

# NOTICE OF A MEETING TOURISM ADVISORY BOARD THURSDAY, JANUARY 19, 2023, AT 9:00 AM BULLOCK BALLROOM, THE BARNHILL CENTER 111 W. MAIN STREET BRENHAM, TEXAS

- 1. Call Meeting to Order
- 2. Public Comments

[At this time, anyone will be allowed to speak on any matter concerning this Board that is not on the agenda, for a length of time not to exceed three minutes. No Board discussion or action may take place on a matter until such matter has been placed on an agenda and posted in accordance with the law.]

#### **REGULAR SESSION**

- 3. Discuss and Possibly Act Upon the Election of Tourism Advisory Board Chairperson and Vice Chairperson for a Term of One Year, Expiring on December 31, 2023
- 4. Discuss and Possibly Act Approval of Minutes from October 13, 2022 Board Meeting

#### **WORK SESSION**

- 5. Update on Short Term Rentals (STRs) to Include Growth in 2022, and the HOT Collections Platform (GovOS)
- 6. Report on Changes to Datafy Visitor Information Dashboard
- 7. Texas Music Friendly Report to Include Updates on Texas Sounds and Cities Conference, Success of Washington County Live, and Promotion of Live Music Events at Local Venues
- 8. Report on First Round of Tourism Grants for 2023
- 9. Washington County Expo Report
- 10. Report on Hotel Occupancy Tax Collections
- 11. Visit Brenham DMO Q1 Report and 2022 Highlights
- 12. Administrative Report to Include Tourism Partner Awards Reception, Possible Spring Press Trip, and 2023 Meeting Dates
- 13. Adjourn

## **CERTIFICATION**

I certify that a copy of the January 19, 2023, agenda of items t Board was posted to the City Hall bulletin board at 200 W. Vulc 9:50 am.	· · · · · · · · · · · · · · · · · · ·
Nancy Joiner Tourism and Marketing Coordinator	
<b>Disability Access Statement:</b> This meeting is wheelchair acce at the Vulcan Street entrance to the City Administration Buildin adjoining the entrance. Auxiliary aids and services are availab must be requested twenty-four (24) hours before the meeting) by	g. Accessible parking spaces are located le upon request (interpreters for the deaf
I certify that the attached notice and agenda of items to be cowas removed by me from the City Hall bulletin board on the 2023 at	
Signature	Title



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Board Officer Election

Date: January 9, 2023

Item 3 is to elect a Chairperson and Vice Chairperson for 2023.

Chair Scott Atwood and Vice Chairperson Jenny Van Dorf are willing to serve another year.

Nominations will be accepted.

### TOURISM ADVISORY BOARD MINUTES

A regular meeting of the City of Brenham's Tourism Advisory Board was held on Thursday, October 13, 2022, beginning at 9:00 a.m. in The Barnhill Center, The Bullock Ballroom at 111 West Main, Brenham, Texas

### **Board Members present:**

Scott Atwood Kirk Hanath Jean Shoup Jenny Van Dorf Stacey Walters Harrison Williams

### Board Member absent:

James Pharaon

### Vist Brenham Team present:

Director of Tourism and Marketing Jennifer Eckermann; Tourism and Marketing Coordinator Nancy Joiner; Hannah Mertz, Group Sales with Visit Brenham; Partners & Visitor Experience Manager, Kathrine Briscoe; and Lu Hollander with Visit Brenham.

### Media Present:

none

### 1. Call Meeting to Order

Chairman Scott Atwood called the meeting to order.

### 2. Public Comments

There were no public comments.

#### REGULAR SESSION

## 3. Discuss and Possibly Act Upon Approval of Minutes from July 21, 2022, Board Meeting

A motion was made by Boardmember Shoup and seconded by Boardmember Commissioner Hannath to approve the minutes from July 21, 2022, Board Meeting.

Chair Scott Atwood called for a vote. The motion passed with voting as follows:

Scott Atwood Yes
Kirk Hanath Yes
James Pharaon **Absent** 

Jean Shoup	Yes
Jenny Van Dorf	Yes
Stacey Walters	Yes
Harrison Williams	Yes

### WORK SESSION

## 4. Discuss Possibly Act Changes to Short Term Rentals (STRs) Policy

Jennifer Eckermann, Tourism & Marketing Director presented this item. Short Term Rentals are defined as a rental of any residential home unit or accessory building for a period of fewer than 30 days. The STRs have shown steady growth since 2015 and grew with the onset of COVID. The City is moving towards a more compliant policy with an initial letter, then a second letter from the City Attorney if not compliant, and third, it will go to Municipal Court if still not compliant.

## 5. Report on Wine Press Tour Held October 4 - 6

Hannah Mertz with Group Sales for Visit Brenham presented this item. Visit Brenham partnered with Texas Travel, and the cities of Navasota and Bryan. We hosted writers interested in wine and wineries in the Brazos Valley area. Kathrine Briscoe and Hannah Mertz planned and executed this trip through Brenham and Washington County. Jennifer Eckermann thanked them both for a job well done.

