#### Eureka Springs Monthly Report | May 2023





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#### May 2022 Report:

www.visiteurekasprings.com/partners/capc-partner-resources/

# Visitor Insights



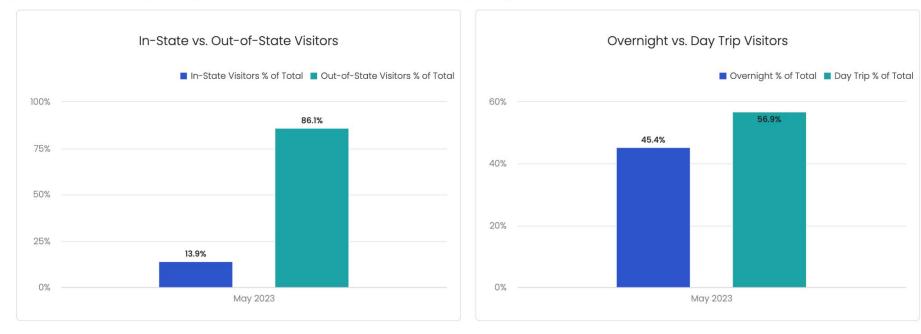
#### **Visitor Insights - Summary**

- 45.4% of observed visitors stayed overnight in May, on par with trends so far in January April 2023 but trending down over May 2022.
- In May, 86.1% of visitors came from out of state, consistent with rates so far in 2023.
- Kansas City, MO market continued to be the #1 visitor market in May. These visitors also the most likely to stay overnight. Springfield, MO was the #2 visitor market, trending up from January April 2023. Both markets are top target markets for Paradise media for this year.
- For in-market spending, Food continues to lead the way, followed by Accomodations and Retail. A reminder these are credit card swipes while in-market. This is on par with trends so far in 2023 and holding steady with 2022 numbers.
- The average visitor spend in May decreased from \$167 to \$159 when compared to May 2022, and decreased from \$172 when compared to April 2023.
- May saw the Crescent Hotel remain the top visitor POI, followed in order by the Basin Park Hotel, Best Western Inn of the Ozarks, and Nelson's/Slone Tavern/The Grotto Wood-Fired Grill and Wine Cave, and Eureka Charcuterie/Eureka Daily Roast/Soap Shop and Body Shop.

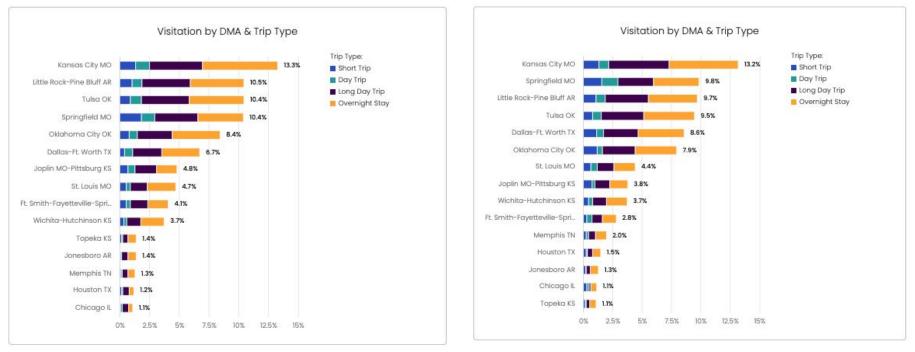


#### Where are visitors to your destination coming from?

Source: Near, Affinity. Note: Day Trips = Between 2–8 hours spent in your destination. Overnight Trips = 8+ hours spent in your destination and observed the next day in your destination. The total percentages can exceed 100% as visitors can stay multiple days during their trip.







