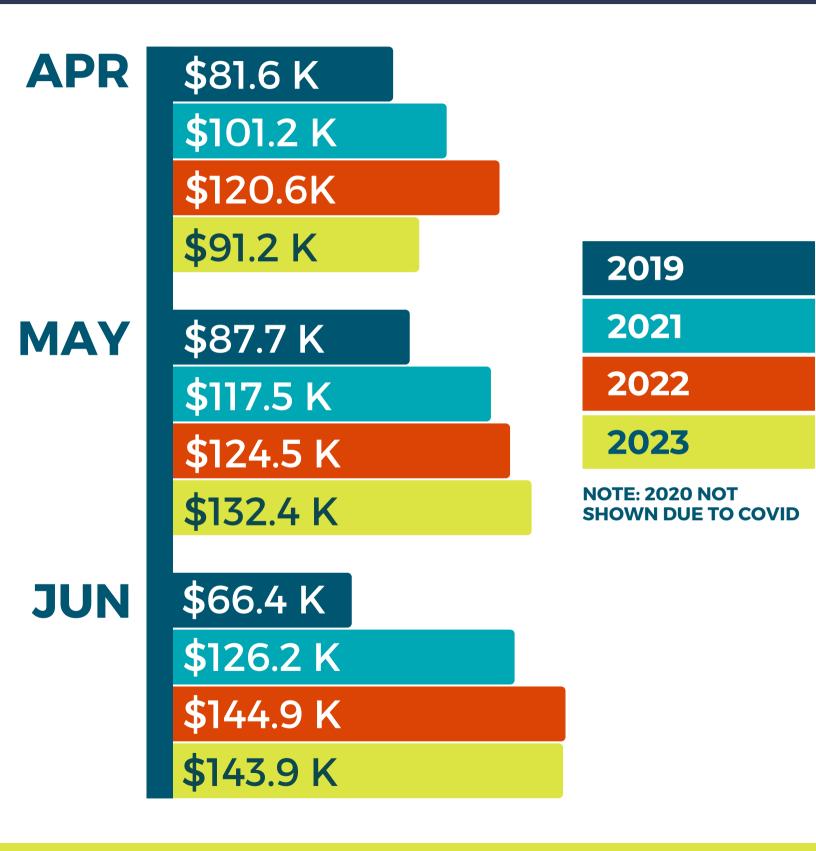
TRAVEL **OUARTER 4 2023** (APR-JUN)



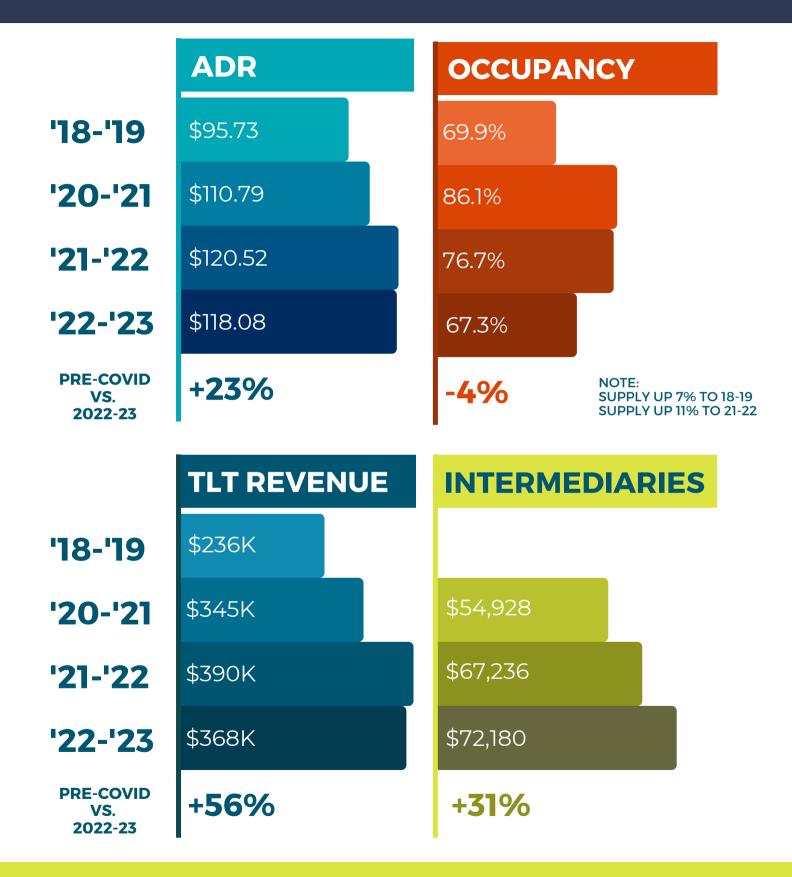
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TRANSIENT LODGING TAX APRIL-JUNE 2023