## 6. Texas Music Friendly Committee Update to Include Texas Music Friendly Conference, Possible Incentive Project for Green Grain Event Venue, Possible Local Gospel Music Show, and On-going Projects

Kathrine Briscoe, Partners & Visitor Experience Manager presented this item. The Texas Music Friendly Committee met to discuss ongoing projects and other goals they would like to accomplish for the last quarter of 2022. Members of the Committee meet with Doug Peck to discuss his plans for the Green Grain Event Venue and gave their insight on what a performer may need to perform in his space. She has been promoting live music on Washington County Live every Thursday on the Radio Station as of today, she had promoted over 780 performances in the City and County. The "What's Happening" flyer is distributed weekly to hotels and sent in an email to all our tourism partners on live music events for the week. Everyone was reminded to check and update the musician database for Brenham. In 2023, there will be a Gospel Show performance of local talent at The Barnhill Center. Kathrine will be attending the Texas Sounds & Cities Conference in Fort Worth in November.

### 7. Update on upcoming First Round of Tourism Grants for 2023

Jennifer Eckermann, Director of Tourism and Marketing presented this item. The 2023 Grant Funding schedule was presented with dates when applications are due when the Eligibility Committee and Funding Committee will review applications, when it goes to Commissioners Court, and then when Grants will be rewarded. Nancy Joiner will send an email to all prior and current potential applicants as a reminder when the application process begins.

### 8. Washington County Expo Report

Harrison Williams, Director of the Washington County Expo presented this item. He gave a Third Quarter Report on the Washington County Exp. Visitors are using the Book Now tab on the Expo's website, along with the total pages viewed on the Event Calendar, Book Now, and Venue Pages being the most viewed pages. His report included web traffic broken down by Cities, total visitors for the quarter, and building utilization with the most used building being the Event Center. He also surveyed visitors and placed on the map where they were from. Two events made a big impact on the County and they were American Junior Simbrah Roundup which was a four-day event, and "Where's the Beef' Texas A&M which was a one-day event. Other big events that will be happening this month will be a bull sale, the Lloyd Saunders Cook-Off, and the Make a Wish 9<sup>th</sup> Annual Barbeque Cookoff. They have a wait list that is up to August 2023. The Expo also installed a Video Wall which has become very popular with those renting spaces.

## 9. Report on Hotel Occupancy Tax Collections

Jennifer Eckermann, Tourism and Marketing Director presented this item. The report presented was an update of HOT collections by the City of Brenham through October 4, 2022. The FY22 Actual is higher than what was budgeted for 2022. There was a drop in July and August compared to last year, but Texas Travel Alliance has reported that this drop was seen across the board for most Cities.

### 10. Visit Brenham DMO Q2 Report

Jennifer Eckerman, Director of Tourism and Marketing gave this report. Her report included highlights, shared some updated figures on tourism in our area, and reviewed some top projects and campaigns for the coming year.

### 11. Administrative Report

Jennifer Eckermann, Director of Tourism and Marketing gave this report. Her report on this was also given in the Visit Brenham DMO Q2 Report.

#### 12. Adjourn

**ATTEST:** 

With no further business, Scott Atwood adjourned the meeting.

Scott Atwood	 Date
Board Chair	

Nancy Joiner	Date	
Nancy Joiner Tourism & Marketing Coordinator	Date	
<u> </u>		



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Update on Short Term Rentals (STRs) to Include Growth in 2022, and the HOT

Collections Platform (GovOS)

Date: January 12, 2023

In August of 2022, we had 31 STRs (does not include hotels) paying HOT in the City of Brenham. After working with GovOS, an additional 43 have been identified and we are at different stages of communication with them to assist in getting signed on to the platform and paying their HOT.

At the meeting, we will have an update for you on our work with GovOS.



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Report on Changes to Datafy Visitor Analytics

Date: January 12, 2023

Hannah Mertz, Group Sales Manager, will give you an update on changes to Datafy, primarily brought about by the Strengthening American Cybersecurity Act of 2022.

Attached is an example of the new Datafy Dashboard.



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Texas Music Friendly Report to Include Updates on the Texas Sounds and Cities

Conference, Success of Washington County Live, and Promotion of Live Music

Events at Local Venues

Date: January 12, 2023

Kathrine Briscoe, Partner and Visitor Experience Manager, will update you on our Texas Music Friendly activities for Q1.



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Report on First Round of Tourism Grants for 2023

Date: January 12, 2023

The Tourism Grant Eligibility Committee met November 29, 2022 to review 5 grant requests that were received for events/projects scheduled between January 1, and June 30, 2023.

The Funding Committee met and recommended funding to Commissioners Court of five requests for a total of \$27,100.

The final funding for each request is included as an attachment.

HOT GRANT	FUND.	FUNDING SPRING 2023	2023
Organization	Request	Purpose Of Funding	Award
Chappell Hill Chamber of Commerce	\$3,000.00	Art Wałk	\$2,000.00
Chappell Hill Historical Society	\$9,000.00	Bluebonnet Festival	\$4,000.00
Chappell Hill Chamber of Commerce	\$3,300.00	Wine & Chocolate Tasting	\$2,300.00
Unity Theater Company	\$3,960.00	2022-2023 Season	\$3,960.00
Washington On The Brazos	\$20,350.00	Texas Independence Day	\$14,840.00
TOTAL	\$39,610.00		\$27,100.00



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Washington County Expo Report

Date: January 12, 2023

Expo Director Harrison Williams will be in attendance and have copies of his report to share with the Board.



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Report on Hotel Occupancy Tax Collections

Date: January 12, 2023

Attached is a City of Brenham HOT Collections by Month Report through November of 2022.



