a 100% digital marketing plan focusing on brand and native placements.

We will focus our media flighting in support of the shoulder and low seasons, with 35% of the budget supporting the off-season, running mid-October through mid-November and late January through February. Shoulder support will be split between both fall and spring, with 20% of the budget supporting fall, running September through mid-October. Spring is supported with the remaining 45% of the budget, with the longest flight running late February through mid-May. Budget shares are estimated and subject to change during plan finalization.

Anticipated budget allocations and the tactical approaches to each are outlined on the following pages. However, outside of the co-op funds, we recommend maintaining some budget fluidity within the tactics, in order to shift budget on an ongoing basis based on performance.

PAID MEDIA

PAID SOCIAL MEDIA

(40% BUDGET ALLOCATION)

- Social media is one of the most important tools in our arsenal for building awareness, engagement and consideration for the SLO CAL brand. Social Media is uniquely positioned to deliver both brand awareness and consideration/engagement metrics, more so than any other channel.
- Facebook was the most effective and efficient channel leveraged in FY 2016/17, and as such its budget is doubled going into FY 2017/18.
- Paid Facebook ads and boosted existing posts will be used for content messages on more immediate/urgent opportunities for visitation like promotions, special events and deals.
- VSC will also leverage the impact of Facebook's newest Canvas offering for its storytelling capabilities through videos, still shots and call-to-action buttons.
- Paid Instagram photo, video and carousel ads will be used in a similar way as Facebook's Canvas to move beyond ads to a deeper engagement with our target and deliver our marketing messages through image-based storytelling.

PAID MEDIA

DIGITAL MEDIA ACROSS MARKETS

WEB & MOBILE (30% BUDGET ALLOCATION)

- **TRADITIONAL DIGITAL ADVERTISING** utilizes partners with the ability to target the most relevant consumers, we will deliver ad formats that are proven to engage and that allow us to test effectiveness of message content, elements and placement. These units will be purchased through biddable, exchange-based DSP platforms to control costs, while providing detailed pockets of optimization, which will enable the campaigns to be continually optimized against a cost-per-engaged-user model and cost-per-in-market visitor. Traditional digital will be additionally segmented against prospecting initiatives, to reach new audiences as well as re-targeting strategies to allow for additional, deeper messaging to be delivered to audiences displaying interest in SLO CAL. This tactic is especially relevant to the Seattle and Denver markets where “direct flight” messaging will be critical to establishing the viability of the new routes.
- **NATIVE ADVERTISING** has evolved into one of the most effective forms of paid media. Sold on a cost-per-click basis, native units mimic the natural form and function of the user experience making them more apt to engage the user. As with the traditional digital elements, native will be continually optimized to a cost-per engaged user, however, cost-per-in-market-visitor will not be available due to the technical delivery method of native ad units.
- **CONSUMER TARGETING** strategies will emphasize contextual relevancy with placements on travel, outdoors and culinary websites. In addition to contextual targeting, we will leverage behavioral targeting to include look-alike targeting and past purchase behavior. We will also leverage travel-specific behavioral targeting such as in-market travelers, as well as interest targeting against travel, outdoors and culinary interests
- **SEARCH ENGINE MARKETING** activities will be utilized in support of the VSC brand initiatives in 2018. We will focus on upper funnel search queries specific to regional and local travel (such as, Central California beach vacations, California winery tours and things to do in Central CA) to ensure that the SLO CAL brand and destination reaches consumers when they are actively searching for travel. In addition, beginning in 2018 we will employ city-specific searches in the origin markets of Seattle and Denver.

DIGITAL VIDEO

(15% BUDGET ALLOCATION)

Video advertising is one of the most effective formats available in creating immediate awareness in consumers’ minds. In addition, video ads show the highest level of recall and impact among all formats measured. Leveraging video units to increase awareness in key markets with lower awareness specifically Seattle and Denver, will be critical to establishing a foothold within these markets. Digital video will focus on connected TV. With the rise in usage of streaming devices such as Roku, Fire Stick and AppleTV, cord-cutting is becoming more and more likely for consumers. Recent advances in the ability to reach consumers across a wide variety of streaming networks, such as Hulu, ABC Go, Watch ESPN among many others, connected TV will allow VSC to run “TV-like” advertising in a much more efficient and targeted manner.

CO OPERATIVE ADVERTISING

(15% BUDGET ALLOCATION)

The co-op advertising plan is designed to provide solutions which extend opportunities to the partners that would not be possible on an individual basis and that will provide measurable and tangible results. It will include:

- **IN-FLIGHT MAGAZINES:** We will develop an in-flight magazine program with both American Airlines and United Airlines designed to deliver significant reach among travelers within the key feeder markets for the county. The program will be a cost-effective shared piece which allows participating partners to speak in a singular voice while promoting key attributes of their region.
- **OUT-OF-HOME TAKEOVERS:** We will develop a “mall takeover” in the Seattle market to create awareness of the county within one of our new feeder markets, as established by the recent addition of the Alaska Airlines route to Seattle. The program is designed to allow for maximum visibility for all partners, while providing a clear unifying message among all partners and VSC.
- **NATIVE BRAND PARTNERSHIPS:** We will partner a vendor such as CBS Local, Huffington Post or USA Today to deliver more robust native advertising. This partnership will provide custom-created content, articles, etc., with guaranteed views of the content pieces. By partnering with VSC and sharing costs on these stories, partner expenditures can be reduced by half. We recommend partnering with a publisher which allows for each partner to create content specific to their brand initiatives, while also allowing VSC to support its brand position and create a unifying program among all partners.

MEDIA PLAN



MEDIA FLIGHTS

| MEDIA | BUDGET | JUL | AUG | SEPT | OCT | NOV-DEC | JAN | FEB | MAR | APR | MAY | JUN |
|-----------------------------------|-----------------------------------|-----|-----|------------------|----------|---------|---------------|-----|---------------|-----|-----|-----|
| MARKET | BRAND MEDIA - \$807,500.00 | | | | | | | | | | | |
| LOS ANGELES | \$207,356.50 | | | AUG 14 - SEPT 30 | OCT 1-31 | | JAN 29-FEB 25 | | FEB 26-APR 29 | | | |
| SAN FRANCISCO | \$207,254.26 | | | AUG 14 - SEPT 30 | OCT 1-31 | | JAN 29-FEB 25 | | FEB 26-APR 29 | | | |
| SEATTLE | \$100,796.13 | | | SEPT 1-30 | OCT 1-31 | | JAN 29-FEB 25 | | FEB 26-MAR 31 | | | |
| DENVER | \$99,827.56 | | | SEPT 1-30 | OCT 1-31 | | | | MAR 1-APR 29 | | | |
| PHOENIX | \$78,368.86 | | | AUG 1 - SEPT 30 | | | | | FEB 26-MAR 31 | | | |
| LAS VEGAS | \$64,600.00 | | | AUG 1 - SEPT 30 | | | | | | | | |
| NATIONAL | \$49,296.69 | | | AUG 1 - SEPT 30 | OCT 1-31 | | JAN 29-FEB 25 | | FEB 26-APR 29 | | | |
| VEHICLE | CO-OP MEDIA - \$142,500.00 | | | | | | | | | | | |
| BRAND PARTNERSHIPS | \$50,000.00 | | | SEPT-OCT | | | | | FEB-APR | | | |
| IN-FLIGHT MAGAZINES | \$50,000.00 | | | | | | | | | APR | | |
| OOH - SEATTLE MALL | \$22,500.00 | | | | | | JAN 29-FEB 25 | | | | | |
| CONTINGENCY | \$20,000.00 | | | AUG 1 - SEPT 30 | OCT 1-31 | | JAN 29-FEB 25 | | FEB 26-APR 29 | | | |
| MEDIA TOTAL - \$950,000.00 | | | | | | | | | | | | |

