

# NOTICE OF A MEETING TOURISM ADVISORY BOARD THURSDAY, JULY 13, 2023, AT 9:00 AM MORRISS HALL, THE BARNHILL CENTER 106 S DOUGLAS 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 Approval of Minutes from April 20, 2023 Tourism Advisory Board Meeting

#### **WORK SESSION**

- 4. Review of 2023 Round 2 Tourism Grant Awards and Proposed Timing for 2024 Rounds
- 5. Changes Being Discussed to Tourism ILA
- 6. Update on Hosting of the Smithsonian's Museums on Main Street Exhibit
- 7. Update on Film Friendly Texas Certification
- 8. Texas Music Friendly Committee Report
- 9. Report on Hotel Occupancy Tax Collections
- 10. Visit Brenham DMO Q3 Report
- 11. Washington County Expo Report
- 12. Administrative Report
- 13. Adjourn

#### **CERTIFICATION**

I certify that a copy of the July 13, 2023, agenda of items to be considered by the Tourism Advisory Box was posted to the City Hall bulletin board at 200 W. Vulcan, Brenham, Texas on Monday, July 10, 2023				
·				
Nancy Joiner				
Tourism and Marketing Coordinator				
<b>Disability Access Statement:</b> This meeting is wheelchair access at the Vulcan Street entrance to the City Administration Building adjoining the entrance. Auxiliary aids and services are available must be requested twenty-four (24) hours before the meeting) by	. Accessible parking spaces are located upon request (interpreters for the deat			
I certify that the attached notice and agenda of items to be cor was removed by me from the City Hall bulletin board on the 2023 at				
Signature	Title			

#### TOURISM ADVISORY BOARD MINUTES

A regular meeting of the City of Brenham's Tourism Advisory Board was held on Thursday, July 13, 2023, beginning at 9:00 a.m. in The Barnhill Center, Morriss Hall in the Schulte Room, 106 Douglas Street, Brenham, Texas

#### Board Members present:

Scott Atwood Jean Shoup Stacey Walters Harrison Williams

#### Board Member absent:

Commissioner Kirk Hanath James Pharaon Jenny Van Dorf

#### Visit 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; Manager of The Barnhill Center, Alex Dill; Lu Hollander with Visit Brenham; Melinda Faubion, and Natalie Lange.

#### 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 April 20, 2023, Board Meeting

Board member Shoup said there was a correction to the minutes that Kirk Hanath was on there twice as voting once. The connection will be made.

A motion was made by Boardmember Shoup and seconded by Boardmember Walters to approve the minutes from April 20, 2023, Board Meeting.

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

Scott Atwood Yes
James Pharaon Absent
Jean Shoup Yes
Jenny Van Dorf Absent
Stacey Walters Yes
Harrison Williams Yes
Commissioner Kirk Hanath Absent

#### WORK SESSION

### 4. Review of 2023 Round 2 Tourism Grant Awards and Proposed Timing for 2024 Rounds

Jennifer Eckermann, Tourism & Marketing Director presented this item. The Round 2 Grant funding was approved by Commissioner's Court on June 6, 2023, as recommended by the Funding Committee. The Commissioner's Court funded \$21,400 in grants. The proposed dates for Round 1 and 2 Tourism Grant funding for 2024 were sent to Commissioner Hanath and he approved of the dates for these two rounds.

#### 5. Changes Being Discussed to Tourism ILA

Jennifer Eckermann, Tourism & Marketing Director presented this item. Eckermann met with Commissioner Kirk Hanath on June 29<sup>th</sup> to discuss the following changes to the Tourism ILA and By-Laws. It was discussed to remove the designation of the Eligibility Committee from the ILA and By-Laws and remove the Expo Committee from the By-Laws. These changes will need to be approved by the Commissioner's Court and City Council.

#### 6. Update on Hosting of the Smithsonian's Museums on Main Street Exhibit

Jennifer Eckermann, Director of Tourism and Marketing presented this item. Eckermann reported that there were 53 applicants and only 7 were selected. When asked what broad community goals might be achieved by hosting MoMS, we struggled with the incorporation of Black history into the local history we tell. She will be working with David Thomas of the Brenham Heritage Museum and Tina Henderson with the Texas Ten Group. The Museums on Main Street will be in Brenham from December 7 – January 19, 2025. The Orientation Workshop will be August 29-30. This process will take 1.5 years as the program is rolled out and local exhibits are planned.

#### 7. Update on Film Friendly Texas Certification

Jennifer Eckermann, Director of Tourism and Marketing presented this item. City Council adopted Filming Guidelines for the City of Brenham at a City Council meeting on June 1, 2023. Eckermann reported that we have been in contact with the Texas Film Commission office, and Kathrine is working on getting the photos needed. We expect to get a final certification in early fall. The SAG has gone on strike, so all filming has been canceled for August by the film company that planned to be in Brenham.

#### 8. Texas Music Friendly Committee Report

Kathrine Briscoe, Partners & Visitor Experience Manager presented this item. Briscoe reported she had a TMF Committee meeting and there will be a Summer Showcase of local talent in Alamo Alley before Hot Nights Cool Tunes and also discussions on holding quarterly music events in Alamo Alley.