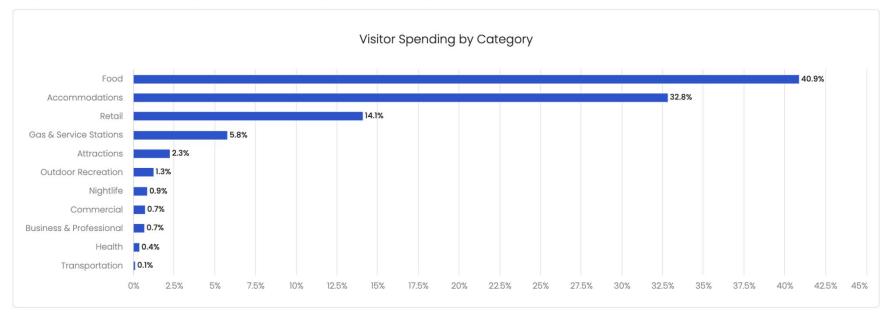
May 2023



January - April 2023

#### What are your visitors spending money on in your destination?

Source: Affinity. Note: This data does not include online transactions. Therefore the Accommodations category would not include short-term rentals where the card is not swiped in-market. The Transportation category includes rental cars/RVs, taxi/limo services, cruise ships, airports and travel agencies & tour operations. Tip: Click into a Category to see what merchant categories visitors are spending on within that Category.



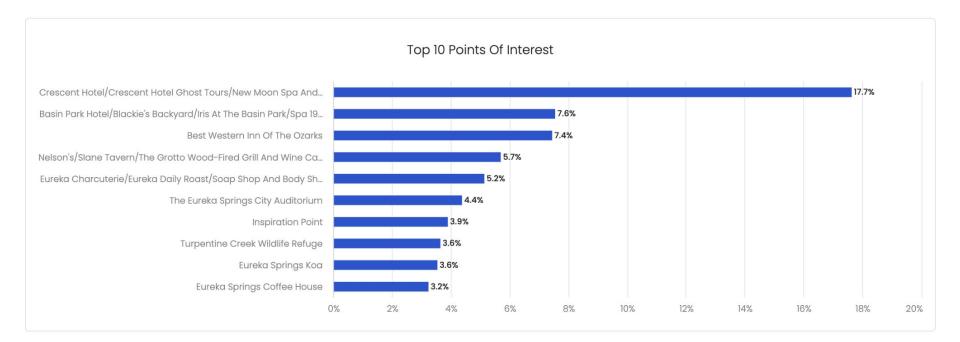
#### ZARTICO May 2023

#### How does your destination's average visitor spending compare to last year?

Source: Affinity. Note: This insight is not configured to the Date Range filter above and will instead always show the current year compared to the previous year. Tip: Click into a month to see the YOY change in Avg. Visitor Spending by Category. LY = Last Year, TY = This Year.









## Monthly Report

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#### Sales Tax Collections By Month (Food & Bev + Lodging)

| '22 Fiscal Year |           |  |
|-----------------|-----------|--|
| Jan             | \$144,507 |  |
| Feb             | \$94,192  |  |
| Mar             | \$98,768  |  |
| Apr             | \$156,174 |  |
| Мау             | \$161,922 |  |
| Jun             | \$182,018 |  |
| Jul             | \$213,624 |  |
| Aug             | \$212,783 |  |
| Sep             | \$182,897 |  |
| Oct             | \$202,435 |  |
| Nov             | \$258,140 |  |
| Dec             | \$174,146 |  |

| '23 Fiscal Year |           |  |
|-----------------|-----------|--|
| Jan             | \$127,500 |  |
| Feb             | \$119,876 |  |
| Mar             | \$158,110 |  |
| Apr             | \$163,943 |  |
| May             | TBD       |  |
| Jun             | TBD       |  |
| Jul             | TBD       |  |
| Aug             | TBD       |  |
| Sep             | TBD       |  |
| Oct             | TBD       |  |
| Nov             | TBD       |  |
| Dec             | TBD       |  |
|                 |           |  |

| Summary YoY To Date |                        |  |
|---------------------|------------------------|--|
| 2022                | \$493,641 for Jan Apr. |  |
| 2023                | \$569,429 for Jan Apr. |  |
| +/- %               | +15% YoY               |  |

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#### **Advertising & Marketing - Summary**

- Continued monitoring and optimizing the Spring media campaign, which concluded on 5/14.
- Launched the Summer media campaign, including securing placements with media vendors, creative asset development, and ad trafficking. This campaign launched on 5/23 with more vendor launches set for June.
- Continued planning and strategy for the Fall/Winter campaign.
- Provided monthly Social Media Calendar for June. Please see social media reporting slides for more detailed reporting.
- Provided ongoing web maintenance support for CAPC staff.
- Began new monthly invoicing process.
- Attended CAPC meetings (virtually).
- Conducted weekly status meetings with CAPC staff.
- Continued to conduct meetings with various media vendors for current and upcoming media campaigns, an ongoing process.
- Continued to monitor and review media usage and traveler behavior trends to apply to current and future strategic plans.
- Communicated and completed various social media requests from CAPC as needed, an ongoing process.
- Developed and sent monthly reports for review.