MEDIA SPENDING BY VEHICLE

| MEDIA VEHICLE | COST |
|--------------------|---------------------|
| DIGITAL | \$233,858.14 |
| DIGITAL VIDEO | \$149,520.02 |
| SOCIAL | \$386,506.86 |
| SEARCH | \$37,615.00 |
| BRANDED CONTENT | \$50,000.00 |
| OUT OF HOME | \$22,500.00 |
| PRINT | \$50,000.00 |
| CO-OP CONTINGENCY | \$20,000.00 |
| MEDIA TOTAL | \$950,000.00 |

TRAVEL TRADE

Over the course of the last year, VSC's Travel Trade program has grown substantially, leading to increased awareness, consideration and demand for the SLO CAL product. Targets for Travel Trade include:

- International and Domestic Tour and Travel
- Meeting and Conference
- Individual Travel Agents and Agencies
- Key Industry Association Memberships
- Association and Government Organizations

TOUR AND TRAVEL

Over the next year, VSC will strategically target key international and domestic tour operators to reinforce the SLO CAL product. In the international market, VSC will further leverage their new exclusive contract with the trade and PR firm Black Diamond to expand sales efforts in the UK. Simultaneously, they will utilize partnerships and sales missions with Visit California to grow efforts in China, Canada and Mexico. In addition to participation at stateside trade shows, VSC will attend ITB in Berlin and WTM in the UK for the first time, building upon the sales mission strategy and exposing new markets to SLO CAL offerings.

Coordination of familiarization (FAM) trips will showcase first-hand the unique assets of the county to tour operators. Regional sales missions will focus on international receptive operators based in California, and industry communications highlighting our area will be distributed quarterly to tour and trade operators.

Education is key, and VSC will continue to seek tools and resources to expand members' knowledge and understanding of this important industry sector through market-ready training. VSC also works with in-bound tour operators, contractors and Visit California to train international travel agency staff on the SLO CAL experience, equipping them with the tools needed to sell the destination on it's behalf. The international and domestic tour and travel market is a long-term investment and brings unlimited potential for business in shoulder and off-peak seasons in San Luis Obispo County.

MEETING AND CONFERENCE

VSC will continue to target corporate, association and government meeting planners, focusing on the key feeder markets of the San Francisco Bay Area, Sacramento, Los Angeles and Orange County. By utilizing strategic partnerships and optimizing sponsorship opportunities, the team will create enticing meeting and conference packages and pitches, and use these to establish awareness at key trade shows (e.g., MPI, CalSAE and GBTA).

Quarterly sales missions into feeder markets and a meeting and conference specific FAM will be coordinated to expose meeting planners to the VSC product. Building upon last year's efforts, VSC will create awareness for SLO CAL, positioning it as an accessible and unique destination for meetings and conferences.

Additionally, the new Customer Relationship Management (CRM) system and meetings area of the website will make enticing, informing and communicating with planners more effective. Easily delivering and tracking leads, referrals and sales for members will provide a tangible benefit with more in-depth, actionable information and increasing opportunities for conversion.

FY 2017/2018 TRAVEL TRADE CALENDAR

| FY Q1 | | | FY Q2 | | |
|---------------------------------|------------------------------|----------------------|-------------------------------|---|---------------------------------|
| July | August | September | October | November | December |
| TRADE SHOWS | | | | | |
| | Going on Faith 22-24 Ohio | | IMEX 10-12* Las Vegas, NV | WTM 7-9 London, England | CalSAE TBA* |
| | | | CA RV Show 6-15 Pomona, CA | Connect Pacific Northwest 30 Seattle, WA | NTA 14-18 San Antonio, Texas |
| SALES MISSIONS & FAM | | | | | |
| | | | Visit CA Canada | | |
| | | Northern Cal* M&C | | Southern Cal* T&T | |
| PARTNER / MEMBER | | | | | |
| | | | Packaging Party | | |

| FY Q3 | | | FY Q4 | | |
|---------------------------------|---|--|------------------------------------|------------------------------------|------|
| January | February | March | April | May | June |
| TRADE SHOWS | | | | | |
| | Smart Meetings Northern CA TBA | Connect CA TBA | Smart Meetings Northwest TBA | IPW 19-23* Denver, CO | |
| | World AG Tulare, CA | ITB 7-11 Berlin, Germany | Smart Meetings Colorado TBA | VRMA Western 26-27 Portland, OR | |
| | GoWest Summit 16-19 Salt Lake City, UT | MPINCC - Expo 27* San Francisco, CA | | | |
| SALES MISSIONS & FAM | | | | | |
| | Visit CA Mexico | | Visit CA China | | |
| | | Northern Cal* Sales M&C | | Southern Cal* Sales T&T | |
| | | | Black Diamond Mission* | M&C FAM* | |
| PARTNER / MEMBER | | | | | |
| | | Packaging Party | New Member Mixer | | |

* Co-op Opportunity

EARNED MEDIA + PUBLIC RELATIONS

VSC is actively researching public relations firms and preparing to distribute a request for proposals (RFPs) with the goal of contracting a firm for the coming year. As the onboarding and planning process takes shape with the new firm, some activities may change, however the core of VSC's earned media program is expected to remain intact.

AN UPDATED, BRANDED PRESS KIT A new brand means the need to have a new way to communicate key message points to targeted media. Based on changing industry trends and the need for continuous updates, this will be developed as a digital document and will include current news and story ideas, along with background information and facts on SLO CAL.

PROACTIVE PITCHING VSC will leverage lifestyle and travel trends, new products and compelling experiences to showcase SLO CAL stories to a targeted list of media, writers and publications based on the research-driven personas VSC targets in paid and owned media. The pitch calendar, to be developed with the new PR Firm, will enable a regular, strategically-driven schedule of media outreach to targeted publications. Select pitches will also be translated into foreign languages and shared with international press.

MEDIA FAMILIARIZATION TRIPS VSC will host both domestic and international writers for firsthand experience with a range of activities, accommodations and attractions relevant to their readership. Vetting media independently and through Visit California, VSC will work with DMOs and member partners throughout the county to host targeted, highly qualified media.

DESK-SIDE BRIEFINGS Meeting with members of the media to showcase the destination and pitch story ideas in person has been highly effective in growing awareness of SLO CAL through media in major markets, such as New York City, as well as in the CA markets of Los Angeles, San Francisco and the Central Valley. VSC will schedule meetings with national and international media when in market for media events.

VISIT CALIFORNIA MEDIA RECEPTIONS The VSC public relations team will participate in Visit California Media receptions in Los Angeles, San Francisco, New York and other markets (TBD) where dozens of writers congregate to learn about California travel and hear SLO CAL pitches.

TRACKING The new PR firm will provide increased tracking of public relations and earned media publications about SLO CAL. The new CRM will enable VSC to efficiently communicate these stories to members and partners, while also tracking the quality and value of the articles.

LOCAL MEDIA While driving demand for SLO CAL travel experiences is at the top of the list for the VSC earned media team, the value in sharing VSC news, developments and programs with the local community cannot be overlooked. VSC will conduct regular outreach to local and regional media to inform the local public of the organization and to keep the importance of tourism top-of-mind for both residents and community leaders.

