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Jacks will May 21, 2014 TDC Meeting



Where Florida Begins

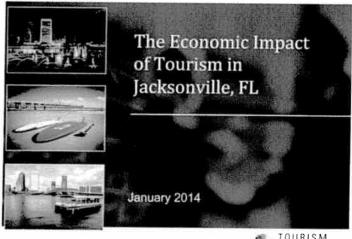
TDC Quarterly
President's Report
Video Slides



Where Florida Begins

Quarterly President's **Update** 

We released our "Economic Impact of Tourism on Jacksonville" Study





Tourism generated \$2.2 billion in business sales in 2013

Duval County's tourism industry supports more than 22,000 jobs Visitors spent \$1.5 billion in Jacksonville, an 18% increase from 2009

2nd Quarter for the city was great, occupancy was up 2.7% over last year to 67%

Revenue Per Available Room (RevPAR) was up 5.9% Hotel revenue in Duval County was up 7.6% to \$81,177,461 (+\$5.7MM)

> Sales Update

In the 2nd Quarter, the sales team booked 73 conventions/ meetings

## Which equates to 42,381 room nights

at 41 different hotels



These groups will have an estimated economic impact of \$26,402,648

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**Major Groups Booked:** 

National Conference for Catechetical Leadership

National Active and Retired Federal Employees Assn

2015 & 2016 NCAA Track & Field Preliminary Round Championships Our team hosted 18 site visits for clients considering Jacksonville

We hosted sales missions in Washington, DC & Tampa

And participated in 18 trade shows around the country

## Marketing Updates

We launched a new advertising campaign



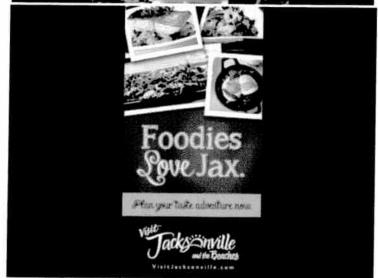


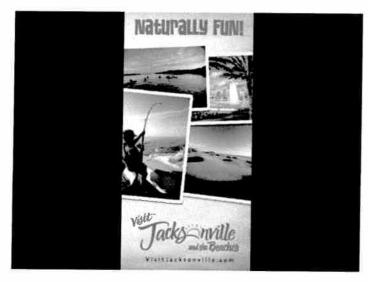


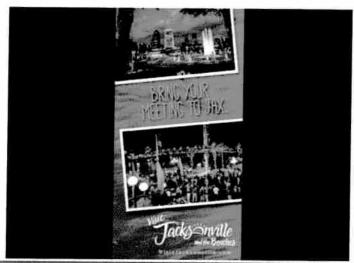




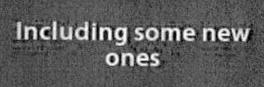




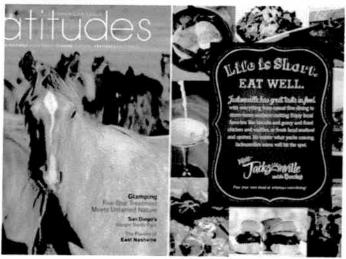




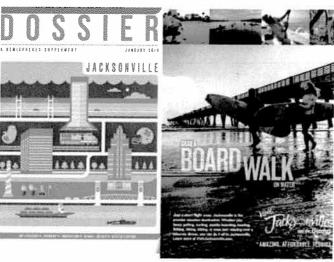
We advertised in 51 magazines & media outlets













Advertising Impressions totaled over 30,000,000

Website visitation is up 30% over the same time period last year

That includes a 54% increase in visitations from Florida

23% increase from Canada and 35% increase from Brazil

Radio & Social Media Promos:

Media Value \$559,695

Impressions 10,910,104

These promotions in Florida, Philadelphia & Nashville markets cost \$0 We assisted 74,120 visitors at our four visitor centers

PR/Communications Update

2nd quarter had a total earned media value of \$184,558.82

## Placed stories in national media publications, like...