#### **Public Relations - Summary**

- Continued proactive outreach to publications, keeping seasonality and affordable travel at forefront of messaging.
- Pitched outdoor activities, Summer travel, and road trip destinations.
- Responded to media queries for Best Places in the Ozarks.
- Liaised with Chere Coen (a writer for various outlets including AAA Southern Explorer and Louisiana Life magazine).
- Vetted incoming media requests on an ongoing basis.
- Continued to position and pitch Eureka Springs as an "open-air hidden gem," aligning with travelers' desires for spacious, safe destinations.
- Continued to develop pitch material for upcoming Summer travel, highlighting partners in destination.

#### **Public Relations - Metrics**

(Source: Muck Rack)

#### May 2023 Publicity

- Estimated Impressions: 1,237,925,467
- Estimated Media Value: \$11,450,810.55

#### January 2023 - May 2023 Publicity

- Estimated Impressions: 3,552,712,989
- Estimated Media Value: \$32,862,595.20

#### TRAVEL CURATOR

#### 35 OF THE BEST AND COOLEST SMALL TOWNS IN THE US

#### EUREKA SPRINGS, ARKANSAS

Discover the charming Ozark Mountains town of Eureka Springs, Arkansas. Known for its natural springs, the historic downtown area is also worth a visit to see the well-preserved Victorian buildings that line the streets.

#### <u>little</u> THINGS

#### 15 Vacation Destinations For Families Who Love The Mountains



#### 3. Eureka Springs, Arkansas

Eureka Springs, Arkansas, is located in the heart of the Ozark Mountains and boasts that it is "your extraordinary escape," so how could you not want to visit this quaint mountain town? From visiting the Turpentine Creek Wildlife Refuge and going on paranormal tours (spooky!) to canoeing and checking out the North Arkansas Railway, there will never be a dull moment for your family in Eureka Springs!



#### 15 Fun Things to Do in Arkansas with Kids

#### 12. Turpentine Creek Wildlife Refuge in Eureka Springs

Furpentine Creek Wildlife Refuge provides lifetime refuge for abused and neglected big cats, with an emphasis on tigers, lions, leopards and cougars. Several tour options are available via their website, from affordable general admission to behind-the-scenes tours that include breakfast. It's one of the set things to do in Eureka Springs.

There are also luxury campsites and bungalows on the property for a truly unique lodging experience in the Ozark Mountains.

#### **Fodors**Travel





HOTO: RACHAEL MARTIN/SHUTTERSTOCK

#### 5 OF 15

#### Expect the Unexpected in Eureka Springs

WHERE: Eureka Springs, Arkansas

The rural South might not be the first thing that pops into the minds of LGBTQ couples when the discussion of queer-friendly destinations comes up, but this tiny hamlet in Arkansas prides itself on being a safe haven. From a picturesque walk through the <u>Blue Spring Heritage</u> <u>Center</u> to a visit with exotic rescued animals at <u>Turpentine Creek Wildlife Refuge</u>, to art galleries and wine tasting, and more, there's something for every couple in the Ozarks.

# ecia Partner Analytics

#### **Adara Impact - Economic Insights**

Below is the hotel revenue shown in Impact from those exposed to the advertising. Note this is only hotel and does not include vacation rental revenue.

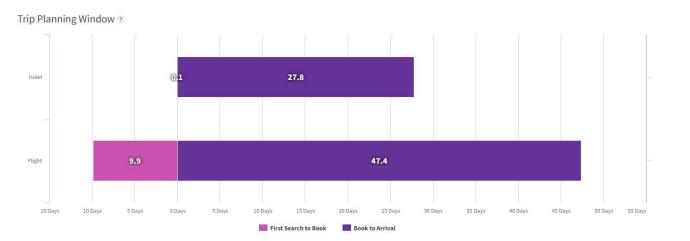
This slide shows rolling totals starting with Impact and paid media launching in mid-March. For this reporting, this represents the Spring Campaign.