#### 9. Report on Hotel Occupancy Tax Collections

Jennifer Eckermann, Tourism and Marketing Director presented this item. The report presented was an update of the Hotel Occupancy Tax Report through May. STR growth slowed early in the year. Some new listings have us close to reaching 100 properties in the city, with a high of 94 reached in June. Nancy continues to stay on top of this with GovOS for the city and has owners at different points in the compliance process. Several properties are paying late for May, so the chart shows there are payments still to be received.

#### 10. Visit Brenham DMO Q2 Report

Jennifer Eckermann, Director of Tourism and Marketing gave this report. Her report included the Quarter 3 Report for 2023. Kathrine Briscoe, Hannah Mertz, Alex Dill, Melinda Faubion, and Natalie Lange also gave an update on the Visitor Center, Group Sales, The Barnhill Center, Digital ads, and Social Media posts.

#### 11. Washington County Expo Report

Harrison Williams, Director of the Washington County Expo presented this item. Williams reported on ongoing projects at the Expo, building usage and lost revenue, and a comparison of revenues. They are looking at alternative revenue sources, requesting additional staffing, along with rent labor, and hour usage. Williams also reported that they are looking at capital equipment requests that are needed for the Expo.

#### 12. Administrative Report

Jennifer Eckermann, Director of Tourism and Marketing gave this report. Eckermann reported that the tourism partners will start to receive quarterly reports. There will be a lodging partner meeting on September 21st with Scott Joslov from Hotel and Lodging. The next Tourism Advisory Board meeting will be on October 19<sup>th</sup> but could be moved to another date since some of the Board members have prior commitments.

With no further business, Scott Atwood adjourned the meeting.

Scott Atwood	Date	

Board Chair	
ATTEST:	
Nancy Joiner Tourism & Marketing Coordinator	Date

### **HOT GRANT FUNDING FALL 2023**

Organization	Request	Purpose Of Funding	Award
Brenham Heritage Museum	\$3,000.00	BHM Signage	\$1,450.00
Chappell Hill Chamber of Commerce	\$4,000.00	Airing of the Quilts	\$1,250.00
Chappell Hill Chamber of Commerce	\$4,000.00	Independence Day Parade	\$2,000.00
Chappell Hill Historical Society	\$4,000.00	Scarecrow Festival	\$4,000.00
Texas Arts and Music Festival	\$27,000.00	Texas Arts and Music Festival	\$3,500.00
Unity Theatre Company	\$7,000.00	2022-2023 Season	\$7,000.00
Washington on the Brazos	\$2,200.00	Candlelight Christmas	\$2,200.00
TOTAL	\$51,200.00		\$21,400.00

#### **Proposed Dates for 2024 HOT Funding:**

## 2024 Hotel Occupancy Tax Funding Events/programs/projects occurring January 2024 -June 2024 (Round 1); and from July 2024 – to December 2024 (Round 2)

	Round 1 for 2024	Round 2 for 2024
Application Packet Available	October 30, 2023	May 6, 2024
Online		
Application Due	November 17, 2023	May 17, 2024
Funding Committee Review	December 4, 2023	May 27 – May 29, 2024
Commissioners Court	December 12, 2023	June 4, 2024
Consideration		
Tourism Grant Award	December 18-20, 2023	June 10 – June 11, 2024
Notifications and Funding		

Post Event/Program/Project (E/P/P) Reports are due within 60 days of each funded event.



#### **AGENDA ITEM 5**

To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Changes Being Discussed to Tourism ILA

Date: July 6, 2023

Commissioner Kirk Hanath and I met Thursday, June 29th to discuss the following changes to the Tourism ILA and By Laws:

- Remove designation of the Eligibility Committee from the ILA and By Laws
- Remove the Expo Committee from the Bylaws.

Any input from the Board would be appreciated.

Since both the ILA and Bylaws are approved by Commissioner's Court and City Council, these changes will be considered as part of a wider discussion on tweaks being made to several ILA's.

the following the Washington County Tourism Liaison or a member of the Washington County Commissioners Court or the Washington County Expo Director shall represent the Commissioners Court.

C. The Tourism Grant Funding Committee of the Board consists of five (5) members appointed by Washington County Commissioners Court.

### 2. GOVERNMENTAL ENTITY FUNDING AND RESPONSIBILITIES (Exhibit "B")

A. The City of Brenham will manage, operate and fund the Visit Brenham/Washington County DMO and The Barnhill Center, with funds collected within the city limits of the City of Brenham. The DMO will present quarterly reports to the Tourism Advisory Board and will provide staff to record and distribute minutes, prepare agendas and post meetings.

B. Washington County will collect hotel occupancy taxes outside of the City of Brenham. During the annual budget process, the County will determine a HOT Fund budget for eligible projects at the Washington County Expo. In addition, the County will budget for county-wide bi-annual Tourism Grants. The Funding Committee will review the eligible request and make funding recommendations to the County Commissioners Court. The County Treasurer will disburse funds for approved events/programs/projects.

C. The Grant Eligibility Committee will review Post Event Reports and determine eligibility and priority of Tourism Grant requests based on state law requirements for the promotion of tourism as authorized by the Texas Tax Code, Chapters 351 and 352, in the manner as each Chapter may be respectively applicable to the City or County, and present findings to Tourism Grant Funding Committee for consideration. The Committee will consist of five (5) members: two (2) board members appointed by the Chairperson, the Director of Tourism & Marketing for Visit Brenham/Washington County DMO, the DMO Group Sales Manager, and the Tourism and Marketing Coordinator.