To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Visit Brenham DMO Quarter 1 Report with 2022 Highlights

Date: January 12, 2023

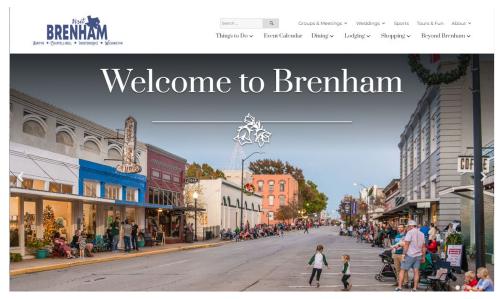
You will find the Visit Brenham Quarter 1 Report attached.

We won't plan on reviewing the report slide by slide, so I hope you'll have the opportunity to review them before the meeting.

## Visit Brenham Quarter 1 Report & '22 Highlights

Presented to: Tourism Advisory Board January 19, 2023





## "The Texan's Texas."

- CNN Trave

When you visit Washington County and experience the sites, smells and sounds of Brenham, Burton, Chappell Hill, Independence and Washington, you'll feel the real pride of Texas.



## **Top Ten Traffic Drivers for Q1**

Session Source/Medium	Users
Google / CPC	24,590
Google / Organic	18,971
Meta / Paid	16,459
Direct	7,108
Bing / Organic	1,011
Yahoo / Organic	806
DuckDuckGo / Organic	707
LinkedIn / Display	628
Bluebell.com / referral	567
m.facebook.com / referral	465
Q1 TOP TEN TOTAL	71,312



	Total Page Views 2022 / 2021	Unique Page Views 2022 / 2021
October	66,174 / 57,375	55,266 / 45,303
November	59,594 / 50,105	50,533 / 40,256
December	63,982 / 48,302	54,862 / 39,649
Q1 TOTALS	155,782 / 129,472	125,208 / 103,642



## **Visit Brenham/WC Website - New Blogs**









## **TOTAL PAGE VIEWS:**

2022

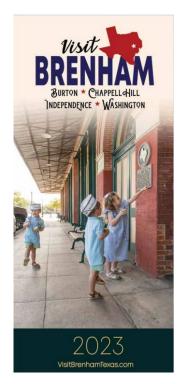
922,297

2021

877,738



## **Visitor Guides**









## **Visitor Guides**

	October 2022	November 2022	December 2022	Q1 TOTALS 2022	TOTAL 2022
Mailed	237	216	107	560	2,834
Online Views	195	132	88	415	2,539



## **Visitor Guides**

**2022 Highlights:** 

113,000 Visitor Guides Distributed

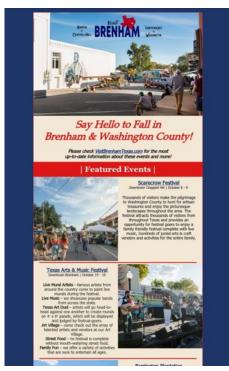
Mailed 2,527

VB Website: 1,428/Leads: 1406

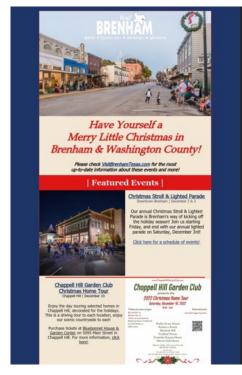
Shipped 6,207 Guides to Travel Centers, DMO's/CVB's,etc.



## **E-Newsletter**









October November

December

Tourism & Marketing Report

## **E-Newsletter**

	October	November	December
	22 / 21	22 / 21	22 / 21
Sent	10,300 / 8,754	10,448 / 8847	10,537 / 8904
Successful	9,344 / 8,094	9,454 / 8159	9,520 / 8202
Open Rate*	39.4% / 21.7%	36.7% / 23.3%	36.9% / 27%
Click Rate**	2.7% / 2.6%	2.8% / 3.1%	2.8% / 2.8%

\* Industry Average: 12 - 25% \*\*Industry Average: 2 - 5%



## **E-Newsletter**

**2022 Highlights:** 

15% increase in subscribers

27% increase in Open Rate over 2021

**50+%** higher Open Rate than industry average



## **Certified Texas Music Friendly**



In the last 30 days there were 496 show listens.

Since the program started in August of 2021, there have been **61,536** total show listens.



## "Happenings This Week"





VISITERENHOMTEXOS COM

OCTOBER 11 - OCTOBER 16. 2022

· Washington County READ by Lifetime Learning Brenham at Unity

- Hop Day Wednesday at Brazos Valley Brewing Co. · Beer Wednesday at Floyd's Wine Lounge
- Whiskey Wednesday at Brown Water Cigar Bar Wine Down Wednesday at Main Street Uncorked Wine Down Wednesday at HSF Biergarten

- Tacos & Trivia at Brazos Valley Brewing Co.
- · Martini Thursday at Main Street Uncorked
- · Thirsty Thursday at Wine Bar Brenham . Charles Peters Live at Grapevine on Main

- · Dean Ferrell Live at Floyd's Wine Lounge
- · Taylor Graves Live at Grapevine on Main
- Friday Night Music with Rob Moorman Live at Nathan's BBO
- . Jeff Jacobs Band Duo Live at Brazos Valley Brewer Nite Moves Live at HSF Biergarten