#### **Observed Data - Cumulative YTD**



NOTE: Hotel Revenue can show both Observed (direct Adara partner data from those exposed to advertising) and *Enriched Data*, which uses IMPACT Plus methodology that takes Adara's travel partner data and calculates it to include STR Census and Occupancy data to give a more complete market visibility.

#### Adara Impact - Book/Search Window



- Travelers searched for less than a week for hotels before booking.
- They booked their hotel 27.8 days before their travel dates
- Travelers to Eureka Springs searched 9.9 days before they booked their flight.
- Travelers booked their flights (47.4 days) prior to arriving in the destination.

Total Trackable Website Visits

24,616

#### **Adara Impact - Top Markets**

Top markets for Hotels and Flights from those exposed to the advertising YTD are shown below.

Top Origin Markets - Hotel Bookers

| Market        | Percentage of Travelers |
|---------------|-------------------------|
| Kansas City   | 26.3                    |
| Little Rock   | 15.8                    |
| Tulsa         | 13.2                    |
| Springfield   | 10.5                    |
| Denver        | 5.3                     |
| Oklahoma City | 5.3                     |
| St Louis      | 5.3                     |
| Topeka        | 5.3                     |
| Milwaukee     | 2.6                     |
| Philadelphia  | 2.6                     |

| Top Origin N  | Markets - Flight Bookers |
|---------------|--------------------------|
| Market        | Percentage of Travelers  |
| Denver        | 14.3                     |
| Chicago       | 7.1                      |
| Houston       | 5.4                      |
| Las Vegas     | 5.4                      |
| Newark        | 5.4                      |
| Seattle       | 3.6                      |
| New York      | 3.6                      |
| Sacramento    | 3.6                      |
| San Francisco | 1.8                      |
| Santa Ana     | 1.8                      |

PARADISE May 2023

#### Paid Media - Adara

Adara's ad campaign launched in April and continued through mid-May, wrapping with other Spring media on 5/14.

Impressions: 1,112,378 Clicks to Site: 742 CTR: 0.7%

From those exposed to Adara ads in May (\$8,925 in ad spend):

- Number of hotel searches: 149
- Number of hotel bookings: 3
- Number of flight searches: 151
- Number of flight bookings: 7
- Average Length of Hotel Stay: 2 nights
- Average days from booking to arriving in destination (booking window): 41
- Average daily rate: \$114



# **Paid Media Results**



#### Paid Media - Summary

The Spring Campaign continued in market and concluded on 5/14. Vendors running included Paid I'm Search (Google), Facebook/Instagram, Spotify, Adara, DigDev, Mobilefuse, and Strategus. Tactics included display banners, native ads, digital audio, eblast and retargeting banners, and streaming TV.

#### **Performance Highlights:**

- Total Impressions: 1,214,507
- Total Clicks: 11,446
- CTR: 0.94%
- Total Video Views: 166,627
- VCR: 80%

#### Top performing media partners for May:

• DigDev: retargeting banners served to those who had previously received an eblast, with a 0.44% CTR.

Industry benchmarks: CTR for display banners - 0.08-0.10%, Native - 0.25%, Video VCR 70%

#### Paid Media - Summary

#### Top Creative Set(s):

- This month, with an extremely strong 2.47% CTR, the top creative was the Downtown 300x600
- The top-performing native ad with a strong CTR of 1.12% was a kayaking/outdoor native ad





300X600 FRAME 1

300X600 FRAME 2

IS A WORK OF ARE. CURIOUST IN PARE DECEMBER SPENSOR SP

300X600 FRAME 3



Get Outside This Spring. Endless ways to enjoy the great outdoors mean endless ways to celebrate spring's return!

Euroka Springs, Arkanaak (Sprinshyd

Hart Explor

#### Paid Social - Facebook/Instagram

In May, the Spring Campaign paid ads ended on 5/14, and generated a high CTR at 1.84%. There were decreases in impressions, post engagement, and clicks due to the campaign running for only a short period of time and with less spend during the final month. The Summer Campaign for Facebook and Instagram will launch in June.