#### 3. TERM AND TERMINATION

This Agreement shall be effective beginning May 1, 2021 and shall remain in effect until December 31, 2023 ("Initial Term"). This Agreement shall automatically renew for a two (2) year period ("Renewal Term") on January 1st of each Renewal Term. Either Party may terminate this Agreement, with or without cause, by giving notice in the manner provided herein to the other Party at least ninety (90) days prior to the effective date of the Renewal Term. Notwithstanding any other provision herein, if both parties hereto agree to terminate this Agreement with less than the required ninety (90) days' notice, said ninety (90) day notification period may be waived. Notice shall be provided pursuant to the terms set forth in Section 3.2.

A Board member may cast only a single vote on any issue. Proxy votes are prohibited. Alternate and ex-officio members shall not vote.

#### Section 7:

The terms of office of the members appointed by the City Council of the City of Brenham and officers of this Board will be on the calendar year.

#### Section 8:

Professional staff members of the City of Brenham or Washington County assigned to work with this Board shall be non-voting ex-officio members of this Board.

#### ARTICLE V OFFICERS

#### Section 1:

- A. The Chairperson shall be elected annually by the members of this Board and shall serve at the pleasure of the City Council of the City of Brenham and the Commissioners Court of Washington County. Resignation of the Chairperson from the Chairperson position shall be by letter to all other Board members. If the Chairperson resigns from the Chairperson position but continues to serve on this Board, the members of this Board shall elect a new Chairperson as soon as practicable.
- B. Resignation of the Chairperson from this Board shall be by letter to all other Board members, the Mayor of the City of Brenham, and the County Judge of Washington County. An unexpired term will be filled by vote of the City Council of the City of Brenham if the Board position was a City of Brenham appointment.

#### Section 2:

- A. The Chairperson of this Board shall preside at all meetings of this Board and shall perform such duties as may be assigned by this Board or by the City Council and the Commissioners Court. The Chairperson shall have the power to appoint subcommittees, as he/she deems necessary to achieve the objectives of this Board.
- B. In the absence of the Chairperson, Board members present shall elect a temporary presiding officer to serve as Chairperson during the meeting.

#### ARTICLE VI COMMITTEES

#### Section 1:

The following Committees have been created for special purposes.

Grant Eligibility Committee: Biannually will review Post Event Reports and determine eligibility and priority of Tourism Grant requests based on state law requirements for the promotion of tourism as authorized by the Texas Tax Code, Chapters 351 and 352, in the manner

as each Chapter may be respectively applicable to the City or County, and present findings to Tourism Grant Funding Committee for consideration. The Committee will consist of five (5) members: two (2) Board members appointed by the Chairperson, the Director of Tourism & Marketing for Visit Brenham/Washington County DMO, the DMO Group Sales Manager, and the Tourism and Marketing Coordinator.

Tourism Grant Funding Committee: Biannually will review Tourism Grant requests and will make funding recommendations to the Washington County Commissioners Court. The five (5) members of this Committee will be appointed by Washington County Commissioners Court.

Texas Music Friendly Committee: this committee fills requirements of certification as a Texas Music Friendly Community.

Washington County Expo Committee: works with County staff to support work of facility within the tourism industry.

#### **Section 2:**

Other committees may be created by this Board for special purposes.

#### Section 3:

Other than the Grant Eligibility Committee and the Tourism Grant Funding Committee, Committee Chairpersons and members shall be approved by and appointed by the Chairperson of this Board, and City and County liaisons.

### ARTICLE VII SPECIAL SUBCOMMITTEES

#### Section 1:

Subcommittees may be created by this Board for special purposes.

#### Section 2:

Subcommittee Chairpersons and members shall be appointed by the Chairperson of this Board.

#### Section 3:

Subcommittees will automatically dissolve upon completion of their special work and submission of their report to the Board.

### ARTICLE VIII MEETINGS AND COMMUNICATION

#### Section 1:

This Board shall meet on call of the Chairperson or on call of a majority of the members of this Board.



#### **AGENDA ITEM 6**

To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Update on Hosting of the Smithsonian's Museums on Main Street (MoMS)

**Exhibit** 

Date: July 6, 2023

We received word on Friday, June 16, that our application to host the Smithsonian's MoMS Exhibit was chosen – one of 7 selected, out of 53 applications.

The exhibit schedule is as follows:

August 24 – October 6, 2024: San Augustine (east of Lufkin)

October 12 – December 1, 2024: Clifton (west of Waco)

December 7 – January 19, 2025: Brenham

January 25 – March 9, 2025: Rockport

March 15 – April 27, 2025: Buffalo Gap (near Abilene)

May 3 – June 15, 2025: San Elizario (near El Paso)

June 21 – August 2, 2025: Bandera (west of Boerne)

When asked what broad community goals might be achieved by the hosting of MoMS, there was no question in my mind. We have struggled with the incorporation of Black history into the local history we tell, and local exhibits developed in coordination with the history of rural America in the 20<sup>th</sup> century would be of tremendous benefit in starting fresh in the efforts to tell a more complete story.

Obviously, the selection committee agreed our direction was a good one. Our new Brenham Heritage Museum Director David Thomas and Dr. Tina Henderson, with the Texas Ten Explorers organization will be primary partners in the development of local exhibits – in Brenham, Burton and Chappell Hill, and maybe others – that incorporate the stories of segregation and desegregation in the 1900's, along with the importance of education in the lives of people in our communities. There are loads of details to be determined, and we will work with the other communities to help develop a plan that will help grow heritage tourism to impact all our communities.

