

Tuolumne County Visitors Bureau Marketing & Looking Ahead

Jen Lopez Marketing Manager

3 Vacations in 1 Destination

Tuolumne County Vacation Planner

- 100,000 Copies Distributed:
 - BART Stations
 - Bay Area Airports
 - Residential Communities in East Bay
 - Travel Shows
 - Yosemite Journal
 - Direct Requests
 - By Members



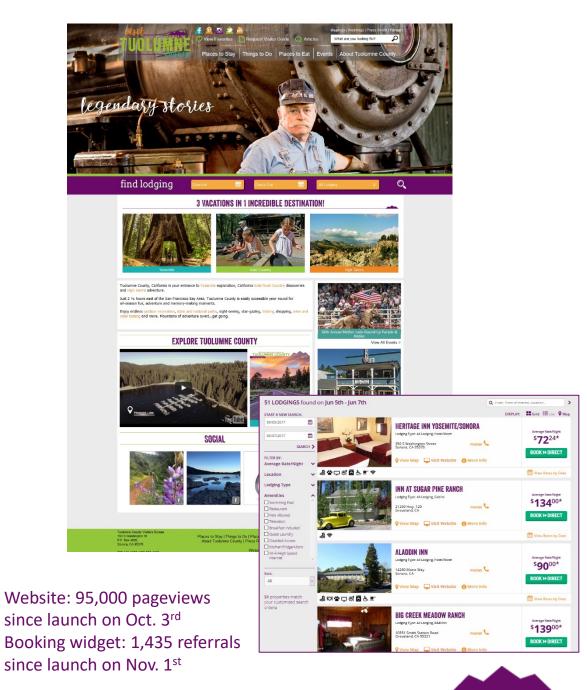
New Logo!



New Website!

VisitTuolumne.com VisitTCToday.com

Features Include:
Booking Capabilities
Social Media Feed
New Photos
Itinerary Builder



E-Newsletters

Hello from Tuolumne County, California! Home of Yosemite, Gold Country & the High Sierra



March • 2017

Top 7 Reasons to Visit Highway 120 Today!

While an incredible rainy season has a portion of Highway 120 temporarily closed beyond Crane Flat towards Yosemite Valley, there's plenty of reasons to keep your plans to visit, including visiting the under loved but so amazing (and open!) north side of Yosemile. Here's more reasons why you should head on up Highway 120:

- 1. The Hills are Alive It's been a while since we have seen the rolling foothills leading into Tuolumne County this green! Tie that in with a spectacular backdrop of the snow-covered Sierra Nevada mountains and you have an epic scenic drive as you enter Tuolumne County.
- 2. Get Your Groove on in Groveland Maybe you recently read in the Bay AreaNewsabout all the ways to play at Highway 120's Groveland? In case you didn't here's some tips for a good place to start! Go: The Iron Door Saloon Sip: Mountain Sage Coffee. Yosemite Cellars (by appointment) Explore: Yosemite Gateway Museum Eat: Fork and Love Restaurant Sleep: Hotel Charlotte



- 3. Bragging Rights Did you know that 95% of visitors to Yosemite National Park only see 5% of it? Be part of the 5% to see the less-visited, yet equally as stunning parts of Yosemite like Hetch Hetchy and the Merced and Tuolumne Groves of Giant Sequoias. Here's what John Muir had to say about Hetch Hetchy: "After my first visit, in the autumn of 1871, I have always called it the Tuolumne Yosemite, for it is a wonderfully exact counterpart of the great Yosemite..."
- 4. It's Just Snow Fun! Take advantage of the incredible snow conditions by visiting the













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Travel & Trade Shows

- Attended 4 Shows in 2017
 - Sacramento International Sportsmen's Expo
 - Bay Area Travel &Adventure Show
 - San Diego Travel & Adventure Show
 - Sunset CelebrationWeekend



Multi-Platform Advertising

Xfinity

• TCVB commercial runs in Sacramento & expanded to Tri-Valley area in 2016-2017

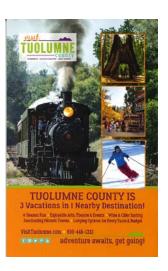
Click her to play commercial

KGO On the Go

- Feature article in KGO On the Go annual magazine
- Full-page back cover ad
- TCVB logo on front cover
- Banner ads in e-newsletter
- 15- & 30-second commercials, aired over 200x
- 5-minute live, on-air radio interview
- PSA Notices of Big Oak Flat Rd. closure and re-opening