#### May Results:

- Impressions: 536,762
- Post Engagement: 4,850
- Clicks: 9,852
- CTR: 1.84%
  - Industry benchmark = 0.9%

#### **Top Performing Traffic Ad:**



From dinner in a cave to dinner on an old-time train, plan an unforgettable family vacation.



visiteurekasprings.com A one-of-a-kind family trip Start making memories

> **Traffic** Link Clicks: 6,578

#### Paid Media - Google Paid Search

The Google Paid Search portion of the Spring Campaign came to an end on 5/14. This campaign had the objective of reaching people with interest in both Eureka Springs and travel, with the goal to drive engagement and interest. The final week of the campaign, with increased budget, saw a phenomenal CTR of 34% which pushed the average CTR to well above the industry benchmark. Please see the next slide for more detailed information on ad groups and keywords.

#### May Results:

- Impressions: 4,036
- Total Clicks: 1,108
- Avg. CTR: 25.87%
  - Industry benchmark = 4%
- Avg. CPC: \$0.39
  - Industry benchmark = \$1.54

#### **Top Performing Ad:**

#### Places to visit in Eureka | Eureka Springs Arkansas | Curious, Indeed

Check out everything there is to do in naturally beautiful Eureka Springs. There's as little or as much as you would like to do in our quirky corner of...



#### Paid Media - Google Paid Search

|   | Ad group     | Impr. | CTR    | Avg. CPC | Cost     | $\downarrow$ Clicks |
|---|--------------|-------|--------|----------|----------|---------------------|
| • | things to do | 4,241 | 33.22% | \$0.39   | \$554.02 | 1,409               |
| • | events       | 3,682 | 18.88% | \$0.36   | \$250.97 | 695                 |
| • | visit        | 1,044 | 20.69% | \$0.42   | \$91.16  | 216                 |

#### **Top Performing Keywords:**

- 1. Fun things to do in Eureka Springs
- 2. Things to do in Eureka Springs
- 3. Eureka Springs Events
- 4. Arkansas Events

- 5. Visit Eureka Springs
- 6. Eureka Springs Attractions
- 7. What to do in Eureka Springs
- 8. Places to visit in Eureka Springs

### Organic Social Media Results



#### Social Media (Organic) - Summary

- For May, the annual content strategy was implemented across all social media platforms.
- Conducted day-to-day operations, including but not limited to:
  - Content creation
  - Content curation
  - Community management
  - Social listening
  - Optimization
  - Reporting
- Completed the June 2023 content calendar to be shared across social media platforms.

#### Social Media (Organic) - Facebook

YR Numbers Represent 10/2021-2023 Growth



#### Key Insights:

- Compared to last month, there was a...
  - 0.3% increase in followers
  - 100% increase in reach
  - 37% increase in engagement
  - 75% increase in awareness
  - 40% decrease in impressions
  - Engagement Rate: 4.4%
    (industry average 0.9%)

In May, there was an increase in followers, reach, engagement, and awareness. This was due to a multitude of things including event promotion, relevant holiday features, and content related to target audiences.

There was also a decrease in impressions in May. Looking closer at the analytics, organic impressions saw a smaller decrease than paid. Therefore, the decrease of impressions are due to the paid social campaign wrapping mid-month. The team would recommend incorporating organic content into paid social where possible to continue to grow metrics.

#### Social Media (Organic) - Instagram

YR Numbers Represent 2021-2023 Growth



#### Key Insights:

Compared to last month there was a ...

- 0.7% increase in followers
- 100% increase in reach
- 30% increase in impressions
- 20% increase in engagement
- 80% increase in awareness
- 100% increase in video views
- Engagement Rate: 5.1% (industry average 0.9%)

In May, there was an increase in followers, reach, impressions, engagement, awareness, and video views. This was due to an increase in dynamic and reel placements. We would recommend pairing these placements as awareness and retargeting tactics for certain audiences in the future.

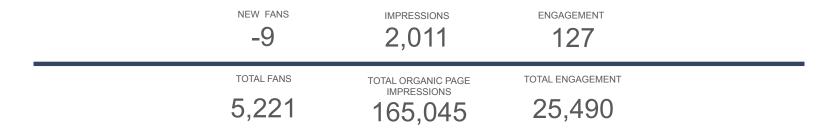
The geo-location of this audience is shifting to be more local. The team would recommend that localized content is paired with other retargeting efforts to help ensure the audience remains primarily out-of-destination.

Additionally, we would recommend incorporating more reel placements scheduled to be paired with other placements that can be organically utilized as well as utilized by paid strategy.