An Orientation Workshop is scheduled for August 29-30, where we will learn more about what will happen over the next 1.5 years as the program is rolled out and the local exhibits are planned.



#### **AGENDA ITEM 7**

To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Update on Film Friendly Texas Certification

Date: July 6, 2023

City Council adopted Filming Guidelines for the City of Brenham at a meeting June 1, 2023.

We have been in contact with the Texas Film Commission office, and Kathrine is working on getting the photos needed.

We expect to get final certification in early fall.



#### **AGENDA ITEM 8**

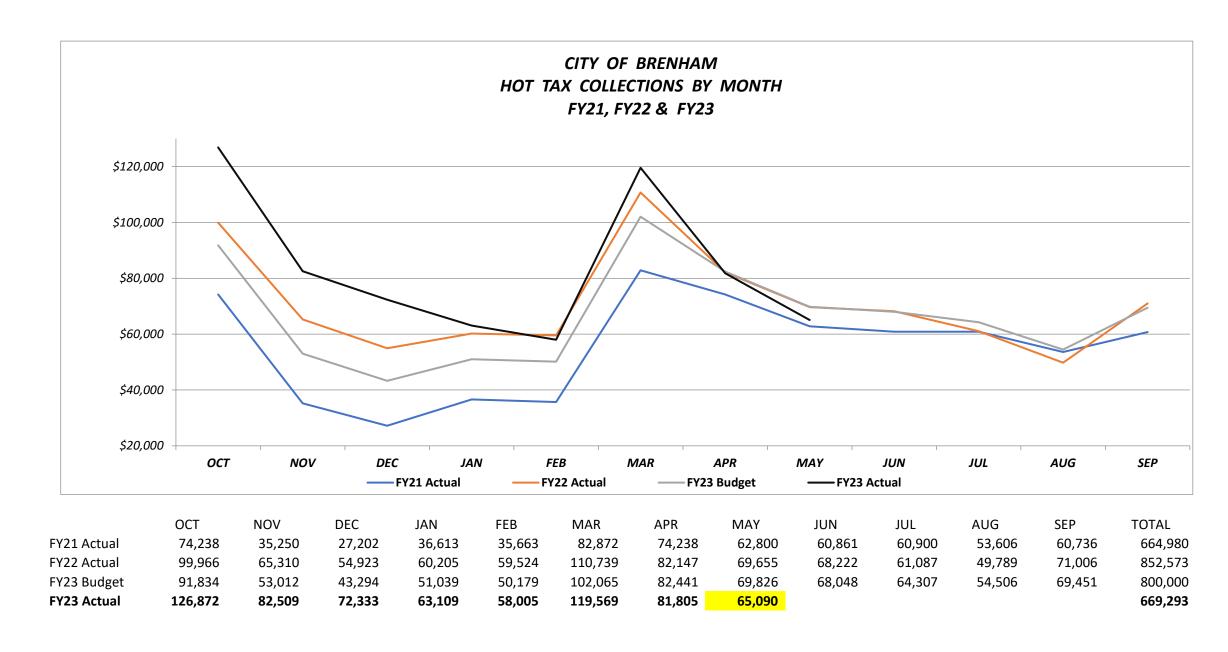
To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Texas Music Friendly Committee Report

Date: July 6, 2023

Kathrine will have a TMF Committee update at the meeting that will include plans for July's Summer Showcase, and discussions concerning a new quarterly music event.



## Visit Brenham DMO Fiscal Q3 Report

Presented to: Tourism Advisory Board July 13, 2023



### **Visit Brenham/WC Website**







"Legendary past woven together with a modern vibe"

Lonely Planet

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.



### **Visit Brenham/WC Website**

	Views	Users	Views Per User:	Avg. Time of Engagement
April	96,555	43,703	2.21	44s
May	57,629	25,845	2.23	47s
June	61,213	23,639	2.59	1m 2s
Q3 TOTALS	215,397	93,187	2.34	<b>51s</b>



## **Most Visited Pages**

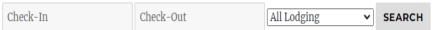
	Page/Views	Page/Views	Page/Views
April	Wildflower Watch/ 14,220	Brenham BBQ Trail/ 10,953	Annual Spring Events/ 7,825
May	Brenham BBQ Trail/	Calendar/	Homepage/
	10,113	5,347	4,372
June	Summer Fun Blog/	Calendar/	Homepage/
	8,400	5,941	4,808



### **Visit Brenham/WC Website**

#### Plan Your Visit

Choose your check-in and check-out dates to view availability with our lodging partners.