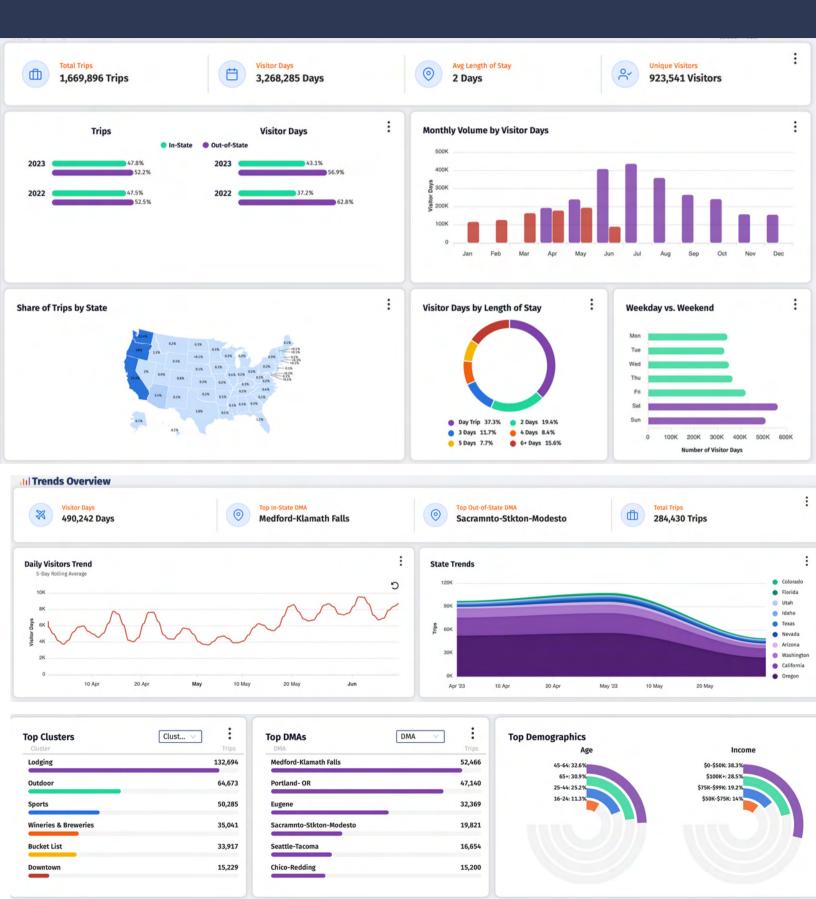


TOURISM TRENDS APRIL-JUNE 2023



)23-2(6 Str	2023-26 Strategic Goals	oals					Mechand	oroli
		ш	EXTERNALL	LLY FOCUSED				INTERNALLY FOCUSED	USED
Q	- ***	(٢			
TOURISM PROMOTION Promote Medford as a premier destination through various advertising and marketing channels aimed at increasing demand for overnight leisure tourists and visitors.	N I premier Various Keting creasing creasing ors.	VISITOR SERVICES Create genuine, exciting and unexpected experiences by connecting with travelers through friendly and engaging programs at high touchpoint locations.	ing and nees by velers ngaging chpoint	EVENT PROMOTION Enhance the overall visitor experience through promotion, giveaways and event support to expand existing events and/or to attract new events that would provide activities for both day and	N visitor omotion, upport to a and/or to a and/or to th day and	DESTINATION DEVELOPMENT Improve destination appeal and serve as a convener for improved partner collaboration to further advance strategic tourism-related programs, products and venues.	IN NT peal and improved o further m-related d venues.	ORGANIZATIONAL SUSTAINABILITY BUSTAINABILITY Develop a stable organization by diversifying long-term and sustainable revenue sources, utilizing tools and resources to educate stakeholders and the community about the role of a robust Destination	ITY ITY ization by m and ses, utilizing eachcate ommunity Destination
	CTATILE		статис	CTD ATECIC COALS	ers, & ctatiic	STBATECIC COALS	СТАТИС	Management Organ	zation.
	214105	SIKALEGIC GOALS	SIAIUS	SIKAIEGIC COALS	SIAIUS	SIKALEGIC GOALS	SURIS	SIKALEGIC GOALS	SUALUS
Update Visitor Guide & Brochure	20%	 Increase Traffic to Visitor Information 	%0	 Secure & Promote New & Existing Events 	%0	 Elevate Sports Tourism through Your Sportground 	50%	 Finalize Strategic Planning 	50%
Content		Centers				brand		2. Expand Brand	%0
Implement Public Relations Strategy	75%	 Open Visitor Information Center at Rogue X 	25%	2. Have a Presence at More Community Events	%0	 Leverage Partnership with SOSC to Increase Sports/Recreation Opportunities 	%0	Wear program 3. Incorporate Advertising Media Kit	%0
Develop a Content & Editorial Calendar	%0	 Expand Visitor Engagement Programs 	%0	3. Expand Heart of the Rogue	%0	3. Further Develop & Syndicate	14%	4. Capitalize on Available Grants	40 %