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#### **Social Media (Organic) - Twitter**

YR Numbers Represent 2021-2023 Growth



#### Key Insights:

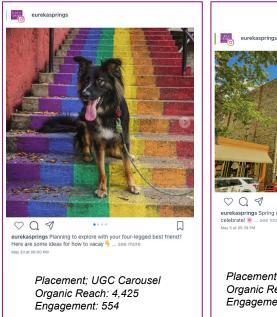
- Compared to last month there was a...
  - 100% increase in impressions
  - 30% increase in engagement

In May, there was an increase in impressions and engagement but a decrease in followers. This is most likely due to further changes in the platform from a user behavior perspective. While the posted content is continuing to engage and draw awareness, the platform is changing in the way its users interact with it. It is suggested that the team continue to focus on more visual platforms, such as Instagram and Facebook. However, it is also recommended that the team maintain the Twitter platform in case of a Meta shut down.

#### **Top Posts for Out-Of-Market Audiences**

Note: This content aims to target users that are in the general awareness phase. Therefore, these posts are either focused on particular niche audiences or provide an overview of a particular topic to drive interest in the destination.

#### Instagram



# 

Placement: Single In-Feed Image Organic Reach: 5596 Engagement: 472

#### Facebook





Placement: UGC Carousel Organic Reach: 52825 Engagement: 3,294



April brings Spring showers but May brings Bridges of Flowers, Drumming in the Park, Painters on Parade, and morel With a large portion of our community being crafters and artists, Eureka Springs comes alive during the Festival of the Arts! Check out the line-up below!

SEART Augmented Reality Tour: Throughout the Month of May Interactive Art Wall: Throughout the Month of May TART Exhibits and Meet the Artists: Throughout May in Select Galleries ... see more



Placement: Created Carousel Organic Reach: 34539 Engagement: 1951

#### **Top Posts for Localized Audiences**

Note: This content aims to target users who are in the destination or planning to be in the destination soon. This content is generally more focalized on a particular partner or experience.

#### Instagram

Note: While Reels are shown to both Facebook and Instagram audiences, metrics are pulled in for Instagram. Therefore, these metrics are a combination of Facebook and Instagram



Placement: Timely Reel Organic Reach: 10677 Engagement: 1124

#### Facebook



The Blues is back in Eureka Springs! Join us for a weekend-long selebration of the blues in the heart of the Ozarks from Friday, Jun st to Sunday, June 4th, as we take over with a blues party like no ther.

The entire town will be alive with the sound of the blues. Day passe on sale now at

nttps://www.reserveeureka.com/attractions/bluesparty



Placement: Single Image Organic Reach: 11094 Paid Reach: 52848 Engagement: 3,294

#### Eureka Springs, Arkansas

May 31 at 10:00 AM

is the perfect time to visit Quigley's Castle, where you r garden paths and view the perennial garden featuring rieties.

dren 14 and under receive free admission with a paren edurhamphotography



Placement: UGC Image Organic Reach: 44188 Engagement: 1351

# Website



#### **Website Summary**

- The number of users decreased from April to May, to be expected with the Spring Paid Media Campaign concluding mid-month. Traffic is expected to increase in June with the launch of the Summer media campaign.
- There was also an decrease in Bounce Rate (55.13% vs. 65.63% in April) and significant increase in Average Session Duration (2:19 vs. 1:32 in April).
- Traffic source for the website saw a large shift for the second month, with more diversified sessions by channel, a larger percentage from direct traffic (38.4%), and a decrease from paid media traffic, all of which is to be expected given the timing of the Spring Campaign.
- The most viewed pages in May (excluding the homepage) were Events (appearing for the first time on the new website at #1), Things To Do, Attractions, Outdoor. This slight shift from previous monthly is likely due to the upcoming Summer season and indicative of consumer interests for the warmer months.
- Top states for visitation to the website saw a shift from previous months: Texas, Oklahoma, Missouri, Arkansas, and Illinois respectively.