- Recently renewed contract with Book Direct (Simpleview)
- Top Q3 referrals were Scenic Hill Retreat, Far View, and Ant Street Inn.
- Number of active STR's rose to 95, with 88 currently up to date in the city limits
  - Number of lodging properties on website: 110



### **Visitor Center**

	April 2023 / 2022	May 2023 / 2022	June 2023 / 2022	Q3 TOTALS 2023 / 2022
Walk-Ins	890 / 1229	415 / 434	554 / 442	1859 / 2105
Visitor Guides Mailed	266 / 299	218 / 286	120 / 248	604 / 833
Phone Calls	197 / 205	143 / 71	123 / 80	463 / 356



## **Partner & Visitor Experiences**

- Took over responsibility for group tours
- Reached over 400,000 views on WW Map
- Hosted Local Tourism Day at the VC
- Meetings and communications with film production company & affected businesses
- Planning Summer Showcase with TMF
   Committee; rack cards distributed





## **Partner & Visitor Experiences**

- Provided 295 group visitor bags
- Attended ribbon cuttings for: Hummingbird Hill Lacey Farms
- Attended TITR Board meeting
- Completed 3<sup>rd</sup> year of Travel & Tourism
   College beginning Capstone Project
- Started planning for 2024 Visitor Guide
- Participated in Summer Sip







### **E-Newsletter**









### **E-Newsletter**

	April	May	June
Sent/ Successful	10,447 / 10,252	10,439 / 10,224	10,589 / 10,349
Open Rate*	37.3%	40.2%	37.2%
Click Rate**	2.8%	2.1%	2.4%
Top Clicks	<ul> <li>Bluebonnet Festival</li> <li>Homepage</li> <li>Event Calendar</li> <li>Independence Open Houses</li> </ul>	<ul><li>Maifest</li><li>Event Calendar</li><li>Homepage</li><li>Chappell Hill Artwalk</li></ul>	<ul> <li>Summer Sip &amp; Artwalk</li> <li>Cotton Gin Classic Car Show</li> <li>3 WOB events</li> </ul>





### "Happenings This Week"

**More than 75** live music performances promoted in Q3!





VISITBRENHAMTEXAS COM JUNE 7 - JUNE 11, 2023

#### WEDNESDAY

- Wine Down Wednesday at HSF Biergarten
- Hoppy Hour Wednesday at Brazos Valley Brewing Co.
- · Whiskey Wednesday at Brown Water Cigar Bar
- · Beer Wednesday at Floyd's Lounge · Wine Down Wednesday at Main Street Uncorked
- Trivia Night at 30 North Gastropub

- · Martini Thursdays at Main Street Uncorked
- Throwback Thursday at Wine Bar Brenham
- Trivia at Brazos Valley Brewing Co.
- Unity Theatre Presents: Godspell

- · Friday Vibes with Cathey Bolin Live at Brazos Valley Brewery Friday Night Music with Tailgate Poets Live at Nathan's BBQ
- . Ronny Herrmann, The Guitar Man Live at Grapevine on Main Ryann Elise Live at Floyd's Lounge
- Lightnin' Ben & The Thunder Live at HSF Biergarten
- Unity Theatre Presents: Godspell

- . Fifth Annual Cotton Gin Classic Car & Truck Show in Burton
- Summer Sip & Art Walk in Downtown Brenham Live Demonstrations at Washington-on-the-Brazos
- Antique Carousel Rides at Fireman's Park
- Games Day at Wine Bar Brenham
- Trick Myers Live at Brazos Valley Brewing Co. Brazos County Line Live at Grapevine on Main
- Tapestry: The Carole King Songbook performs at The Barnhill Center
- Unity Theatre Presents: Godspell
- Erik Flores Live at Floyd's Lounge . Snit's Dog & Pony Show Live at HSF Biergarten

#### SUNDAY

- Live Demonstrations at Washington-on-the-Brazos
- Antique Carousel Rides at Fireman's Park
- Americana Brunch with Mary-Charlotte young Live at HSF
- Taylor Swift Trivia at Brazos Valley Brewing Co.
- Unity Theatre Presents: Godspell





VISITBRENHAMTEXAS.COM

- · BINGO Nite at HSF Biergarten Unity Theatre Presents: Godspell
- · An Evening with Ashton Cigars at Brown Water Cigar Bar
- lames Garland Duo Live at Brazos Valley Brewing Co.
- Taylor Graves Live at Grapevine on Main Robert Kuhn Live at Floyd's Lounge
- Trey Yenger Live at HSF Biergarten
- Juneteenth Opening Ceremony & Parade in Downtown
- Chappell Hill Father's Day Beer & Sausage Festival Farmers Market at Chappell Hill Luxury RV Resort
- Erik Flores Live at Brazos Valley Brewing Co.
- Sam Brown Band Live at Grapevine on Main
- · Ariana Ortiz & Mark Lafon Live at Floyd's Lounge Jennifer Harrold Live at HSF Biergarten
- Movies in the Park at Henderson Park
- Vinyl Radio performs at The Barnhill Center Lightning Ben Live at Floyd's Lounge
- Annual Judge Eddie E. Harrison Juneteenth Heritage Celebration
- at Washington-on-the-Brazos
- Paige Lewis Live at Floyd's Lounge
- Wine 101: Chile at HSF Biergarten Ronda Ray Live at Brazos Valley Brewing Co.
- Dan Golvach Live at Grapevine on Main
- Ryann Elise Live at Floyd's Lounge Robert Nathan Taylor Live at HSF Biergarten
- Brenham Fire Museum is open on Saturdays
- Antique Carousel Rides at Fireman's Park

- First Friday Farmer & Artisan Market in Downtown Brenham
- Burton Farmers & Artisans Market
- Chappell Hill Annual Independence Day Parade and Festivities · Summer Showcase in Alamo Alley
- Hot Nights, Cool Tunes in Downtown Brenham
- Christmas in July at Floyd's Lounge Farmers Market at Chappell Hill RV Resort
- Unity Theatre Presents lack and the Beanstalk

- First Friday Farmer & Artisan Market in Downtown Brenham
- Burton Farmers & Artisans Market
- Chappell Hill Wine & Cheese Crawl



### **Group Sales**

- Hosted Corvair Club 25<sup>th</sup> Reunion event
- Presented Visit Brenham info to high school hospitality class
- Learned from RFP for Texas Municipal League meeting. May lead to other opportunities
- Visiting with Huddle Up group to see how to benefit from growing sports tourism





### **Group Sales**

#### THE WEEKLY WEDDING BUZZ E-NEWSLETTER

FEATURES + REAL WEDDINGS-



8 Nature-Filled Venues With Stunning Views

There is nothing like the rolling hills of Texas. From modern barn receptions to alfresco fetes under the starry sky, see our list of 8 Houston-area wedding venues brimming with wooded or country views.