- Texas Arts & Music Festival in Downtown Brenham
- The Revival Mercantile Market
- . Famers Market & Archaeology Day at Washington-on-the-Brazos · Art from Our Collection Exhibit at the Bus Depot Gallery
- Gameday Saturday at Wine Bar Brenham
- · Sound on Saturday w/ Karissa Presley Live at BVB . The Doo Wop Project at The Barnhill Center
- · Aaron Loesch Live at Grapevine on Main · Taylor Graves Live at Floyd's Wine Lounge
- . Buenos Diaz Live at HSF Biergarten Brenham Fire Museum open on Saturdays in October

- Texas Arts & Music Festival in Downtown Brenham
- · Live Demonstrations at Washington-on-the-Brazos
- American Legion & Auxiliary Oktoberfest
- · Bubbly Bar at Wine Bar Brenham
- Amanda Adams Live at Texas Star Winery
- Sunday Comedown with Karissa Presley Live at HSF Biergarten





#### VISITBRENHAMTEXAS.COM OCTOBER

- Tony Booth Live at White Horse Tavern La Bahia Antique Show & Sale David Skinner Live at Grapevine on Main
- Beer and Sausage Pairing at Floyd's Wine Lounge Houston Bernard Live at Floyd's Wine Lounge Treats on Main in Downtown Brenham
- Trick or Treat Trail in Downtown Burton Halloween Contest and Live Music at Brazos Valley Brewing
- Chappell Hill Chamber of Commerce Trick or Treat on Main
- Lightning Ben Live at Mas Vino Unity Theatre Presents: Every Brilliant Thing
- Brenham Fire Museum is open on Saturdays in October Antique Carousel Rides at Fireman's Park

- Hermann Furniture Presents Christmas Magic First Friday Farmers & Artisan Market in Downtown Brenham Burton Farmers & Artisans Market
- Radney Foster & Darden Smith at The Barnhill Center 1st Anniversary Party at Floyd's Wine Lounge
- Oliver Penn Live at Mas Vino Two Year Anniversary Evening with General Cigar Co at Brown Water Cigar Bar
- St. Peter's Art Show
- Big Star Texas Night in Burton
- Fall Market and Live Music at Brazos Valley Brewing Company The Pendulum Hearts Live at Floyd's Wine Lounge Brenham Heritage Museum's Grand Reopening
- Ladies Night Out in Downtown Brenham Sidney Scott Live at Floyd's Wine Lounge

- First Friday Farmers & Artisan Market in Downtown Brenham
- Burton Farmers & Artisans Market Christmas Parade & Stroll in Downtown Brenham lingle Bell Market at Ant Street Inn
- Unity Theatre Presents: Coney Island Christmas The Texas Tenors Live at The Barnhill Center
- Matt Nestor Live at Floyd's Wine Lounge The Greatest Gift Nativity Display Candlelight Christmas at Barrington Plantation
- Chappell Hill Chamber of Commerce Teddy Bear Parade Chappell Hill Garden Club Christmas Home Tours Kyle Reed Live at Floyd's Wine Lounge
- The Grand Of Christmas Show at The Barnhill Center Randy Bishop Live at Floyd's Wine Lounge
- Ryann Elise Live at Floyd's Wine Lounge





VISITBRENHAMTEXAS COM

DECEMBER 6 - DECEMBER 11. 2022

#### WEDNESDAY

- . Country Store Open House and Pictures with Santa at Blue Bell Creameries
- · Paint & Pint Event at Brazos Valley Brewing Co.
- Whiskey Wednesday at Brown Water Cigar Bar . Beer Wednesday at Floyd's Wine Lounge
- · Wine Down Wednesday at Main Street Uncorked Trivia Night at 30 North Gastropub

- · Abbey Kunkle Live at Grapevine on Main . Unity Theatre Presents: "Coney Island Christmas"
- Trivia at Brazos Valley Brewing Co. Martini Thursdays at Main Street Uncorked

- Special Program—Candlelight Christmas at Barrington Plantation Unity Theatre Presents: "Coney Island Christmas"
- Friday Night Music with Rob Moorman at Nathan's BBQ loev McGee Live at Grapevine on Main
- Kyle Reed Live at Floyd's Wine Lounge Hip Waders Flying Circus Live at HSF Biergarten

- · A Taste of Christmas at participating Downtown Brenham
- Burton Christmas Market & More
- . Brenham Children's Chorus Presents: "In the Spirit"
- Chappell Hill Garden Club Christmas Home Tours Kevin Lamar Live at Grapevine on Main Annual Teddy Bear Parade in Chappell Hill
- Special Program—Candlelight Christmas at Barrington Plantation · Live Demonstrations at Washington-on-the-Brazos
- · Unity Theatre Presents: "Coney Island Christmas"
- . Ryan West Live at Brazos Valley Brewing Co. · Reagan Quinn Live at Floyd's Wine Lounge
- London Lawhon Live at HSF Biergarten

- Rob Moorman Live at HSF Biergarten
- Live Demonstrations at Washington-on-the-Brazos Unity Theatre Presents: "Coney Island Christmas"



MARK YOUR CALENDAR FOR FUTURE FUN

VISITBRENHAMTEXAS.COM

- · Unity Theatre Presents: Coney Island Christmas Allison's Country Music Tribute - Christmas w/ the Country Ladies Show at Nathan's BBO
- Brenham Heritage Museum Foodways Tasting
- Bingo Night at HSF Biergarten . Friday Night Music with Zientek Family Christmas at Nathan's
- Dean Ferrell Live at Floyd's Wine Lounge Todd Roth Live at HSF Biergarten Brenham Bounce Santa Pub Craw:
- The Grand Ol' Christmas Show at The Barnhill Center
- Randy Bishop Live at Floyd's Wine Lounge John Egan Live at HSF Biergarter Ryann Elise Live at Floyd's Wine Lounge
- Buenos Diaz Live at HSF Biergarten Amanda Adams Live at Floyd's Wine Lounge
- Beau Hinze & The Back Porch Shufflers Live at HSF Biergarten NYE & Jacob Augustine Live at Floyd's Wine Lounge Holiday Gift Art Walk in Downtown Brenham
- Christmas Window Decorating Contest in Downtown Brenham