Increase		4. Update		Festival		know Your Kole M Program		5. Create	
Heart of the Rogue™ brand	%0		20%	4. Create Giveaway & Inventory Management	%0	4. Unite Regional Collaboration Efforts & Dartnorchine	%0	Onboarding Documents for Internal & Community Education	%0
Conduct Market Research & Advertising Effectiveness to Determine Best Use of TLT Funds	25%					5. Advance DEI & Accessibility Opportunities to Foster a	%0	6. Develop & Execute Industry Communication Plan	%0
						Welcoming Destination		7. Develop Universal Reporting Dashboard	25%

MEDFORD MARKET VISITATION Q4 2023 | SOURCE: DATAFY



PRINT ADVERTISING REPORT





Leave it all behind for a long weekend in Southern Oregon visiting the Nation's deepest lake and Oregon's only National Park—Crater Lake.

Fill your cup back up with the eclectic offerings of the Rogue Valley's natural wonderland and world-class wine region.

Come see why Wine Enthusiast Magazine named the Rogue Valley Top 5 Global Wine Destination.

Medford is the heart of the Rogue Valley and r launchpad to discovering all that Southern Oregon has to off



WWW.TRAVELMEDFORD.ORG | @TRAVELMEDFORD

ORD website to learn n



EXPLORE THE BOUNTY OF THE HEART OF THE ROGUE

From outdoor rafting adventures to being named one of the top 5 global wine regions in the world by Wine Enthusiast, Medford has you covered.

Maximize your adventure when you Travel Medford.

@travelmedford www.travelmedford.org



MEDFORD IS YOUR GATEWAY AND LAUNCHPAD TO CRATER LAKE NATIONAL PARK



DIGITAL ADVERTISING REPORT APRIL-JUNE 2023

- Sojern Direct Booking Campaign (results below)
- Expedia Direct Booking Campaign (results on next page)
- FOX Live Streaming Your Sportground Commercials
- Portland Monthly Retargeting Campaign
- 425 Media Digital Awareness Campaign
- Travel Oregon Sponsored Article and Retargeting Campaign
- Bend Magazine Digital Oregon Wine Month Campaign
- Datafy Oregon Wine Month Campaign

SOJERN SNAPSHOT

ECONOMIC IMPACT REPORT

Campaign: Travel Medford Spring 2023 Campaign Flight Dates: Apr 01, 2023 to Jun 30, 2023 Reporting Dates: Apr 01, 2023 to Jun 30, 2023

Post-Impression Travel Summary

How many travel events did the campaign drive to Medford, OR?