Sunset Magazine & Sunset.com







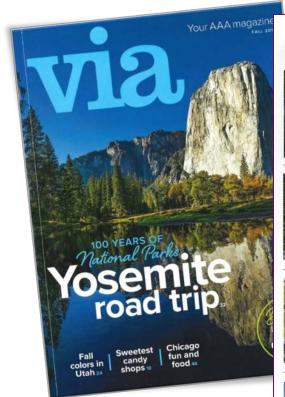






California print circulation: 665,000

VIA Magazine



ADVERTISEVENT

Experience Wine Country



Sonoma Canopy Tours Experience the Northern

California Redwoods in a way you never imagined on one o our two magnificent courses. readers save \$40 on our Delixe Helmet Cams! Present your AAA card upon arrival for the discount, 30 Minutes West of Santa Rosa – Open Year-Roun (888) 494-7868



Tuolumne County, CA

Great outdoor adventures in Yosemite, Gold Country and the High Sierra complement your visit to Tuolumne County's boutique tastino rooms, where friendly ambiance is paired with unique Sierra 'oothill varieta's. Call or send for your FREE vacation planner.

(800) 446-1333 VisitTuolumne.com





winery complex, offers a variety of specialty shops, galleries, restaurants, a complete wine tasting cellar and Michael

Chiarello's Bottega Ristorante. (707) 944-2451 www.vmarketplace.com



DoubleTree by Hills Sonoma Ware Country

Experience 450+ w neries within 5-25 mins. from this central Sonoma County Hotel Bacchus Restaurant & Wine Bar, golf, tennis, neated pool on site. One mile from Graton Casino. Ask for AAA discount at time of reservation.

(800) 222-8733 or (707) 584-5466 doubletreesonomahotel.com



Ukiah, Mendocino County

Cruising through the Coberneti Inland Mendocino County is where the vineyards meet the redwoods, where beautiful valleys provide the backdrop for year-round events. It's home to industry pioneers in wine, microbrew, art, music, and green living. For recreation and relaxation, escape to Uklah!

(707) 467-5766 Visiti Iklah com

Chateau Montelena Winery

This is First Growth Collifornia Three elements determine a wine's character: the definess of the grower, the hospitality of the soil and the whims of Mother Nature.

Chateau Montelena wines are homfrom old-world know how and the unwillingness to fix what has never been broken. Taste a year in a glass

(707) 942-5105



Spend the afternoon on our home estate vineyard enjoying breathtaking views of the Santa Lucia Highlands and sipping exceptional, award winning wines Alexander-Smith, Paraiso and Irie A second tasting room with our signature charm is only blocks from



Smith Family Wines

the beach in Carmel-by-the-Sea.

(831) 678-0300 or (831) 250-7123 mithfamilywines.com



Circulation: 3.2 million

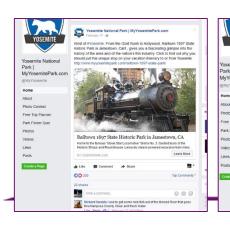


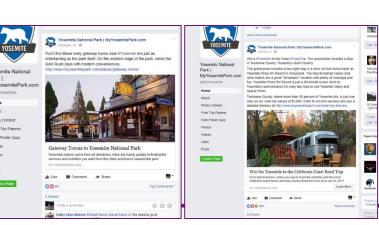
California Visitors Guide



Yosemite Journal MyYosemitePark.com

- They distribute approx. 4,000 vacation planner on our behalf
- Full page ad in Yosemite Journal + articles (circulation 100,000)
- 100,000 banner ads on MyYosemitePark.com
- Inclusion in Central Coast to Yosemite Road Trip contest =
 - 7 Facebook posts
 - 105,041 impressions
 - 2,508 engagement
 - 1,206 clicks









Studio 40 Live

- 6 on-air segments
- Banner ads on Studio 40 Live website
- TCVB TV commercial runs during Fox 40 Morning News 2 days leading up to and on the day of our segment dates

Next segment airs June 13th featuring Tuolumne County wine and hard cider



Banner ads: 75,014 impressions

Bay Area News Group: Eat Drink Play

- Total circulation: 1.8 million in San Jose Mercury News, East Bay Times, etc.
- Full-page ad
- Articles are also online
- Digital banner ads
- Wide range of advertising opportunities for partners