#### TANUARY

- · 2023 Uptown Swirl in Downtown Brenham
- Taylor Graves Live at Floyd's Wine Lounge Lucas Sousa Live at Floyd's Wine Lounge The Malpass Brothers at The Barnhill Center · Karissa Presley Live at Floyd's Wine Lounge
- Hayden Jones Live at Floyd's Wine Lounge Lorrie Morgan at The Barnhill Center
- Caleb Hoelscher Live at Floyd's Wine Lounge

- · First Fridays Farmer & Artisan Market
- Brenham Heritage Museum Dance at La Bahia Susan Hickman Live at Floyd's Wine Lounge
- Sweet Valentine with Sweet Baby James at The Barnhill Center Eric Flores Live at Floyd's Wine Lounge
- Lyle Lovett and His Acoustic Group Live at The Barnhill Center Treble Soul Live at Floyd's Wine Lounge
- . The Jersey Tenors Live at The Barnhill Center Floyd Bauler Live at Floyd's Wine Lounge
  - Tourism ಆ Marketing Report



## **Book Direct**

Plan Your Visit  Choose your check-in and check-out dates to view availability with our lodging partners.						
Check-In Check-Out Check-Out All Lodging SEARCH						

## Top 10 Lodging Properties for 2022 according to referrals on Book Direct:

Scenic Hill Retreat
Far View Bed & Breakfast
Southern Rose Ranch Bed & Breakfast
Lillian Farms Country Estate
Inn at Indian Creek
Ant Street Inn
Main Street House
Baymont Inn & Suites
Comfort Suites
America's Best Value



## **Book Direct Referrals**

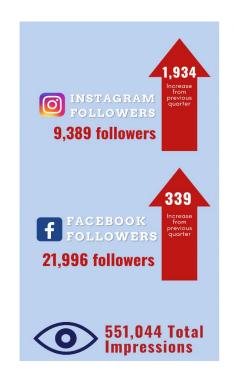
	October 2022 / 2021	November 2022 / 2021	December 2022 / 2021	Q1 TOTALS 2022 / 2021	YEAR END TOTALS 2022 / 2021
Walk-Ins	474 / 396	284 / 316	330 / 510	1,300 / 840	6,010 / 3,150
Phone Calls	71 / 115	126 / 82	90 / 74	227 / 344	1,314 / 1,361



SOCIAL MEDIA
QUARTERLY REPORT



OCTOBER 2022 - DECEMBER 2022





SOCIAL MEDIA QUARTERLY REPORT



OCTOBER 2022 - DECEMBER 2022

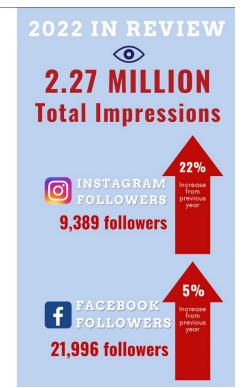














https://www.instagram.com/reel/CmKceqKgdTr/?utm\_source=ig\_web\_copy\_link





2022

### Most Popular Posts for Communities Burton









2022

# **Most Popular Posts for Communities**



**Brenham** 









2022

**Most Popular Posts for Communities** 



Chappell Hill









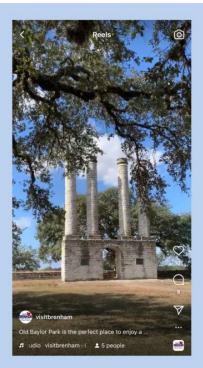
2022

**Most Popular Posts for Communities** 



Independence









2022

# Most Popular Posts for CommunitiesWashington







## **Social Media**



### SOCIAL MEDIA YEAR IN REVIEW

2022

Continued
Working with
Influencers to
Grow Audience

Gained



While Working with @s.a.foodie

@texas.explorer









## **Social Media**



### SOCIAL MEDIA REVIEW & LOOKING AHEAD

2022

- Increased video posts in 2022
- Video (Reels) dominated most popular posts consistently
- Increased styled shoots for images & video

2023

- Continue to increase video content
- Work with diverse influencers
- Possibly expand to TikTok platform

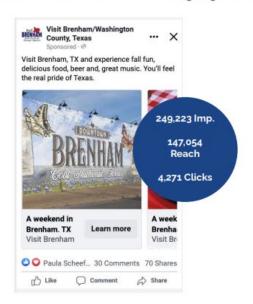


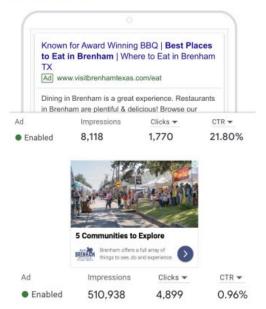


# **Digital Marketing - October**

EXTIZA

Your fabulous top performers.







# **Digital Marketing - October**

October Digital Performance

ALL INITIATIVES

Benchmarks - Industry average

Benchmarks - Industry average

CTR for Travel Display is is .47%.