	Flight Search	Total Events 2,884	Total Travelers 1,344	H	Lodging Search	Total Events 693	Total Travelers 641	Stays 1,675
	Flight Booking	243	313	- <u></u>	Lodging Booking	175	201	292
Event Type		Total Events	Tot	al Travelers	Avg. Lead Times In	n Days	Avg. Length of §	Stay In Days
Flight Search		2,884		1,344	47.36		3.59)
Flight Booking	9	243		313	33.86		4.58	3
Lodging Search Lodging Booking		693		641	641 29.62 201 23.71		2.46 1.63	
		175		201				
Car Search		253		121	40.81		6.26	
Car Booking		53		49	21.36		7.57	
Rail/Bus Searc	h	1		1	1.00			
Vacation Sear	ch	1		4	24.00		9.00)
Grand Total		4,303		2,674	27.72		3.59	
	Tota	al Events		Total Travelers	3	ŀ	lotel Night Stays	
Total Bookings		471		543			292	



Confirmed Total Travelers x Avg. Spend Per Traveler = Total Est. Traveler Spend

464,808.00 USD

ROAS (Return On Ad Spend)

Total Est. Traveler Spend / Media Spend = ROAS

30.99 :1 USD

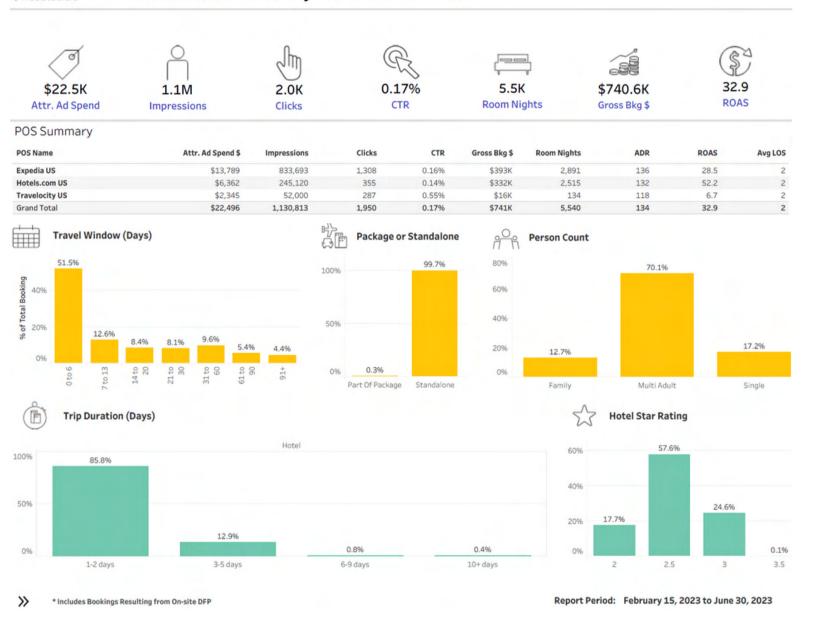
() SOJERN

DIGITAL ADVERTISING REPORT APRIL-JUNE 2023

EXPEDIA REPORT SNAPSHOT

expedia group⁻
* media solutions

Performance Summary For Travel Medford



expedia group.

media solutions



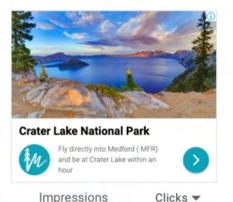
GOOGLE AD REPORT(SEM) APRIL-JUNE 2023

WHAT IS SEM?

SEARCH ENGINE MARKETING

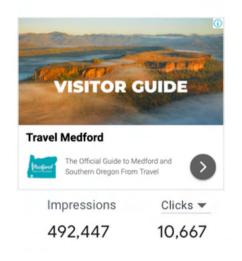
Search engine marketing is a form of internet marketing that involves the promotion of websites by increasing their visibility in search engine results pages primarily through paid advertising.

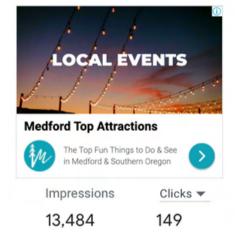
SEM SPENDSclicksimpressionscost per clicktotal spend195K14.6M\$0.29\$56.2K



1.888.924

24.297





Oregon's National Park | Crater Lake | Medford, Oregon Lodging Ad www.travelmedford.org/Crater_Lake

Medford is the heart of the Rogue Where anchored by Crater Lake to the North. Check off the Rogue Valley Bucket List to maximize your Southern Oregon vacation Wine Country Map · Crater Lake Guide · Map of Medford + Rogue · Rogue Valley Bu... Destinations: Swimming in Crater Lake, Hiking Crater Lake, Lodging Crater Lake

Driving the Rim Hotels near Crater Lake Swimming in Crater Lake Hiking Crater Lake