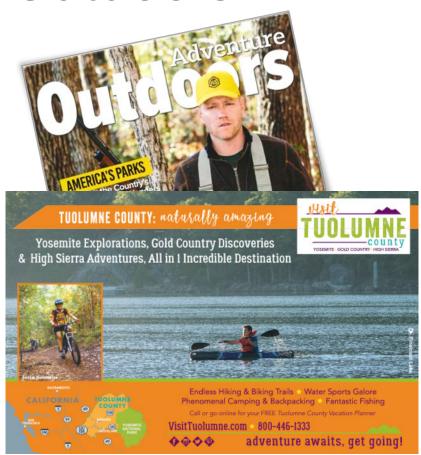


February 26, 2017

Adventure Sports Journal & Adventure Outdoors

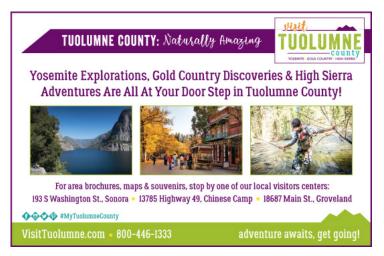


Adventure Sports Journal circulation: 42,000

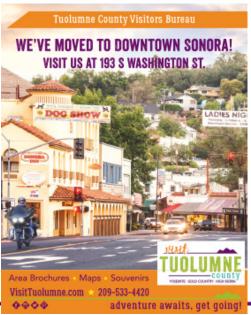


Adventure Outdoors circulation: 190,000

Local Advertising







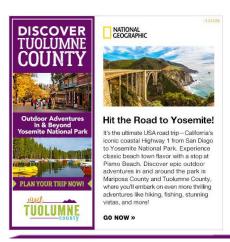




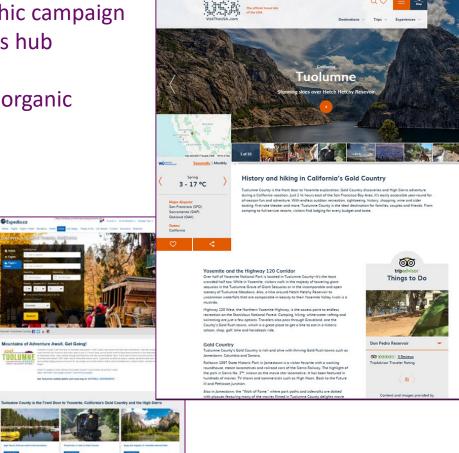
Strategic Partnerships

Brand USA/Visit California Outdoors Initiative

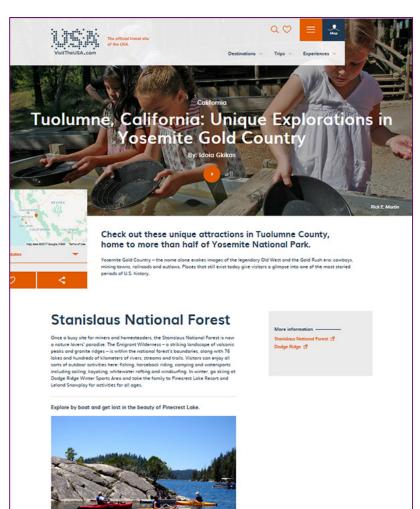
- 6.9M impressions via the National Geographic campaign
- 12.4k page views across the digital Outdoors hub
- 1.1 M video views
- 141k social impressions garnered across 16 organic partner posts via Twitter & Facebook
- 2.1M impressions via Expedia campaign = ROI: \$44,324 with 210 room nights
- Total impressions: 10 million