CTR for Travel SEM is 9.19%.

805,806 IMPRESSIONS **15,226** CLICKS

SEM

30,484 impressions

**5,776** clicks

**18.95%** CTR

00:02:13 Avg. Session Duration

2.43 Avg. Pages per Session RESPONSIVE DISPLAY

510,938 Impressions

> 4,889 clicks

.**96**% CTR

00:01:05 Avg. Session Duration

**1.18** Avg. Pages per Session FACEBOOK CTS

264,384 Impressions

> **151,963** Reach

> > **4,561** Clicks

**1.73**% CTR

00:00:55 Avg. Session Duration

1.77 Avg. Pages per Session **Benchmarks -** Industry average CTR on Meta for Travel Industry is .90%



# **Digital Marketing - October**

### **Campaign Insights**

October 2022

#### Google SEM

- "Restaurants in Brenham Tx", "Brenham Tx Events", and "Brenham Calendar of Events" were top keywords
- Nightlife Enthusiasts, Entertainment News Enthusiasts, and Family Vacationers were top affinity audiences for campaign with a combined 9.207 impressions and 2.008 clicks.
- Google SEM was top source for traffic on site, accounting for 33.7% of all traffic.
- 2,750 users from SEM visited 2+ pages a majority of page views included the Calendar page and Fall Events page.
- Houston was the top DMA for clicks and impressions with users from Austin DMA following.

#### Google Responsive Display

- Top affinity audience for campaign included in-market photograph enthusiasts, a variety of Country-Western music aficionados, and Western Movie enthusiasts.
- 85 users spent more than 2 minutes on the page and 45 visited 2pages.
- A majority of clicks and impressions arrived from the DFW DMA

#### Meta CTS

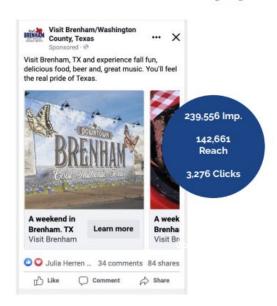
- Users from Houston and Dallas DMAs accounted for majority of clicks and impressions.
- 577 users from campaign visited 2+ pages and 381 spent 2mins on site.
- 87 users downloaded the digital visitor guide.





# **Digital Marketing - November**

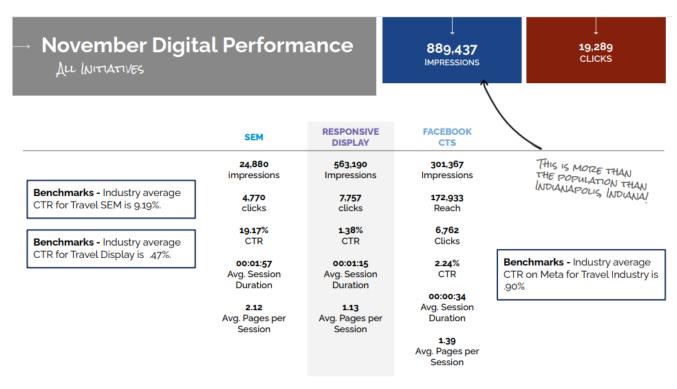
Your fabulous top performers.







# **Digital Marketing - November**





# **Digital Marketing - November**

### **Campaign Insights**

November 2022

#### Google SEM

- "Restaurants in Brenham TX", "Brenham Calendar of Events", and "Brenham TX Attractions" were top keywords.
- Google SEM was top source for traffic on site, accounting for 35% c all traffic.
- 2,363 users from SEM visited 2+ pages a majority of page view included the Calendar page and Fall Events page.
- Houston was the top DMA for clicks and impressions with user from Austin DMA following.

#### Google Responsive Display

- 146 users spent more than 2 minutes on the page and 48 visited 2+ pages
- A majority of clicks and impressions arrived from the DFW DMA followed by Houston and Denver.

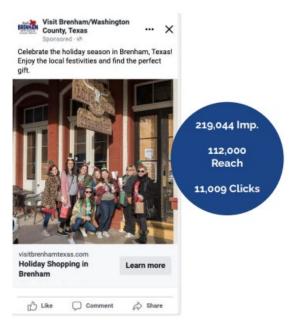
#### Meta CTS

- Users from Houston and Dallas DMAs accounted for a majority of clicks and impressions.
- 416 users from campaign visited 2\* pages and 289 spent 2 mins on site.
- 40 users downloaded the digital visitor guide





# **Digital Marketing - December**

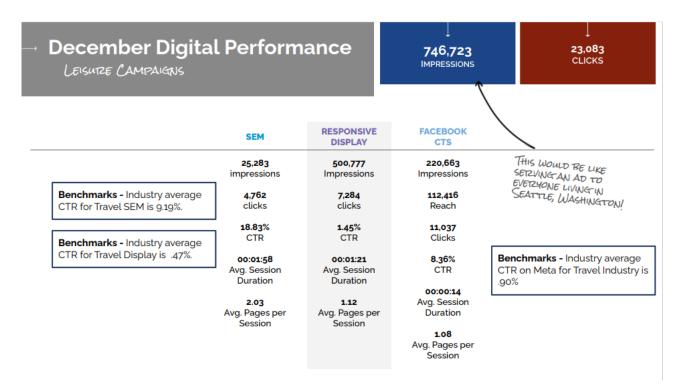








# **Digital Marketing - December**





# **Digital Marketing - December**

### **Campaign Insights**

December 2022

#### Google SEM

- "Restaurants in Brenham TX", "Brenham Calendar of Events", and
   "Things to do in Brenham, TX" were top keywords.
- Google SEM was top source for traffic on site, accounting for 28.5' of all traffic.
- 2,154 users from SEM visited 2+ pages a majority of page views included the Holiday Happenings page and Calendar page.
- Houston was the top DMA for clicks and impressions with user: from Austin DMA following.