PHOTO JENNA ROUTH PHOTOGRAPHY: | VENUES <u>DEP IN THE HEART FARMS / VISIT SERVINAN.</u> | THE HUNDE DAKS WIDDING A EVENT CIRCLE! | RESCOR MANDR! | ZELOGIC A EVENTS | SAGE HILL INN A. SPA | HIVATT BEGENCY HILL COUNTRY RESORT AND SPA | THE MANGON AT COLONISTA | HYATT REGENCY LOST PINES

- Working on group sales marketing plan for next year
- Planning to attend Connect Texas for one-onone meetings with Travel Planners looking for Texas conferences
- Meeting with our CRM system company, iDSS, to discuss updates
- Great coverage of area in partnership with Weddings in Houston – of venues and some local events



### **Group Sales**

#### THE WEEKLY WEDDING BUZZ E-NEWSLETTER

FEATURES + REAL WEDDINGS-

INDEPENDENCE \* WASHINGTON



alfresco fetes under the starry sky, see our list of 8 Houston-area wedding





#### EDITORIAL FEATURES- HOUSTON WEDDING BLOG

#### EVENTS THIS WEEK

VIEW UPCOMING OPEN HOUSES, TRUNK SHOWS, AND WEDDING EVENTS



JUNE 9 - THE POST OAK HOTEL AT UPTOWN HOUSTON - THE POST OAK WINE EXPERIENCE JUNE 10 - VISIT BRENHAM - SUMMER SIP N' SHOP JULY 8, 15, 22 & 29 - VISIT BRENHAM - HOT NIGHTS COOL TUNES





Tourism & Marketing Report

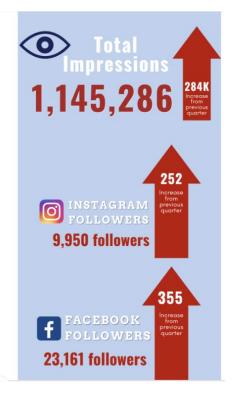
HOUSTON

### **Social Media**

SOCIAL MEDIA
QUARTERLY REPORT



**APRIL 2023 - JUNE 2023** 





### **Social Media**



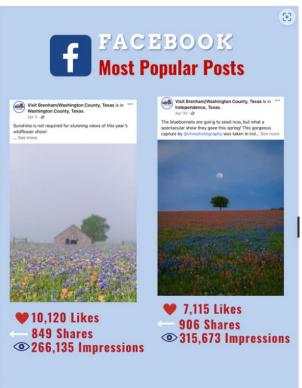


### **Social Media**

### SOCIAL MEDIA QUARTERLY REPORT

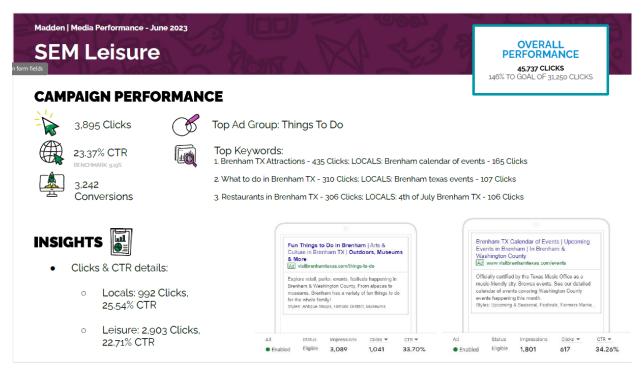


**APRIL 2023 - JUNE 2023** 





## **Digital Marketing**





## **Digital Marketing**

Madden | Media Performance - June 2023 **OVERALL Meetings SEM PERFORMANCE** 3.916 CLICKS 117% TO GOAL OF 3,333 CLICKS **CAMPAIGN PERFORMANCE** 



189 Clicks

6.20% CTR



Top Keywords:



- 1. Texas Venues 88 Clicks
- 2. Texas Banquet Hall 41 Clicks
- 3. Brenham Venues 33 Clicks

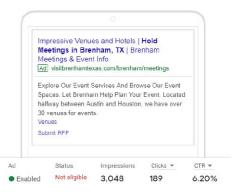


54 Conversions





- Top User Markets by Region:
  - DFW (32% of clicks)
  - Houston (30% of clicks)
  - Brenham (20% of clicks)



Note: "Not eligible" due to the campaign now being over.