TOP CONTENT

- CRATER LAKE
- VISITOR GUIDE
- EVENTS

TRAVEL MEDFORD ENEWSLETTER Q4 2023

APRIL NEWSLETTER PERFORMANCE

sent 17657		Open Rate			Click Rate 5.5%		0
	Original	Resend	Total		Original	Resend	Total
Opens	6166	1526	7692	Clicks	693	204	897
Sent	17657	10684	28341	Did Not Open	10251	8987	19238
Bounces	1240	171	1411	Unsubscribed	44	25	69
Successful Deliveries	16417	10513	26930	Spam Reports	7	6	13
Desktop Open Percentage			93.2%	Mobile Open Percente	ge		6.8%

MAY NEWSLETTER PERFORMANCE

16535	Open Rate 38.2%		Click Rate 1.9%		
Opens	5876	Clicks			
Sent	16535				
Bounces	1165		Unsubscribed		
Successful Deliveries	ful Deliveries 15370		Spam Reports		
Desktop Open Percentage	96.1%	Mobile Open Percente	ige		









Medford



1

Indiage your senses and celebrate the art of winemaking during Oregan Wine Munkt in the beenftaking Rogeny Uklicy. Immerce youred in the vibrant wine country of Southern Oregan, where rolling vincyards and migration mortains create a pictureage backdong for undegetable experiences. Throughout the mosth of May, you'll have the opportunity to sourch the register's remained wines, where gassistant witemates, and sourch are register to remain of May. Source and the source of you're a same one coupling or a curitous novice, Oregan Wine Month in the laret of the Rogenty Promises in enclosuing journey frequency exquisite vincyards, charming tability results, and an ambiance that captures the true spirit of wine courts.



THE ROGUE VALLEY SPRING BUCKET LIST

hether you're seeking an outdoor adventure, cultural experiences, or just a relaxing getaway, the Rogue Valley has it all.





Whether you're seeking adventure, relaxation, or a mixture of both, the Rogen Vally has somendhing for everyone to enjoy this summer: With a piether of activities and experiences availing your discovery, it time to make the most of this season filled with immersive events, outdoer excursions, and warmer wenther. Tajoy a lessurely stroll through Medford's vibrant Domathware Ilisative District, filled with charmersive events, outdoer galleries, and cory cafes and dor't miss the chase to embate on a thrilling ruling adventue along the locatic Rogen River. The leart of the Rogen²⁴ beckons you to embrace the warmth of the summer sun and create chershed memories to lata a lifetime.



TAKE ME TO ROGUE MUSIC FEST!

SOUTHERN OREGON GOLFERS PARADISE GIVEAWAY

Calling all golf enthusiasts! Swing into an unforgettable golfer's paradise in the Heart of the Rogae". Experience pristine fairways, breathaking views, and top-notek courses that will challenge and delight you. Don't miss out on this summer's ultimate giveaway!

JUNE NEWSLETTER PERFORMANCE

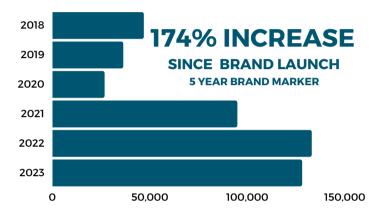
Desktop Open Percentage	95.2%	Mobile Open Percentage	4.8%
Successful Deliveries	19823	Spam Reports	11
Bounces	1381	Unsubscribed	93
Sent 21204		Did Not Open	12513
Opens	7310	Clicks	393
21204	36.9%	2%	
Sent	Open Rate	Click Rate	(i)

WEBSITE REPORT APRIL - JUNE 2023



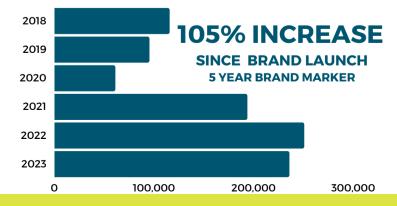
WEB TRAFFIC 3.7% DECREASE Q4 YOY

2023: 127,877 2022: 132,798 2021: 94,643 2020: 26,551 2019: 36,130 2018: 46,668



UNIQUE PAGEVIEWS 5.7% DECREASE Q4 YOY

2023: 236,099 2022: 250,350 2021: 193,264 2020: 60,767 2019: 94,984 2018: 115,231