#### Website - Google Analytics



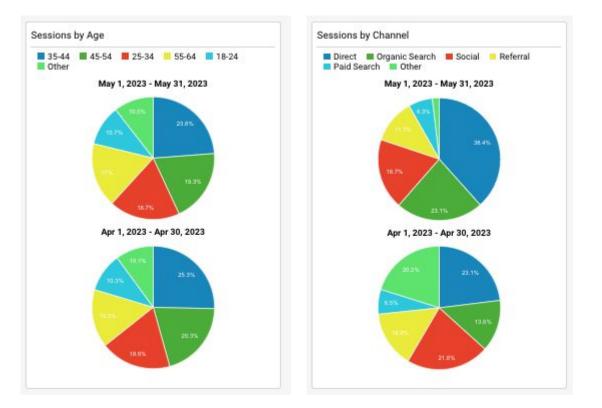
| Avg. Session Duration  |      |
|--|------|
| May 1, 2023 - May 31, 2023<br>00:02:19<br>Avg for View: 00:02:19 (0.00%) | ~~~~ |
| Apr 1, 2023 - Apr 30, 2023<br>00:01:32<br>Avg for View: 00:01:32 (0.00%) |      |
| Bounce Rate  |      |
| May 1, 2023 - May 31, 2023<br>55.13%<br>Avg for View: 55.13% (0.00%)     |      |
|  |      |

Apr 1, 2023 - Apr 30, 2023

65.63% Avg for View: 65.63% (0.00%) Users by Region

| Region                     | Users   |
|----------------------------|---------|
| Texas                      |         |
| May 1, 2023 - May 31, 2023 | 4,042   |
| Apr 1, 2023 - Apr 30, 2023 | 4,566   |
| % Change                   | -11.48% |
| Oklahoma                   |         |
| May 1, 2023 - May 31, 2023 | 2,935   |
| Apr 1, 2023 - Apr 30, 2023 | 5,686   |
| % Change                   | -48.38% |
| Missouri                   |         |
| May 1, 2023 - May 31, 2023 | 2,769   |
| Apr 1, 2023 - Apr 30, 2023 | 6,216   |
| % Change                   | -55.45% |
| Arkansas                   |         |
| May 1, 2023 - May 31, 2023 | 2,768   |
| Apr 1, 2023 - Apr 30, 2023 | 4,203   |
| % Change                   | -34.14% |
| Illinois                   |         |
| May 1, 2023 - May 31, 2023 | 1,557   |
| Apr 1, 2023 - Apr 30, 2023 | 1,605   |
| % Change                   | -2.99%  |
| Kansas                     |         |
| May 1, 2023 - May 31, 2023 | 1,394   |
| Apr 1, 2023 - Apr 30, 2023 | 2,516   |
| % Change                   | -44.59% |

#### Website - Google Analytics



#### Website - Zartico

| Page Url   | GA - Pageviews 🔻 |
|--|------------------|
| https://visiteurekasprings.com/  | 20,228           |
| https://visiteurekasprings.com/events/                                   | 4,956            |
| https://visiteurekasprings.com/category/things-to-do/                    | 4,385            |
| https://visiteurekasprings.com/category/things-to-do/attractions/        | 3,085            |
| https://visiteurekasprings.com/category/things-to-do/outdoor-activities/ | 2,637            |
| https://visiteurekasprings.com/category/food-drink/                      | 1,717            |
| https://visiteurekasprings.com/category/things-to-do/arts-culture/       | 1,713            |
| https://visiteurekasprings.com/category/things-to-do/attractions/page/2/ | 1,712            |
| https://visiteurekasprings.com/events/category/the-aud/                  | 1,420            |
| https://visiteurekasprings.com/category/things-to-do/attractions/page/3/ | 1,296            |
| https://visiteurekasprings.com/events/category/festival-of-the-arts/     | 1,105            |
| https://visiteurekasprings.com/category/things-to-do/attractions/page/4/ | 985              |
| https://visiteurekasprings.com/category/where-to-stay/hotels-motels/     | 918              |
| https://visiteurekasprings.com/category/food-drink/page/2/               | 900              |

## Next Steps

PARADISE

#### **Looking Ahead**

#### • Planning:

- Agency to continue launch of Summer media campaign
- Fall/Winter media campaign plan to be presented
- Influencer/content creator plan to be presented
- Ongoing planning around Bikes, Blues & BBQ

#### • Website Development:

 Agency to continue to provide support with requests, updates, and content development as needed

#### • Intelligence & Data:

 Continued planning, implementation, and training for Zartico intelligence platform