CRISIS COMMUNICATIONS While never pleasant, crisis communications are an essential piece of the VSC earned media toolkit. VSC will maintain and update their crisis communication plan, while also following through with the current incident response plan for the Highway 1/Pfeiffer Canyon Bridge closure as construction progresses and the road reopens. VSC will continue to update and share critical information and communication tools for partners throughout the rebuilding process.

OWNED MEDIA

ONLINE BRAND DELIVERY

The new SLO CAL brand platform will be used across every visitor touch point, from paid media and public relations activities to the county's owned channels, including SLOCAL.com. VSC is currently in the process of developing a brand-new website with the leading destination marketing website company, Simpleview, Inc.

This new brand hub will be content- and consumer-driven, leveraging the latest technology, dynamic storytelling and data-driven construction to deliver the ultimate user experience. From vacation inspiration to trip-planning utility, every aspect of the travel consideration and conversion journey will be addressed, including the continued partnership with Booking.com, to drive demand for the county. VSC will be constantly improving the user experience on the site, including the look, feel and navigation, encouraging visitors to increase their engagement time. The site is expected to launch in the fall of 2017.

USER-GENERATED CONTENT PLATFORM – CHUTE

VSC will bring SLO CAL to life in another new way on SLOCAL.com by utilizing a user-generated content platform, powered by Chute. Social media is a huge part of interacting and engaging with consumers to grow awareness. Through sourcing and acquiring rights to UGC, visitors to the website will be able to interact with the SLO CAL brand quickly and easily. From the homepage to the lodging page, Chute will allow consumers to be inspired at nearly every touchpoint of the website experience.

SLO CAL INFLUENCER PROGRAM

Influencers are a huge trend in social media and allow a brand to reach a normally inaccessible consumer base. By engaging with local and out-of-market influencers, the SLO CAL story will be told through new and unique lenses. These influencers will exemplify certain aspects of the SLO CAL personas.

QUARTERLY PROMOTIONS

While VSC has utilized a monthly, themed calendar to produce and strategize social content in the past, our owned media strategy will evolve in order to better serve our personas and target markets. VSC will continue to participate in and organize Restaurant Month in January and promote California Wine Month in September. VSC has allocated funds to procure four major giveaway packages that enhance the message being served at that time.

STRATEGY DRIVEN CONTENT

Monthly recurring blog posts will center on our research-driven target personas with features such as perfect pairings, SLO CAL crafted, Cultured Class, Active Adventurer and Mom to the Max. This content is designed to be evergreen and to convey authentic stories, useful facts and travel inspiration. It will be published on SLOCAL.com and distributed through our owned and paid channels, as well as serve as story ideas for earned media.

PARTNERSHIPS

The county will engage with strong regional and national brand partners to elevate the new brand through mutually beneficial marketing and promotional activities. Ultimately, the goal is for the county, the partner and the consumer to find value such that:

- Consumer loyalty to one brand is extended to another
- Both partners are able to expand reach and enter into new markets and/or segments
- Marketing costs are reduced (or less than they would be if the partners attempted the activity on their own)
- Visitors and consumers find value in the partnership

PARTNERSHIP OPPORTUNITIES

VSC is currently working on co-branding partnership opportunities with local and national brands. Such strategic marketing partnerships will enable VSC to amplify the SLO CAL brand through content creation, influencers and promotions by leveraging strong online engagement with more established partner brands. These co-marketing agreements build awareness through strong reach and add authority through key target personas.

PROMOTIONAL PARTNERSHIPS

SAVOR—A SAN LUIS OBISPO COUNTY EXPERIENCE

Partnering with area businesses, VSC has developed a branded, traveling destination experience, SAVOR—A San Luis Obispo County Experience, to promote the county at food, wine and lifestyle events in key markets. This event-within-an-event experience features SLO CAL activities; chefs and restaurants; local foods; and craft industries, such as wineries, breweries, farms, etc. The ongoing effort was installed at the San Diego Bay Wine + Food Festival in November 2016 and the Seattle Wine and Food Experience in February 2017. VSC continues to seek opportunities to expand the brand installation in new markets and events, as well as to add new partners.

ALASKA + SEATTLE

With the new direct route from Seattle to San Luis Obispo, VSC worked with Alaska Airlines and the San Luis Obispo County Regional Airport to develop marketing activities surrounding the new route launch. Paid, earned and owned marketing efforts were deployed in the Seattle metro area. VSC partnered with Visit Seattle to cross-promote the two destinations through giveaways and social media. VSC also worked with local businesses, DMOs, wine associations and Alaska Airlines to promote the Wine Flies Free program to grow awareness and support participation in the service.

UNITED + DENVER

The new nonstop flight from Denver to San Luis Obispo presented another opportunity for partnerships. VSC worked with the San Luis Obispo County Regional Airport and Denver International Airport, along with other partners, to celebrate the launch of the new flight in both Denver and SLO CAL, including an in-terminal party with Central Coast foods, wine and *Life's too beautiful to rush* gift bags before boarding.

AMGEN TOUR OF CALIFORNIA

VSC was a key sponsor for the 2017 AMGEN Tour of California in San Luis Obispo County. With a start in Pismo Beach, the tour circled through SLO CAL and finished in Morro Bay. SLO CAL was a major feature of the race on national and international broadcasts. VSC invested \$50,000 to bring these race events to SLO CAL and received print, digital and international broadcast marketing as part of the sponsorship package. Additionally, the incredible race footage showcased the beauty of SLO CAL to millions of viewers throughout the world.

STRATEGIC PARTNERSHIPS

VISIT CALIFORNIA

Visit California is a nonprofit organization with a mission to develop and maintain marketing programs that, in partnership with the state's travel industry, keep California top-of-mind as a premier travel destination. VSC has continued to cultivate its relationship with Visit California. President & CEO Chuck Davison is a member of Visit California's Research Committee, and VSC participates in many Visit California industry events, keeping VSC top-of-mind with Visit California's staff and partners. This has directly led to many tour operator FAM and media FAM leads, along with other special opportunities.

CENTRAL COAST TOURISM COUNCIL (CCTC)

This regional tourism promotion entity attracts international tour groups and media visits to SLO CAL. VSC partners with the Central Coast Tourism Council on several media visits each year, and VSC President & CEO Chuck Davison is a board member of the CCTC, ensuring SLO CAL is well represented. DMOs within the county are also very active in the CCTC, and together, this greater SLO CAL representation will help guide the future of the CCTC as they embark on strategic planning process this year.

CALTRAVEL

CalTravel is the unified voice of California's travel and tourism industry, protecting and enhancing the interests of California travel and tourism through advocacy, collaboration and education. VSC attends the annual CalTravel Summit each spring and supports CalTravel's proactive TID advocacy plan to defend its funding resources and continue to move the needle for the county tourism industry.

BRAND USA

Brand USA leads the nation's global marketing effort to promote the United States as a premier travel destination. VSC partnered with Brand USA on a multi-channel program in Canada that included an Expedia landing page focused on driving lodging rooms. VSC continues to work with Brand USA as a national partner in tourism.

FILM LIAISONS IN CALIFORNIA STATEWIDE (FLICS)

The San Luis Obispo County Film Commission is a proud partner of FLICS. VSC attends the Film in California Conference (organized by FLICS) and takes advantage of the various opportunities FLICS offers throughout the year for film commissions to broaden their reach statewide and nationally.

U.S. TRAVEL

U.S. Travel is the leading force that grows and sustains the travel industry, and protects the freedom to travel. VSC is a participating member.

DESTINATION MARKETING ASSOCIATION INTERNATIONAL (DMAI)

DMAI is the global trade association for official destination marketing organizations, providing cutting-edge educational enrichment and networking opportunities. VSC attends DMAI's CEO Summit, CMO Summit and annual conference for networking, partnership development and education.