76,471 Impressions



2,772 Clicks



3.62% CTR BENCHMARK: 47%



Conversions

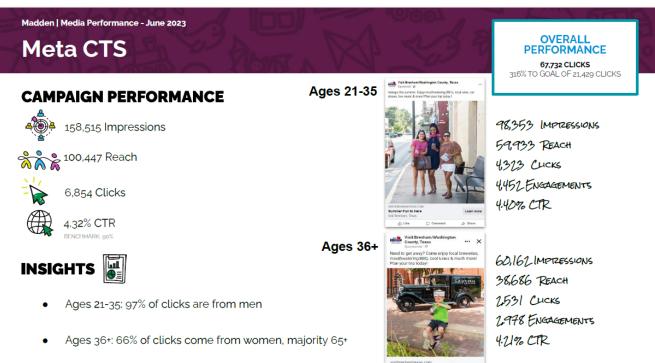
### INSIGHTS



- Top User Market: DFW (30%)
- Top In-Market Audiences: Fairs and Festivals, Music Festivals, and Local Events







Don't Miss The Summer



Madden | Media Performance - June 2023 **OVERALL Pinterest PERFORMANCE** 8,240 CLICKS 184% TO GOAL OF 4,457 CLICKS

### **CAMPAIGN PERFORMANCE**



249,411 Impressions



1,852 Clicks



0.74% CTR



### INSIGHTS



- Pins received a total of 2,413 engagements
- More users engage within age groups 18-34 and 55-64



156,676 IMPRESSIONS

912 CLICKS

1,287 ENGAGEMENTS

16 SAVES





### **CAMPAIGN PERFORMANCE**



87,270 Impressions



50,533 Views



57.90% View Rate



- Top User Markets by State:
  - Texas (69%)
  - Louisiana (11%)
  - Oklahoma (8%)



80,715 IMPTRESSIONS 46,259 VIEWS 57.31% VIEW RATE



6,555 IMPRESSIONS 4274 VIEWS 65.20% VIEW RATE



### **Print Ads**









Texas Monthly & Texas Highways

May

INDEPENDENCE \* WASHINGTON

Texas Monthly & Texas Highways

July

Meet Texas
Summer
Tourism & Marketing Report

### **Print Ads**







**Austin Monthly** 



**Tourism Week Promotion** 



## **Digital Ads**







Texas Highways.com



# **Digital Ads**







TourTexas.com



### **Digital Ads**









We roll out the red carpet to ensure your small meetings are a BIG hit perfect for 12 - 300 attendees.



**Various Meeting Ads** 





### "Skinny Banners"









Displaying in the Visitor Center through the summer

### **Bonus Media/Advertorial**



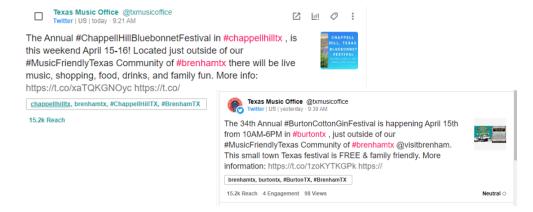
March 23, 2023 in Brenham. A Sombreuil Climber in bloom at the Antique Rose Emporium, on Thursday, March 23, 2023 in Brenham. The field o...

Reach 2M

owners

Tag • Translate • Share





Day Trips & Beyond: May Events Roundup

Days May 4-14, Corpus Christi, <a href="www.bucdays.com">www.bucdays.com</a> Maifest May 5-6, <a href="Brenham,">Brenham,</a> <a href="www.brenhammaifest.com">www.brenhammaifest.com</a> Wine & Roses Festival May 5-7, Bryan, www.

The Austin Chronicle Gerald E. McLeod • USA • May 4 • 3:04 pm

Reach 676k

Tag • Translate • Share



### **Bonus Media/Advertorial**

### Visit The Original Blue Bell Creamery <u>In</u> Texas For Your Favorite Scoop

Taste the iconic Homemade Vanilla, straight from the source.

By Kaitlyn Yarborough Updated on May 4, 2023



PHOTO: JEFF GREENBERG / GETTY IMAGES

In the South, there is quite literally no bad time to enjoy Blue Bell ice cream. In fact, we insist on indulging in the Texas-based creamery's creations year-





### **Bonus Media/Advertorial**





### The Brazos Valley Museum Trail Returns



If you're looking for local activities this summer, check out the Brazos Valley Museum Trail.

Stephanie Ddughdhnemimnier, Director of the Chappell Hill Historical Society, says you can visit 16 participating locations on the trail.





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

HDL Customer Event & Cinco de Mayo luncheon

Texas Leadership Summit Meeting

Data Projections Customer Event

Anniversary Party, Rehearsal Dinners and Receptions, Graduation Parties and Photo Shoots

St. Paul's Theatre Event – full facility

Various meetings, including HDL, C12, Healthcare Provider

**Hosted TITR** 





### **The Barnhill Center - Entertainment**







Southern Raised

One Night in Memphis

T. Graham Brown

**Gunhild Carling** 

Tapestry – Carole King

Vinyl Radio

Preparing for August 13 Gospel Show



### **Just Around the Corner...**

Saturdays, July 8, 15, 22, 29 TMF Summer Showcase 5:00 pm – 6:30 pm before Hot Nights

> Wednesday & Thursday, August 2-3:

Filming in Downtown Brenham





# 2024 EXPO BUDGET



# ON GOING PROJECTS

- Facility Sound System
  - Barns 1,2,3 and SF due for completion by Aug 1
  - Event Center is complete
  - Remaining structures to be completed by December
- Fair 2024
  - Prospect Show first weekend
  - ABBA Second weekend
  - Fair third weekend
  - Bidding out janitorial supplies
  - Prep meeting on Thursday
  - RV/ Simi-parking notices going out next week
- Master Plan
  - Committee met and agreed to the SOW
  - Waiting on GrantWorks for approval
- Solar Generator (DSE)
  - Looking for grants
  - Developed scalable proposals