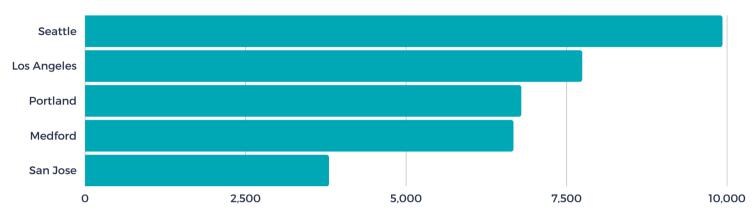


WEBSITE REPORT APRIL-JUNE 2023

WEBSITE DEMOGRAPHICS

Website demographics are the demographics of users who have initiated at least one session on the Travel Medford website. They are captured in the area that they initiate the interaction.

USER BY CITY LOCATION



CALIFORNIA USERSHIP

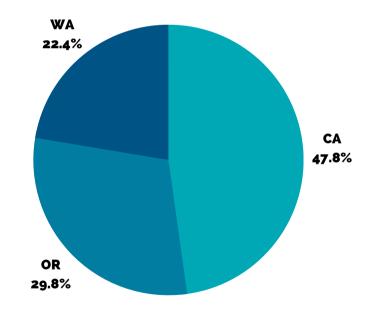
Usership from California has decreased by 5% with the primary audience coming from Los Angeles, San Jose and Sacramento.

OREGON USERSHIP

Usership from Oregon has decreased by 18% YOY with the primary audience coming from Portland.

WASHINGTON USERSHIP

Usership from Washington has increased by 28% YOY with the primary audience coming from Seattle.





over 60 percent of users are over the ge of 35



Referral is coming from Facebook 78%

of users are tapping into Travel Medford via their mobile device

13

WEBSITE REPORT APRIL-JUNE 2023



TOP 5 PAGES VIEWED

- **1.Crater Lake**
- 2. Things to Do
- 3. Events
- **4. Regional Attractions**
- **5. Table Rocks**

TOP 4 BLOGS VIEWED MOST VIEWED BLOGS



THE ROGUE VALLEY SPRING BUCKET LIST

Spring is a beautiful season to explore this charming city nested in the heart of., Read More Dring, Fibling, Guides & Tours, Jethoats, Lakes & Rivers, National Park, Oustoor Activities, Oustoor Adventure, Sport, Things to Da, Trails, Wine, Winey



8 CRATER LAKE RIM SPOTS THAT WILL WOW YOU

The bluest, deepest, and purest lake in America lies in Medford's backyard. Oregon's only national park... Read More American, Faustie Trails, Lake & Rivers, National Park, Dudoor Adverture.



TOP 4 SPOTS TO GO HIKING THIS SPRING With spring right around the corner, it's the perfect time to hit the tr

With spring right around the corner, it's the perfect time to hit the trails!
The... Read More
Family, Dudoor Adventure, Sports, Things to Do, Trails



3 TASTING ROOMS TO VISIT THIS SPRING There is a lot to taste and see when it comes to when in the Bosue. B

More Family, Jacksonville, Tasting Room, Things to Do, Wine, Wine Bar, Wine Tours, Winery



FACEBOOK ORGANIC

FACEBOOK PAID

FOLLOWERS 34,825	INCREASE 5.4%	RESULTS	cost per click \$0.68
POST LINK CLICKS	INCREASE 23.4% Paid DECREASE 36.4% Organic	IMPRESSIONS	TOTAL SPEND

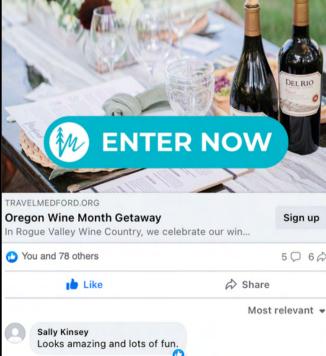
Due to Meta's year of intense legal scrutiny over their information sharing and privacy violations., the Meta algorithm has changed significantly.. For example, Facebook is no longer allowed to track links off Facebook. Therefore Facebook is not showing posts to followers that include off-site links unless they are paid posts.

Organic reach has been declining in Facebook due to similar algorithm changes, meaning organic is not being shown to your full follower feeds. Average organic posts is shown to less than 20% of followers. Lower reach results in lower engagement. This means that if we want to count engagement as a measurable KPI, than we can only count paid engagement.