DESTINATION MARKETING ASSOCIATION OF THE WEST (DMA WEST)

DMA West is a regional membership organization of more than 145 DMOs. As a participating member of DMA West, VSC regularly utilizes their online resources & educational summits.

LOCAL PARTNERSHIPS



SAN LUIS OBISPO COUNTY REGIONAL AIRPORT

VSC continues to serve as a strategic partner to the San Luis Obispo County Regional Airport to attract visitors. American Airlines added an evening flight from the San Luis Obispo County Regional Airport to Phoenix.

After years of discussion with Alaska Airlines, new air service from San Luis Obispo to Seattle began in April 2017. Similar efforts with United Airlines brought direct service to Denver in June 2017. These new flights are big wins for SLO CAL tourism and are essential to the effort to bring more regional flights to target markets.



CALIFORNIA POLYTECHNIC STATE UNIVERSITY (CAL POLY), SAN LUIS OBISPO

VSC partnered with Cal Poly on several opportunities, including the Poly Parents' Adventures previously noted. VSC President & CEO Chuck Davison is a member of the Local Economic Development Committee on Cal Poly's President's Council of Advisors.



ECONOMIC VITALITY CORPORATION (EVC)

The EVC is a regional nonprofit, economic development organization committed to developing a vibrant and sustainable economy throughout VSC. The President & CEO of VSC chairs the Uniquely SLO Cluster group, advocating additional air service and working with the business community to promote the lifestyle that tourism creates in San Luis Obispo County. EVC President Mike Manchak was integral in the development of VSC's Strategic Plan as part of the planning team.

LOCAL DMOS + ASSOCIATIONS

VSC continues to work with the seven DMOs within San Luis Obispo County and has representation from them, the area wine associations and other key tourism marketing groups on our Marketing Committee. The VSC Marketing Committee meets monthly and also held the first Annual VSC Marketing Retreat this spring to help guide the marketing and media plans for FY 2017/18.

FILM SLO CAL



VSC will continue to develop and promote the countywide Film Commission, or Film SLO CAL (FSC), inviting productions for television, feature and documentary films, product shoots, etc. to work in San Luis Obispo County. FSC will continue to seek new opportunities for partnerships to promote SLO CAL as the ideal film production destination.

FSC will activate a new annual site manager familiarization tour in conjunction with the SLO Film Festival, hosting a group of site scouts and managers on a tour of the county's location assets. FSC will conduct proactive outreach to targeted leads from past productions, and identify new opportunities and markets at the same time. Regular outreach and promotion will grow in the coming year through in-person meetings, trade shows, e-newsletters and film industry advertising.

Seeking opportunities for collaboration and support within SLO CAL will continue to be a major focus of FSC, as well as bringing together film permitting professionals in the county and partnering with the SLO Film Festival to enhance and promote their event. The county will also continue its vibrant and effective partnership with Film Liaisons in California Statewide (FLICS) in order to access filming professionals at conferences, educational symposia and other industry events.

The new SLOCAL.com will also bring a new FilmSLOCAL.com, which will provide a hub of information, inspiration and resources for those considering SLO CAL for their film location. Making initiatives more effective and efficient, FSC will also utilize the CRM to manage leads, monitor and strengthen relationships and to communicate with destination and location partners.

- What's New -**VSC Joins VCA Mexico and Canada CEO Mission**

On May 22-25, Visit SLO CAL's President & CEO, Chuck Davison, joined a delegation of senior industry leadership and elected officials on a momentous Visit California CEO Mission to deepen ties and reaffirm our industry's commitment in Mexico and Canada, the state's biggest international visitation drivers. Visit California organized the mission around its "All Dreams Welcome" campaign, in response to the national political climate and global economic factors impacting international travel.

**VSC Attends VCA Silver Anniversary Celebration**

On May 3, Chuck Davison and VSC Vice President of Marketing, Brooke Burnham, attended Visit California's Silver Anniversary Celebration in Sacramento, CA, along with Paso Robles Mayor Steve Martin and several members of the SLO CAL tourism community, including VSC Board Chair Jay Jamison. Special guests included California Governor Jerry Brown, who recognized the importance of tourism to the state's economy. This event also provided an opportunity to collaborate with Visit California on the communication strategy surrounding the closure of Highway 1.

VSC Continues Highway 1 Communication Efforts

With the recent setback on efforts to re-open Highway 1, VSC has pivoted from a short-term to a long-term strategy, working with Monterey County, Visit California and the Central Coast Tourism Council to unify consumer messaging and advocacy efforts. We are relentlessly sharing the message that SLO CAL is open for business, and engaging the international and tour sectors to bolster this message, while also encouraging local support of our North Coast partners who are directly affected by the closure.

**AMGEN Tour of California Races Through SLO CAL**

On May 16, professional riders geared up for Stage 3 of the AMGEN Tour of California, which started in Pismo Beach, traveled through the County, ending in Morro Bay. This countywide opportunity was made possible through Visit SLO CAL's \$50,000 sponsorship of the event. The sponsorship package included two 30-second commercials on NBC Sports and an online 15-second video, among other promotions. The event provided two hours of live international television coverage of the county on NBC Sports, reaching an audience of 11.3 million. Kudos to our partners, the Pismo Beach CVB and City of Morro Bay, for making this event such a success.

SLO CAL Magazine Spread Hits Seatbacks on Alaska Airlines

In the May issue of Alaska Airline's Beyond in-flight magazine, readers found a 7-page paid placement story about SLO CAL! In collaboration with 6 SLO CAL destinations, VSC placed this spread to feature unique experiences and activities throughout the county. The publication, and the SLO CAL spread, appears on all Alaska flights, including the new Seattle flight to and from the SLO County Regional Airport.

**Renew Your Membership Today**

Visit SLO CAL is now reaching out to current and inactive members to renew their membership for the FY2017-18. For more information, contact Pam Roberts, Membership and Travel Trade Sales Coordinator, at Pam@SLOCAL.com.



Featured in King 5 Evening Magazine: McIntock's at SLO Farmers Market (left) and Elephant Seals in San Simeon (right).



- Trending -

Media

- Travel Weekly: CA tourism officials propose alternative routes with Pfeiffer Canyon Bridge closed <http://bit.ly/2s2l3bN>
- King 5 Evening Magazine: Must-see spots in SLO County <http://kng5.tv/2rz20UX>
- King 5 Evening Magazine: 6 must-do things in SLO CAL <http://kng5.tv/2sQvGea>
- Matador Network: 8 Things That Will Surprise You About Arroyo Grande <http://bit.ly/2qXuG7m>
- Matador Network: Escape the City in Pismo Beach <http://bit.ly/2sEoUZA>
- Matador Network: Morro Bay: The Perfect Spot to Ignite Your Senses <http://bit.ly/2qXjAz9>

Public Relations

- Petite Fute (Nelly Jacques):
- Billiger-mietwagen.de (Maggie Gernatowski):

Travel Trade

- Tour and Travel Sales Mission: July (Los Angeles) – *co-op opportunities available (\$300)*

SLO CAL Attends VCA San Francisco Media Event

On May 16, Visit SLO CAL representative Kylee Corliss attended the Visit California San Francisco Media Reception. The event hosted 80 media with outlets including the San Francisco Chronicle, the Bay Area News Group, AFAR, Sunset, Via and Smart Meetings. The event also attracted some major SF-based international media.