# DEPARTMENT STATS

**Building Usage** 2022 2023 **Event Center** 182 184 VIP 194 130 83 81 Barn 1 Barn 2 134 131 Barn 3 113 145

(As of 6/21/2023)

Lost Revenue	2022	2023
Space	\$35,900.00	\$77,975.00
Services	\$49,950.00	\$92,970.00
Total	\$85,850.00	\$170,945.00

	2023*	2022
Business	8	7
Equestrian	9	6
Livestock	20	21
Other	7	39
Party	38	42
Quinceanera	14	15
TOTAL	96	130



# REVENUES COMPARISON

	2022	2021	2020	2019
Fairgrounds Rentals	\$140,784.77	\$120,949.75	\$65,936.80	\$110,236.96
Civic Center Rental	\$25,732.50	\$2,790.00	\$16,906.50	\$33,912.00
VIP Room Rental	\$16,455.00	\$6,385.00	\$6,260.00	\$10,937.00
Fair Office Rental	\$4,608.00	\$4,608.00	\$4,608.00	\$2,688.00
Fair Event Revenue	\$40,000.00	\$23,551.10	\$0.00	\$0.00
Expo Deposits	\$11,180.00	\$2,100.00	N/A	N/A
RV Rentals	\$15,186.50	\$21,410.00	\$24,260.00	\$23,230.00
Totals	\$253,946.77	\$181,793.85	\$117,971.30	\$181,003.96



# ALTERNATIVE REVENUE SOURCES

- Increased Horse Stalling Current average is \$7,000 a year
- Alcohol concessions for enclosed spaces
- Livestock Sale Percentages 2% of Gross
- Event Production
  - Markets
  - Livestock Shows
  - Equine Shows





# RENT LABOR & HOUR USAGE

	Contract Labor	Full Time OT
2022 Hours	825	607.80
2021 Hours	1,539	102.50
2020 Hours	1,660	30
2022 Costs (Avg \$25-\$35 Per Hour)	\$22,352.50	\$18,961.64
2021 Costs (Avg \$25 Per Hour)	\$31,328.60	\$3,227.10
2020 Costs (Avg \$15 Per Hour)	\$24,900.00	\$819.06

Director Hours				
Month	Total			
May	307.02			
June	238.40			
Yearly	3,272ish			

Current/ Projected CL			
2023	\$35		
2024	\$50		
2025	\$60		

	Ye	Yearly Totals		
	Total Hours	Total Staffing Costs		
2022	1,432.80	\$41,314.14		
2021	1,641.50	\$34,555.70		
2020	1,690	\$25,719.06		

Avg OT \$30.57	Hr Rate	OT Rate
Maintenance	\$17.17	\$25.75
Maintenance Supervisor	\$22.00	\$33.00
Event Coordinator	\$21.99	\$32.98

Total Hours worked	11,524.24
Max Comp Hours/	2080
Total # of employees	5.54





# CAPITAL EQUIPMENT REQUESTS

# 75HP TRACTOR \*OPEN CAB

	Weight	Cash Bid	0% Finance	Payment M/Yr
Kubota	5,027lbs	\$43,704.96*	NA	NA
Case IH Farmall 75C	7,338lbs	\$56,616.70*	NA	NA
John Deer 5075E	8,000lbs	\$43,699.00	\$45,899.00	\$792.29/\$9,507.53
Mahindra 6075	8,626lbs	\$42,990.00	\$45,890.00	\$764.83/\$9,177.99



# SHREDDER

### WCT

- Landpride 12'
  - **\$18,801.70**



### John Deer

- FC12E 12'
  - **\$17,249.00**





# ARENA DRAG & WATER RIG

### Kiser

- 8' Drag with Water
  - **\$16,000.00**

# EST. 1987 SER

### **Black Widow**

- 8' Drag
  - **\$10,000.00**



### **Premier Equestrian**

- 1010 Gallon Water Rig
  - AG \$13,000
  - **DOT** \$16,000



# 501 C (3) AGREEMENT

PURPOSE OF THE AGREEMENT: TO PROVIDE 1 DAY RENTAL FOR ANY NON-FUNDRAISING ACTIVITY THAT IS PRIMARILY INSTRUCTIONAL OR EDUCATIONAL IN NATURE

### Current Users on the Agreement

- Wash Co Extension
- Wash Co 4-H Clubs
- Wash Co Adult Leaders
- Brenham FFA
- Burton FFA
- Boy Scouts of America
- Girl Scouts of America
- Brenham ISD and recognized Organizations
- Burton ISD and recognized Organizations
- Brenham Christian Academy and recognized organizations
- Blinn College and Recognized Organizations

- Washington County Youth Soccer Association
- Washington County Youth Baseball Association
- Brenham Maifest
- Brenham State School and Recognized Organizations
- Washington County
- City of Brenham
- City of Burton
- Washington County Peace Officer Association
- Chamber of Commerce in Washington County
- Washington County Tourism Bureau
- Faith Mission





### **AGENDA ITEM 12**

To: Tourism Advisory Board

From: Jennifer Eckermann, Tourism & Marketing Director

Subject: Administrative Report

Date: July 6, 2023

We'll have some general tourism updates for you at the meeting.