Our KPIS for social media going into 2023-2024 will be reevaluated within the new algorithm lanes.

LEADS CAMPAIGN FINAL UPDATE





Heather McGraw

OREGON WINE MONTH

60 DAY RUN SUBMISSIONS

8,481 LEADS GENERATED FROM 47 STATES

TOP SUBMISSION STATES

- CA TOTAL = 3,102
- WA TOTAL = 1,727
- OR TOTAL = 1,226
- AZ TOTAL = 705

PARTICIPATION FROM 47 STATES (ALL BUT MAINE, WEST VIRGINIA, AND RHODE ISLAND.)

OREGON WINE MONTH WINE WEEKEND GETAWAY

A Lead Generation Campaign and sweepstakes to win a wine weekend in 2023 for four people.

DETAILS

Run Dates: April 1, 2023-May 31, 2023 Winner Selected: June 1, 2023 Redemption: 2023

MARKETING PLAN:

- Enews Letter
- Website Banners
- Travel Oregon Newsletter Banner
- Travel Oregon Retarget Digital Campaign Travel Medford SEM
- Travel Medford Social Organic & Paid
- Chamber Business Review
- Sojern& Madden
- Bend Magazine (Digital)

PACKAGE INCLUSIONS

- 2 Rooms for 2 Nights at Medford hotel of choice
- Bravo Wine Tour for four to wineries of choice
- Rogue Picnic for four at winery of choice
- Meal vouchers 4x
 Wolcome Base 4x
- Welcome Bags 4xRogue Valley Zipline Tickets 4x
- Craterian Certificate 4x

PUBLIC RELATIONS EARNED & ORGANIC MEDIA APRIL-JUNE 2023





Portland



TRAVEL MEDFORD WINS SIX AWARDS

KDRV, June 2023

Travel Medford has a total of six Hermes Creative Awards, ranking in platinum and gold displayed near the front desk of the office. "We don't start out these projects thinking of awards," Holmes said. "We start out by making sure that we're promoting the community the right way and then all the effort and dedication that goes into it."

Read More

10 AMERICAN WINE REGIONS THAT DESERVE MORE RECOGNITION

VinePair, May 2023



Rogue Valley is both the southernmost and highest-elevation AVA in Oregon. The region's climate is uniquely impacted both by its proximity to the Pacific Ocean and its placement at the intersection of **three mountain ranges**: the Cascades, the Coast Range, and the Klamath Mountains. Due to the variable climates and soils throughout the region, you can find a wide range of **warm-climate wines** from grapes such as Merlot, Tempranillo, Malbec, and Syrah.

Read More

THE ROGUE VALLEY IS WINE WITH EVERYTHING COUNTRY

Portland Monthly, May 2023

May is **Oregon Wine Month** and in Southern Oregon's **Rogue Valley**, the celebration signals not only bud break in the vineyards but the start of a summer season filled with outdoor adventure, wine tasting, music and art.

Read More

TOASTING THE ROGUE VALLEY

Bend Magazine, April 2023

Whether you're a seasoned **wine connoisseur** or simply want to explore a new region while enjoying excellent add-on **activities for the entire family**, here are ten reasons why the **Rogue Valley** should be on your must-visit list.

Read More

7 UNIQUE EXPERIENCES THE WHOLE FAMILY WILL LOVE IN THIS TOP GLOBAL WINE DESTINATION

.....

Travel Awaits, April 2023

Rogue Valley Wine Country in southern Oregon was recently named a top global wine destination by Wine

Enthusiast and Forbes magazines. It is easy to see why with all the area has to offer. Winemakers and farmers love the microclimates and terroir that allow more than 70 different varietals to thrive in the valley. Discover four unique wine trails each with stunning scenery, miles of vineyards, and destination wineries you'll want to spend the whole day at.