Film SLO CAL Attends Film in California Event

In partnership with FLICS (Film Liaisons in California), each year Film SLO CAL has the opportunity to attend the Film in CA event held at CBS Studios in Los Angeles. This year, Film SLO CAL representative Kylee Corliss was able to meet with representatives from Paramount and Disney, as well as location managers who work on features, commercials and TV series, to promote SLO CAL as a filming location.



VSC Hosts UK Travel Trade FAM in SLO CAL

On the heels of a successful sales and PR mission in the UK and Ireland, VSC hosted nine top travel agents and product managers from UK and Ireland in SLO CAL on May 17-19. They experienced several communities along Highway 1, wine tasting at Paso Robles, dinner in Morro Bay and at the SLO Farmer's Market, and even enjoyed a bonfire at the Oceano Dunes. The FAM was organized through our UK partners at Black Diamond.



**VISIT SLO CAL
WEB ACTIVITY**

| | |
|--|---------|
| SESSIONS: | 305,084 |
| UNIQUE VISITORS: | 182,207 |
| PAGE VIEWS: | 461,690 |
| AVG. PAGE VIEWS/VISIT: | 1.51 |
| AVG. TIME ON SITE: | 0:59 |
| TOTAL ORGANIC TRAFFIC: | 45,232 |
| % OF ORGANIC: | 15% |
| MOBILE SESSIONS: | 273,399 |
| MOST VISITED EVENT PAGE: | |
| ARROYO GRANDE STRAWBERRY FESTIVAL (894 VIEWS) | |
| TOTAL BLOG VISITS: | 35,697 |
| MOST SHARED BLOG: 2017 SUMMER CONCERT GUIDE (66 SHARES) | |

**VISIT SLO CAL
SOCIAL MEDIA ACTIVITY**

| | | |
|---|------------------|-------------------|
| FACEBOOK | | |
| LIKES: | 22,198 | NEW: 1,498 |
| TOT. IMPRESSIONS: | 8.5M | |
| HIGHEST ENGAGEMENT: | | |
| SHARESLO MADE THRILLIST'S LIST AS THE BEST SMALL TOWN IN CA (1345 ENGAGEMENTS) | | |
| MOST REACTIONS: HEY COLORADO!...LET US HELP YOU CREATE YOUR BEST SLO CAL ITINERARY (475 REACTIONS) | | |
| | FOLLOWERS | NEW |
| TWITTER: | 7,163 | 95 |
| 28.2K IMPRESSIONS | | |
| TWEETS: 7,151 | | |
| PINTEREST: | 701 | 0 |
| PINS: 791 | | |
| INSTAGRAM: | 13K | 1K |
| POSTS: 1,105 | | |

VISITOR GUIDE DIST.

| | |
|------------------------------|--------------|
| WEB DOWNLOADS: | 156 |
| GUIDES DISTRIBUTED: | 849 |
| TOTAL: | 1,005 |
| THIS MONTH IN SLO CAL | |
| SUBSCRIBERS | 35,674 |
| OPENS: | 5,937 |
| CLICK-THROUGHS: | 955 |
| THIS WEEK IN SLO CAL | |
| CIRCULATION: | 915 |
| MOST CLICKED LINK: | |
| STR REPORT | |

April 2017 vs April 2016 Lodging Statistics (STR, Inc.)

| Current Month - April 2017 vs April 2016 | | | | | | | | | | | | |
|--|-------|------|--------|--------|--------|--------|--------------------------------|------|--------|----------|------------|-----------|
| | Occ % | | ADR | | RevPAR | | Percent Change from April 2016 | | | | | |
| | 2017 | 2016 | 2017 | 2016 | 2017 | 2016 | Occ | ADR | RevPAR | Room Rev | Room Avail | Room Sold |
| Atascadero, CA+ | 78.2 | 66.7 | 121.78 | 118.93 | 95.17 | 79.31 | 17.2 | 2.4 | 20.0 | 20.0 | 0.0 | 17.2 |
| Cambria, CA+ | 77.1 | 73.9 | 172.67 | 170.64 | 133.17 | 126.04 | 4.4 | 1.2 | 5.7 | 5.8 | 0.1 | 4.6 |
| Morro Bay, CA+ | 73.1 | 67.7 | 131.11 | 123.69 | 95.82 | 83.72 | 8.0 | 6.0 | 14.5 | 14.6 | 0.1 | 8.1 |
| Paso Robles, CA+ | 78.6 | 74.4 | 139.27 | 139.03 | 109.47 | 103.49 | 5.6 | 0.2 | 5.8 | 5.8 | 0.0 | 5.6 |
| Pismo Beach, CA+ | 77.0 | 73.2 | 172.84 | 158.88 | 133.14 | 116.25 | 5.3 | 8.8 | 14.5 | 14.5 | 0.0 | 5.3 |
| San Luis Obispo, CA+ | 80.4 | 72.5 | 149.96 | 145.67 | 120.56 | 105.62 | 10.9 | 2.9 | 14.1 | 14.1 | 0.0 | 10.9 |
| San Simeon, CA+ | 61.4 | 61.8 | 122.78 | 121.50 | 75.43 | 75.04 | -0.5 | 1.1 | 0.5 | 0.5 | 0.0 | -0.5 |
| Five Cities+ | 76.2 | 72.5 | 165.09 | 152.94 | 125.80 | 110.87 | 5.1 | 7.9 | 13.5 | 13.5 | 0.0 | 5.1 |
| North Coast+ | 70.2 | 68.2 | 151.22 | 148.50 | 106.21 | 101.34 | 2.9 | 1.8 | 4.8 | 4.9 | 0.1 | 3.0 |
| North County+ | 78.5 | 72.4 | 134.65 | 134.11 | 105.68 | 97.07 | 8.4 | 0.4 | 8.9 | 8.9 | 0.0 | 8.4 |
| South County+ | 78.2 | 72.5 | 157.75 | 149.51 | 123.33 | 108.39 | 7.8 | 5.5 | 13.8 | 13.8 | 0.0 | 7.8 |
| San Luis Obispo County | 76.6 | 71.3 | 149.33 | 143.76 | 114.33 | 102.53 | 7.3 | 3.9 | 11.5 | 11.5 | 0.0 | 7.4 |
| Santa Barbara/Santa Maria | 79.8 | 74.5 | 193.13 | 176.23 | 154.07 | 131.25 | 7.1 | 9.6 | 17.4 | 21.2 | 3.2 | 10.6 |
| Monterey/Salinas | 73.8 | 71.9 | 184.26 | 188.49 | 135.90 | 135.51 | 2.6 | -2.2 | 0.3 | -0.0 | -0.3 | 2.3 |
| California | 76.9 | 76.5 | 157.43 | 155.20 | 121.04 | 118.71 | 0.5 | 1.4 | 2.0 | 3.0 | 1.1 | 1.6 |

SOURCE: STR, INC. REPLICATION OR OTHER RE-USE OF THIS DATA WITHOUT THE EXPRESS WRITTEN PERMISSION OF STR IS STRICTLY PROHIBITED.

Executive Overview

SEO Overview

SEO Activities Completed Last Month:

- * Monthly SEO strategy call and report.
- * Google Analytics check; no unusual activity noted.
- * Crawl error review; 3 corrections.
- * Pulling year over year data.
- * Optimized new blog posts.
- * Quarterly site speed review.
- * Heat map results over to client.
- * Continued work on the advanced sitemap for the new website.

Organic Traffic Overview:

Organic sessions increased almost 26% over last year. Some high-traffic pages with the best year-over-year organic growth were: Our Area by 26%, Home by 38%, Pismo Beach (Community) by 662%, Mother's Day Activities in SLO County by 38%, Morro Bay by 34%, Pismo Beach Activities by 169%, Paso Robles by 319%, Hearst Castle by 253%, and 2016 Arroyo Grande Strawberry Festival to Feature 45 Great Music & Dance Groups press release 1,248%.