#### Google Responsive Display

- 6.27% of site visitors arrived via Google Responsive Display
- A majority of clicks and impressions arrived from the DFW DMA followed by Houston and Denver.

#### Meta CTS

- Users from Houston and Dallas DMAs accounted for majority of clicks and impressions.
- 26.42% of site visitors arrived via Meta

63.19% OF SITE
TRAFFIC CAN BE
ATTIZIBUTED TO PAIL
MEDIA EFFORTS!





# **Digital Marketing**

	October	November	December	Q1 TOTALS	2022 TOTALS
Impressions	805,806	889,437	746,723	2,441,966	12,844,268
Clicks	15,226	19,289	23,083	57,598	219,892



## **Print Ads**







### **Print Ads**

COOL PLACES TO VISIT |

NOTE: THE PROPERTY OF THE PROPERTY OF

**Austin Monthly** 

Texas Sports Facilities Magazine













# **Digital Ads**





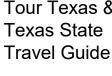


## Festivals, Fairs, Fun It's Fall Y'all! Grab Friends and Family and Head our Direction for Some Good Old-Fashioned Fun for Everyone! Chappell Hill Serverow Restival

Texas Highways.com

# **Digital Ads**

Tour Texas &

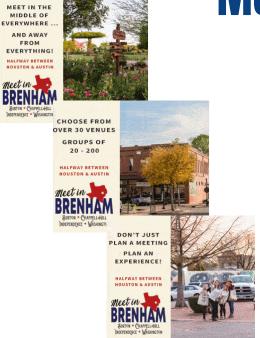


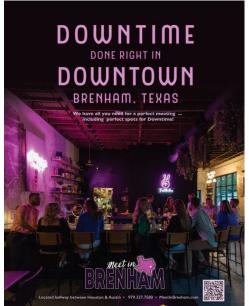






# **Meetings Campaign**





Texas Society of Association Executives (TSAE)





## **Travel Blogs & Freebies**

Reach 3M

The Houston Chronicle Melissa Aguilar • USA • Oct 19 • 6:00 am

..., seeds in fall for spring blooms. bluebonnets and Indian paintbrush in Brenham Spring in Texas means wildflower trails. But if you'd...

Fall is wildflower planting time in Texas



WINTER ROAD TRIPS

### Everything You Need to Know for a Weekend Trip to Round Top

Slow down, recharge, and escape the buzz of the city.



Southern Living @Southern Living Dec 5 • 8:00 am

Famous for Blue Bell ice cream, Brenham, Texas is full of history, beauty, and Texas charm. https://t.co/K1V6qDkaip

Reach 703k Tag • Translate • Share

The Houston Chronicle Greg Morago • USA • Oct 17 • 9:14 am

Texas' top chefs and ranchers convene for 2022 Butcher's Ball

... showcase for grilling and live-fire cooking, held at Rockin' Star Ranch in Brenham. The weekend kicks off with the Butcher's Baller Far...

Reach 3M

Tag • Translate • Share



Tag • Translate • Share



### **The Barnhill Center - Rentals**

### **Q1 Facility Rentals:**

Wine Tour BHS Choir performance The Big Boo Live Event (podcast) **3 -** Wedding Events (Morriss/Bullock) 2 - HDL Events (Morriss) The Source Meeting (Morriss) TRAPS Conference (FULL FACILITY) Hoods Brigade Meeting (Bullock) Market Realty Event (Morriss) Chesterton Gala (Bullock) **Emerson Holiday Party** 50<sup>th</sup> Anniversary (Bullock) Family Christmas Gathering (Morriss & Theatre)





### **The Barnhill Center - Rentals**

### **2022 Highlights:**

More than \$84,000 in rental revenue in 2022

An increase of 29% over the previous year



## **The Barnhill Center - Entertainment**



### **Q1 Performances:**

The Doo Wop Project

Radney Foster/Darden Smith

The Texas Tenors

The Grand 'Ol Christmas Show



## **The Barnhill Center - Entertainment**

2022 Highlights:

16 shows/concerts

More than \$250,000 in revenue generated for 2022 shows

4,712 total tickets sold



## The Barnhill Center at Historic Simon Theatre

### **COMING IN 2023:**

City Ownership with a non-profit board to help steer the facility to a sustainable future



- Organized participation in the Brazos Valley Wine Tour Press Trip
- Worked with VB team to develop targeted Meeting Planner campaign
- Completed training on new Datafy dashboard
- Working on update to Wedding Guide
- Hosted December Hotelier Meeting
   will be held quarterly





- Helped groups with room blocks
- Preparing for Southwest Showcase at end of January
- Working with group for 5-day conference in November 2023
- Participated in Tourism Grant Eligibility Committee meeting
- Assisted with registration at TRAPs Conference





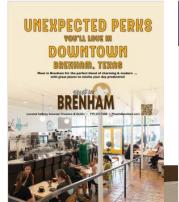


### 2022 Highlights:

There were 208 weddingrelated events in Brenham/WC

(response from only 6 of 30+ venues)









### **2022 Highlights:**

Preparation of multi-layered, targeted campaign to promote Brenham/WC as a destination for groups, meetings and conferences





#### **AGENDA ITEM 12**

To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Administrative Report to Include Tourism Partner Awards Reception, Possible

Spring Press Trip, and 2023 Meeting Dates

Date: January 12, 2023

• We look forward to discussing the Tourism partner Awards Celebration that will have occurred the night before our meeting.