Read Mo







EVENT PROMOTION

APRIL-JUNE 2023

Travel Medford Community Partnership Grant Fund EV 2022 27

	FY 2022-23										
#	Event Name	Event Date	Grant Request	Funds Awarded	In-Kind Amount	Total Support	Event Classification(s)				
1	Sasquatch Open Pro Am	July 2023	\$1,500	\$1,000		\$1,000	Sports & Outdoors				
2	Rockafeast 2022	August 2023	\$10,000	\$500		\$500	Downtown				
3	Oregon Wine Experience	August 2023	\$5,000	\$5,000		\$5,000	Wine & Beer				
4	SOHS Christmas at Hanley	December 2023	\$1,500	\$1,500		\$1,500	General				
5	Rogue Valley Farm Tour	July 2022	\$2,000	\$1,000		\$1,000	General				
6	Southern Oregon Cornhole Classic (Paid for in FY 21-22)	October 2022	\$5,000	\$0		\$0	Sports & Outdoors				
7	Tee It Up For Timberes Golf Tournament	October 2023	\$5,000	\$500		\$500	Sports & Outdoors				
8	Heart of the Rogue Festival	October 2023	N/A	\$45,925		\$45,925	Downtown				
9	Rogue Valley Hockey Association	January 2023	\$1,500	\$1,500		\$1,500	Sports & Outdoors				
10	American Cornhole Organization Oregon Major	February 2023	\$5,000	\$5,000		\$5,000	Sports & Outdoors				
11	Bikes N Brews (Paid in FY 2021-22)	October 2022	\$1,500	\$0		\$0	Downtown				
12	Southern Oregon Motorsports Series	March-Oct. 2023	\$5,000	\$5,000		\$5,000	Sports & Outdoors				
13	Brew, Bluegrass & BBQ	June 2023	\$1,500	\$1,500		\$1,500	General				
14	Alba Sister City Association	March 2023	\$1,500	\$1,860		\$1,860	Wine & Beer				
15	Rogue Valley Growers & Crafter's Market	March-Nov. 2023	\$2,000	\$2,000		\$2,000	General				
16	SO Pickleball Association Summer Classic	June 2023	\$2,000	\$1,000		\$1,000	Sports & Outdoors				
17	Pear Blossom Festival (Cornhole, Run, Golf)	April 2023	\$3,500	\$3,500		\$3,500	General				
18	Rogue Music Festival	June 2023	\$10,000	\$6,500	\$20,000	\$26,500	General				
19	Concert On The Rocks - Rogue Jetboats	Summer 2023	\$5,000	\$5,000		\$5,000	General				
20	Southern Oregon Sports Commission Golf Tournament	May 2023	\$3,000	\$3,000		\$3,000	Sports & Outdoors				
21	Southern Oregon Classic & Culinary Feast	June 2023	\$5,000	\$5,000		\$5,000	General				
22	Medford Rogues / Know Your Role Night	June 2023	\$1,000	\$1,000		\$1,000	Sports & Outdoors				
	TOTAL		\$77,500	\$97,285	\$20,000	\$117,285					

Event Classification	# of Events	Grant Request	Funds Awarded	In-Kind Amount	Total Support
General	8	\$30,500	\$26,000	\$20,000	\$46,000
Downtown	3	\$11,500	\$46,425	0	\$46,425
Sports & Outdoors	9	\$29,000	\$18,000	\$0	\$18,000
Wine & Beer	2	\$6,500	\$6,860	0	\$6,860
TOTAL	22	\$77,500	\$97,285	\$20,000	\$117,285

APPROVED EVENTS IN Q4 Southern oregon classic & culinary feast

- •
- CONCERT ON THE ROCKS (ROGUE JETBOATS)
- SOSC GOLF TOURNAMENT
- MEDFORD ROGUES / "KNOW YOUR ROLE" NIGHT •

EVENT CALENDAR IN Q4 338 EVENTS +65% YOY

ROGUE MUSIC FEST SPONSORSHIP

Google Ads

Impressions 245,890 Clicks 994

Bend Magazine Digital Ads

Newsletter Sends 29,959 Newsletter Ad Link Clicks: 16 Website Banner Impressions 13,827 Website Banner Link Clicks: 11

Southern Oregon Magazine Banner

Impressions 120,000 Unique Conversions 26

Social Media Ad Campaigns

Impressions 646,936 Link Clicks 3,537 Lead Generation 331

Chamber Business Review

Views 138 Clicks 11

Travel Medford June Enews

Newsletter Sends 21,204 RMF Banner Ad Clicks 37

Travel Medford May Enews

Newsletter Sends 16,535 Banner Ad Clicks 6

Travel Medford Website

Pageviews 5,466

SPONSORSHIP AD SUMMARY

TOTAL IMPRESSIONS: 936,119 TOTAL CLICKS: 4,627