Other Notes:

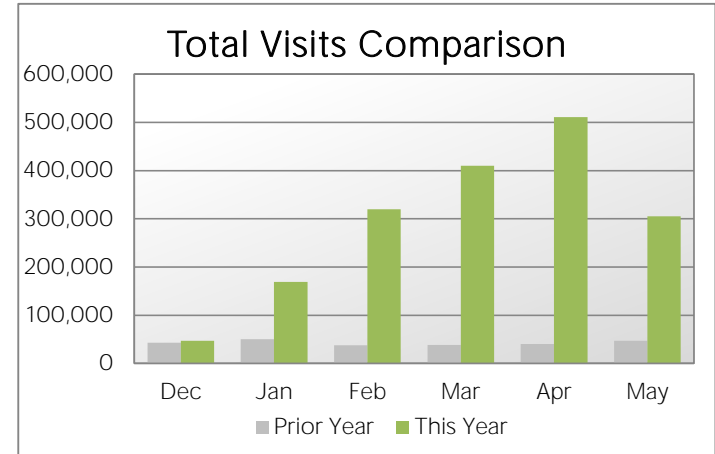
- * Total sessions increased by 550%, users increased by 363% and pageviews increased by 248%.
- * The Blog home page received 282 pageviews last month.
- * The entire blog received 35,697 pageviews last month.

Industry Averages

| Engagement Metrics | Industry Average | Your Website | | % Difference |
|---------------------------------|------------------|--------------|---|--------------|
| Total Pages Per Visit: | 2.25 | 1.51 | ● | -48.68% |
| Total Average Visit Duration: | 0:02:03 | 0:00:59 | ● | -108.29% |
| Total Bounce Rate: | 54.61% | 81.38% | ● | 32.90% |
| Organic Pages Per Visit: | 2.26 | 2.93 | ● | 22.81% |
| Organic Average Visit Duration: | 0:02:03 | 0:02:12 | ● | 6.90% |
| Organic Bounce Rate: | 53.07% | 48.31% | ● | -9.86% |

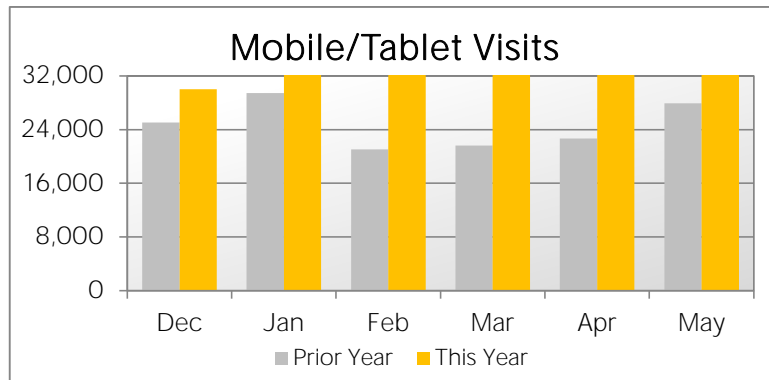
Total Traffic Overview:

| | Dec | Jan | Feb | Mar | Apr | May |
|-------------------------------|---------|---------|---------|---------|---------|---------|
| Visits: | 47,186 | 169,053 | 319,761 | 410,064 | 510,628 | 305,084 |
| Unique Visitors: | 37,616 | 114,725 | 198,300 | 207,036 | 268,867 | 182,207 |
| Bounce Rate: | 46% | 77% | 84% | 83% | 83% | 81% |
| Pageviews: | 147,724 | 290,378 | 444,105 | 572,584 | 715,222 | 461,690 |
| Avg Pageviews Per Visit: | 3.13 | 1.72 | 1.39 | 1.40 | 1.40 | 1.51 |
| Avg Time on Site: | 0:02:30 | 0:01:21 | 0:00:54 | 0:01:02 | 0:01:04 | 0:00:59 |
| Total Organic Search Traffic: | 36,317 | 34,513 | 26,398 | 35,934 | 42,459 | 45,232 |
| % of Traffic Organic Search: | 77% | 20% | 8% | 9% | 8% | 15% |
| Entry Pages From Search: | 1,703 | 1,803 | 1,846 | 1,659 | 1,639 | 2,230 |

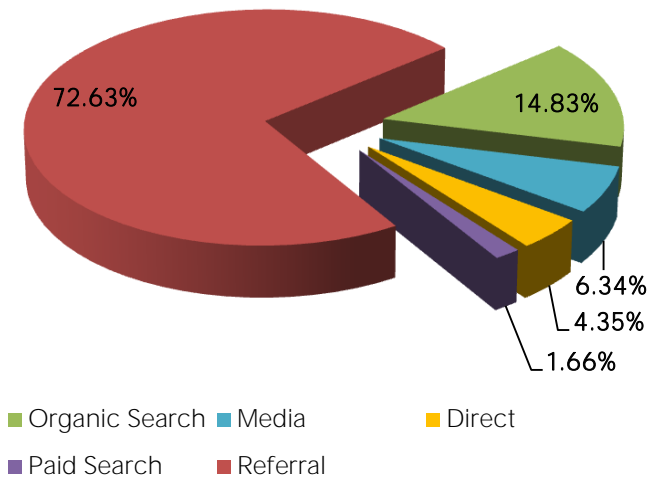


Mobile/Tablet SnapShot: *Please note that there are some issues with the graphs that are being corrected.

| | Dec | Jan | Feb | Mar | Apr | May |
|-------------------|---------|---------|---------|---------|---------|---------|
| Visits: | 30,008 | 138,355 | 274,931 | 361,798 | 462,948 | 273,399 |
| % of visits | 64% | 82% | 86% | 88% | 91% | 90% |
| Bounce Rate: | 48% | 82% | 86% | 84% | 84% | 85% |
| Pageviews: | 85,929 | 198,783 | 355,074 | 472,630 | 613,137 | 366,864 |
| Avg Time on Site: | 0:02:08 | 0:01:07 | 0:00:51 | 0:01:01 | 0:01:03 | 0:00:49 |



Traffic Sources



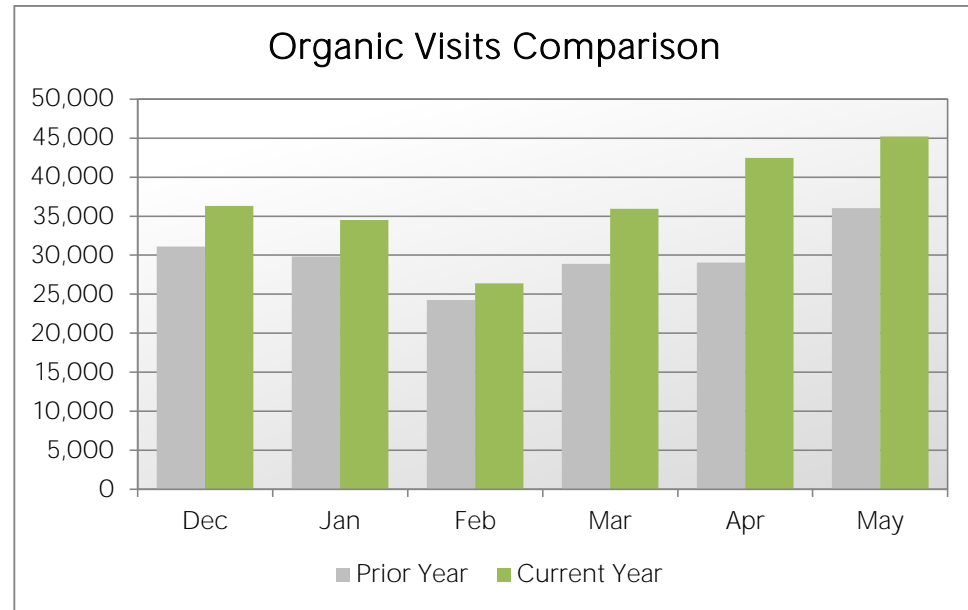
Organic Search Traffic:

| Organic Traffic | | % of Total Site Traffic |
|-----------------|--------|-------------------------|
| Visits | 45,232 | 14.83% |

| Organic Engagement Compared to Site Engagement | | |
|--|---------|---------|
| Pageviews Per Visit | 2.93 | 93.47% |
| Avg. Time on Site | 0:02:12 | 123.74% |
| New Visits | 78.05% | 61.43% |
| Bounce Rate | 48.31% | -40.64% |

| Search Engine | Visits | Percent |
|---------------|--------|---------|
| google | 42,792 | 94.61% |
| yahoo | 1,354 | 2.99% |
| bing | 1,055 | 2.33% |
| aol | 13 | 0.03% |
| ask | 12 | 0.03% |
| msn | 3 | 0.01% |

| Exact Keyword | Visits | Percent |
|----------------------------|--------|---------|
| (not provided) | 44,669 | 98.76% |
| san luis obispo events | 19 | 0.04% |
| san luis obispo | 16 | 0.04% |
| lake lopez | 8 | 0.02% |
| slo events | 8 | 0.02% |
| morro bay | 6 | 0.01% |
| san luis obispo california | 6 | 0.01% |
| san luis obispo county | 6 | 0.01% |
| slocal | 5 | 0.01% |
| events in san luis obispo | 4 | 0.01% |



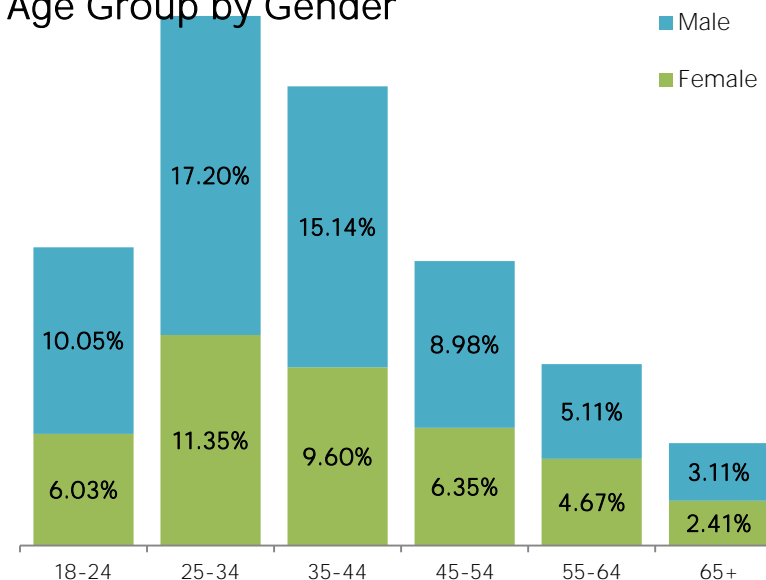
| Landing Page | Visits | Percent |
|---|--------|---------|
| /events | 6,608 | 14.61% |
| / | 4,759 | 10.52% |
| /community/pismo-beach | 1,479 | 3.27% |
| /media/press-releases/505 | 1,262 | 2.79% |
| /profile/402/lake-lopez-recreation-area | 1,102 | 2.44% |
| /community/morro-bay | 1,056 | 2.33% |
| /our-area | 842 | 1.86% |
| /community/paso-robles | 763 | 1.69% |
| /events?page=1 | 684 | 1.51% |
| /hearst-castle | 665 | 1.47% |

Demographics & Interests

Affinity Categories:

| Top 10 Affinity Categories | Visits |
|-------------------------------------|--------|
| Shoppers/Value Shoppers | 77,493 |
| Cooking Enthusiasts/30 Minute Chefs | 72,478 |
| Family-Focused | 66,890 |
| Fast Food Cravers | 66,629 |
| Do-It-Yourselfers | 66,393 |
| Outdoor Enthusiasts | 60,595 |
| Mobile Enthusiasts | 56,688 |
| Movie Lovers | 55,192 |
| TV Lovers | 54,508 |
| Green Living Enthusiasts | 54,331 |

Age Group by Gender



Other Categories:

| Top 10 Categories | Visits |
|---|--------|
| News/Weather | 42,385 |
| Arts & Entertainment/Celebrities & Entertainment News | 34,400 |
| Internet & Telecom/Service Providers/Phone Service Providers | 26,691 |
| Arts & Entertainment/TV & Video/Online Video | 19,086 |
| News/Sports News | 17,697 |
| Food & Drink/Cooking & Recipes | 15,382 |
| Travel/Air Travel | 14,810 |
| Internet & Telecom/Mobile & Wireless/Mobile Phones | 14,218 |
| Internet & Telecom/Mobile & Wireless/Mobile Phones/Smart Phones | 12,864 |
| Jobs & Education/Education/Colleges & Universities | 12,695 |

Affinity Categories broaden the scope to identify users in terms of lifestyle; for example, Technophiles, Sports Fans, and Cooking Enthusiasts. These categories are defined in a similar way to TV audiences, and represent an opportunity to understand the behavior of your audience.

Other Categories are used to classify groups of users based on the specific content they consume, along with how recently and frequently they consume that content. This category data provides a more focused view of your users, and lets you analyze behavior more narrowly than Affinity Categories.

* Per Google

Top Content:

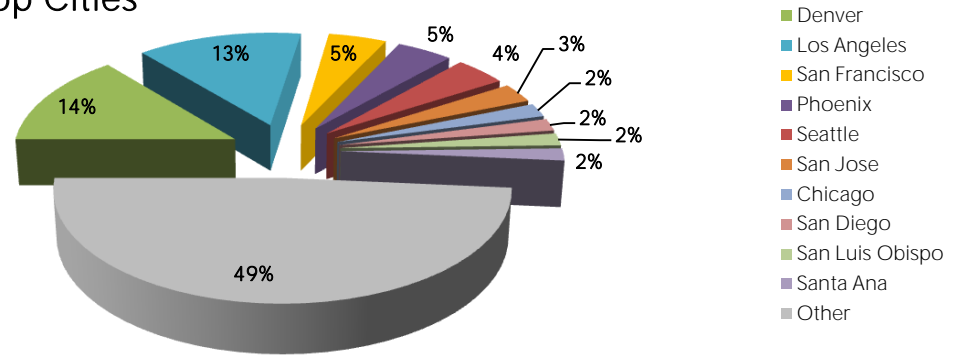
| Top Landing Pages | Entrances |
|--|-----------|
| /activities/all/beaches?page=all | 45,228 |
| /flights | 42,690 |
| /activities/all/surfing | 36,795 |
| categories[1]=atvs&categories[2]=beaches&categories[3]=bikin | 31,144 |
| /lodging/all/retreat_camps_and_rvs | 21,137 |
| egories[1]=performing_arts&categories[2]=childrens_museum | 19,449 |
| &categories[2]=lunch&categories[3]=dinner&categories[4]=nig | 17,011 |
| /events | 7,523 |
| / | 7,228 |
| /wine-country | 5,446 |

| Top Content Pages | Pageviews |
|--|-----------|
| /activities/all/beaches?page=all | 51,632 |
| /flights | 48,362 |
| /activities/all/surfing | 41,482 |
| categories[1]=atvs&categories[2]=beaches&categories[3]=bikin | 35,431 |
| /lodging/all/retreat_camps_and_rvs | 25,136 |
| egories[1]=performing_arts&categories[2]=childrens_museum | 21,824 |
| &categories[2]=lunch&categories[3]=dinner&categories[4]=nig | 19,179 |
| /events | 12,991 |
| / | 12,783 |
| /wine-country | 6,559 |