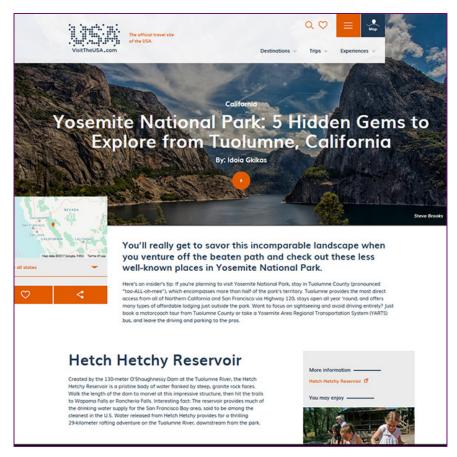






Brand USA/Visit California Outdoors Initiative

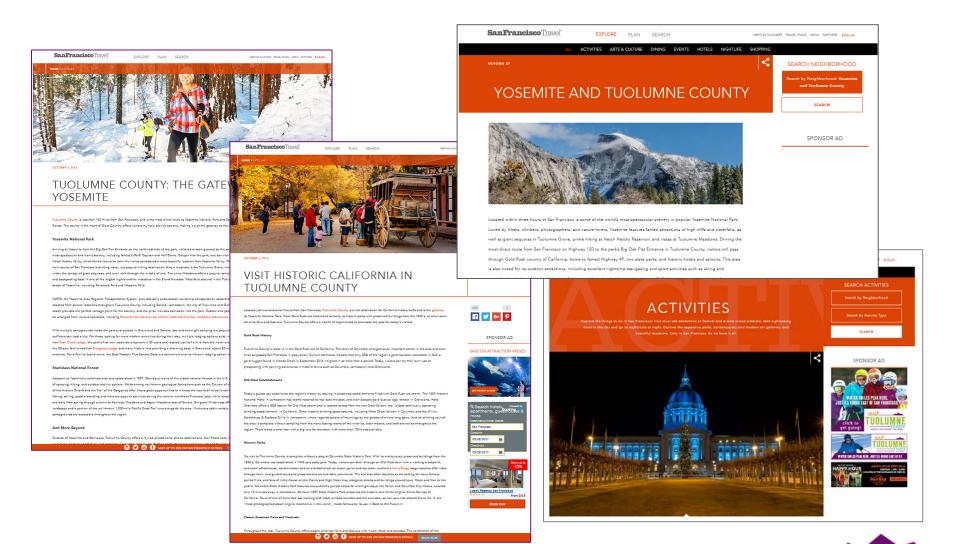




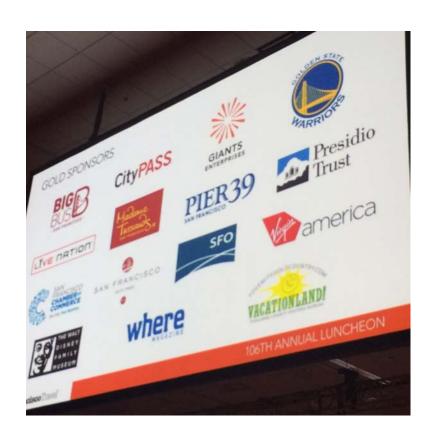
Brand USA/Visit California Outdoors Initiative

Click here to play video

San Francisco Travel



San Francisco Travel





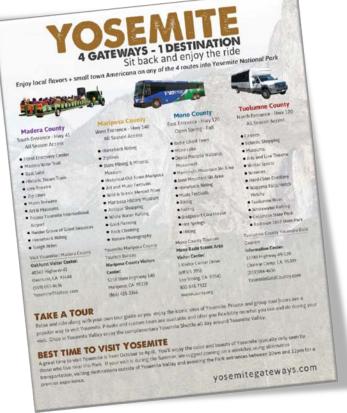
Regional Partnerships

Regional Partnerships











New Photography















Media Highlights

- Bay Area Travel Writers Meeting and Fam Trip
- Toronto Media Fam Trip
- Hosted Several Individual Journalists and Bloggers
- CNN India Documentary





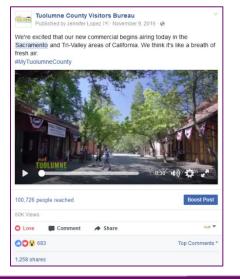
Social Media



May 2016 = 17,529 May 2017 = 20,393



16%





May 2016 = 533 May 2017 = 2006







May 2016 = 640May 2017 = 928





What's Coming Up Soon

- Sunset Magazine "Travel Chronicles" page
- Condensed visitors guide (English, German, French and Chinese)
- Update film resource guide
- Oh' Ranger ad (290,000 distribution)
- 1 more Studio 40 Live segment to air next month
- Airports promotions













What We'd Like To Do in the Upcoming Year

- Expand on relationships with Xfinity, Fox 40, Yosemite Journal, Bay Area News Group, etc.
- Build on partnerships with Brand USA & Visit California to broaden international visitation
- Expand advertising to more publications
 - Where Magazine
 - in-flight magazines
- Create new, professional destination videos
 - "How to" videos
 - Faces of Tourism
 - Tuolumne County Adventures
- Increase photo inventory
- Develop meeting/group marketing campaigns (off-season & mid-week business)
- Develop airports campaigns
- Create trails marketing campaigns
- Update "Passport to Treasures" family program
- Increase social media advertising
- Conduct marketing meetings and workshops

Marketing Meetings & Workshops

- Next marketing meeting July 20th
 - Every other month, 3rd Thursday
- Ideas for Upcoming Workshops (TBD)
 - Getting started on the booking engine
 - Getting started with Google Analytics
 - If there's a workshop you would like to see, let us know.



Thank you!

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