• We've been approached about the possibility of partnering again with Destination Bryan and Discover Navasota for a Spring Press Trip. Abigail Noel, with Destination Bryan, will be meeting with travel journalists in NYC later this month and said she would like to pitch a bluebonnets and downtown trip for 3-5 writers, similar to the fall wine press tour.

Hannah let her know that we are busy with Round Top until the end of March, so probably would not be able to get hotel rooms until April. In addition, we'd be hesitant of promising bluebonnets since they can be very unpredictable.

We'll see what comes of her trip.

- I'm also including a list of all the advertising and outreach for the quarter. We normally just share a sample, and I wanted you to see this quarter's activity.
- Remaining meeting dates for 2023:

Thursday, April 20

Thursday, July 20

Thursday, October 19

### **QUARTER 1 – ADVERTISING AND OUTREACH**

#### October 2022 Activity Report

Note: Listings in each Media Outreach must have a reach of at least 1k to be included. Many have a greater reach number.

### Advertising, Print and Digital

Ride Texas magazine – Fall, ½-page print

Texas Events Calendar – Fall, 1/3-page print

Austin Monthly magazine – Sept/Oct, ½-page print

HC (Houston Chronicle) magazine – ½-page print

Texas Highways – full page print

Texas Monthly – full page print

Texas Sports Facilities Guide – ½-page print

Texas Meetings & Events – 2/3-page print

Texas Meetings & Events – digital

TexasHighways.com – digital

### **Calendar Listings**

Texas Co-op Power – Scarecrow Festival, Texas Arts & Music Festival
Texas Events Calendar – Scarecrow Festival, Texas Arts & Music Festival
Texas Highways – Scarecrow Festival, Texas Arts & Music Festival
HC (Houston Chronicle) magazine – La Bahia Antiques Show

#### **Media Outreach**

theeagle.com – The DooWop Project, Unity Theatre's "Coney Island Christmas" chron.com – feature about Round Top included Brenham's Truth BBQ, Blue Bell release of peppermint ice cream, wildflower planting feature includes Brenham, Butcher's Ball 365 Things to do in Houston, 12 Food & Drink things to do in Houston includes Butcher's Ball

inForney.com – Texas Arts & Music Festival
 Texas Music Office – Texas Arts & Music Festival
 AustinChronicle.com – Texas Arts & Music Festival
 PRlog.com – winning roses feature includes Antique Rose Emporium
 TexasTravelTalk.com – feature about Antique Rose Emporium
 thetravelingfool.com – re-release of earlier article about our area
 SouthernLiving.com – feature titled The Best Things to Do in Brenham, Texas

#### **November 2022 Activity Report**

#### **Advertising, Print and Digital**

Texas Events Calendar – 1/3-page print Fall/Winter Visitor Guide – ½-page print TexasHighways.com – digital

#### **Calendar Listings**

Texas Events Calendar – Big Star Texas Night
Texas Co-op Power – Radney Foster and Darden Smith at The Barnhill Center, Big Star
Texas Night

#### Media Outreach

theeagle.com — Nashville Star visits The Barnhill Center

TexasMonthly.com — mention of Alison Crowson's music

chron.com — feature about the Wine Walk mentions Pleasant Hill Winery

HoustonPress.com — Butcher's Ball at Rockin' Star Ranch

AustinChronicle.com — Butcher's Ball at Rockin' Star Ranch

Laredo Morning Times — Butcher's Ball at Rockin' Star Ranch

BroadwayWorld.com — Lyle Lovett to perform at The Barnhill Center

@carol-kilgore.com — Brenham Christmas Parade

### **December 2022 Activity Report**

#### Advertising, Print and Digital

Texas Events Calendar – 1/3-page print
TSAE Membership Directory – full page print
Texas Monthly – full page print
Texas Highways – full page print
TSAE magazine – full page print
Texas State Travel Guide – 1/3-page print
TourTexas.com – digital
TexasHighways.com – digital

#### **Calendar Listings**

Texas Co-op Power – Chappell Hill Home Tour, "The Grand Old Christmas Show" at The Barnhill Center, Brenham Christmas Stroll

Texas Events Calendar – Unity Theatre's "Coney Island Christmas"

Denton Record-Chronicle – Big Star Texas Night

#### **Media Outreach**

Houstonia magazine – weekend trip to Round Top includes the Texas Cotton Gin theeagle.com – Unity Theatre's "Coney Island Christmas," "The Grand Old Christmas Show" at The Barnhill Center

365 Things to do in Houston – includes Candlelight Christmas at Washington-on-the-Brazos State Historic Site

@Southern\_Living.com — Blue Bell and Brenham thetravelingfool.com — re-release of earlier article about our area chron.com — feature about the Wine Walk mentions Pleasant Hill Winery

#### January Highlight

Full page print in *Texas Meetings & Events* in support of the Meetings marketing mailing to a select list of association officials. Several prior print ads have also appeared in the same

publication leading up to the mailout. Possibly include the fall and winter ads; a summer ad wil follow along the same lines.