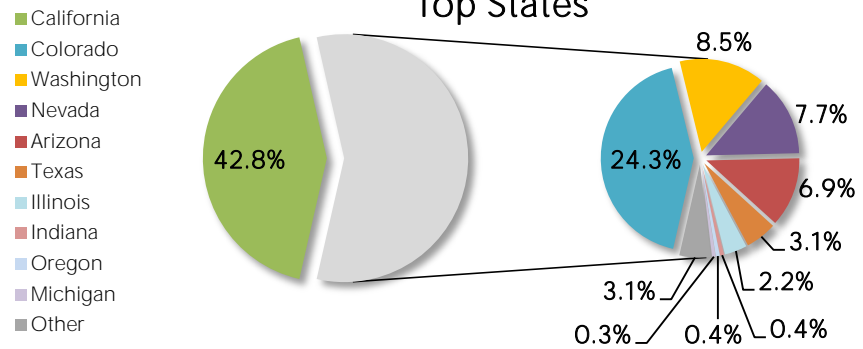
| Top Exit Pages | Exits |
|---|--------|
| /activities/all/beaches?page=all | 44,523 |
| /flights | 42,012 |
| /activities/all/surfing | 36,049 |
| /activities/search?search=true&categories[0]=air_adventures&c | 30,457 |
| /lodging/all/retreat_camps_and_rvs | 20,962 |
| /activities/search?search=true&categories[0]=art_galleries&cate | 19,182 |
| /dining/search?categories[0]=breakfast&categories[1]=brunch& | 16,666 |
| /wine-country | 5,405 |
| /just-your-speed/ | 5,229 |
| / | 4,670 |

Geographic:

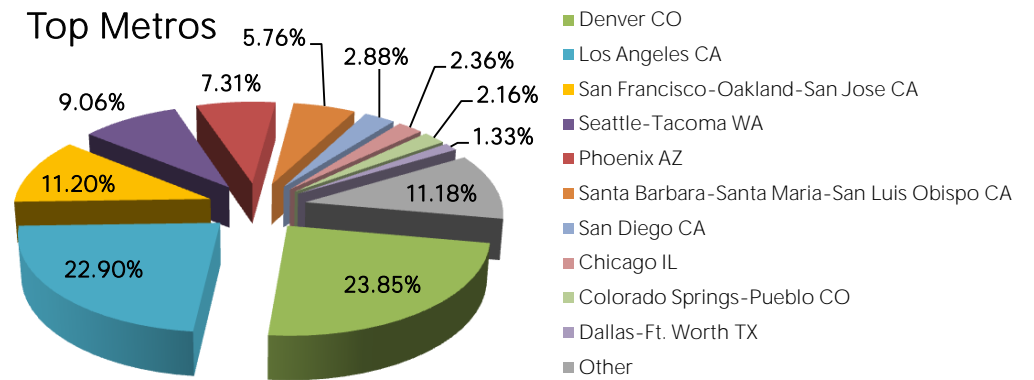
Top Cities



Top States

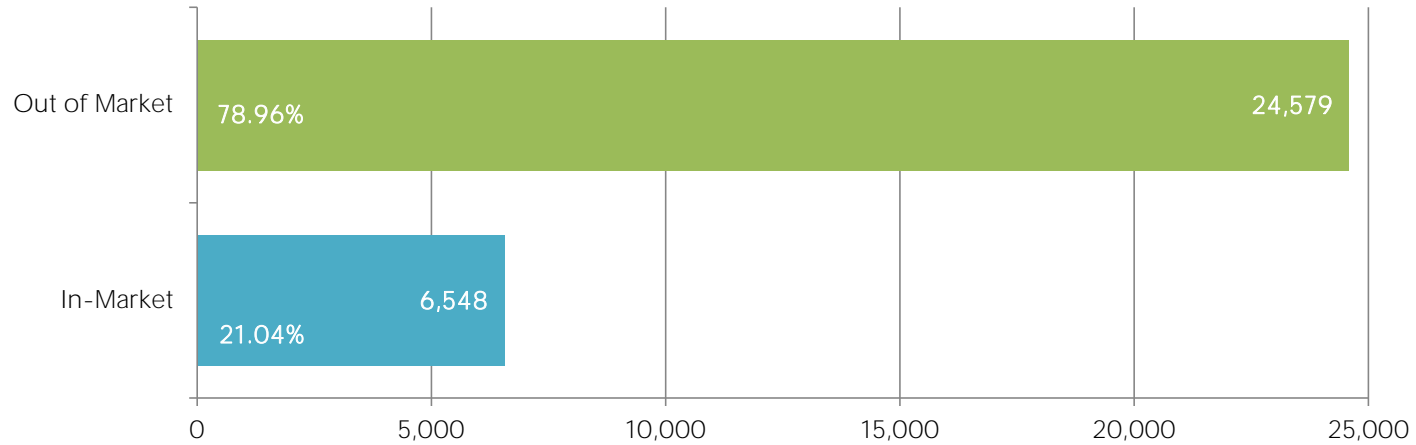


Top Metros

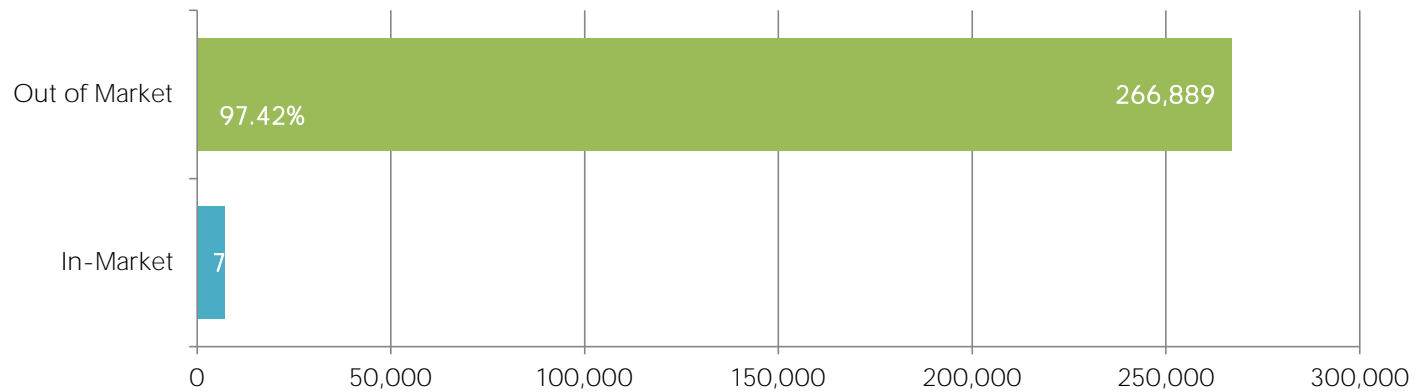


In-MarketVsVisitor:

Desktop Visits



Mobile/Tablet Visits



*Please note that there are some issues with the graphs that are being corrected.