Franklin County Tourist Development Council Board Meeting County Commission Meeting Room Agenda Wednesday, June 14th, 2:00 P.M.

AGENDA

1.	Welcome/Call to Order		Commissioner Jones
2.	Prayer and Pledge of Allegiance		
3.	Quorum Announcement		Solomon
4.	Approval of the Minutes of May 10th	Action Item	Davis
5.	Public Comments		

6. Administrative Reports

FCTDC Collections Report
 Expenditures to Budget
 Davis

Promotions Report

Bay Media
 Web Master Report
 FCTV Report
 Visitor Numbers
 Administrative Items
 Clark
 Kendrick
 Rolstad
 Solomon

Continuing Business:

New Business:

- 1. Brochure Request- Apalachicola's African American Heritage Trail Rack Cards
- 2. Review & Approve Draft Budget
- 3. Increase MyEmma Software 2023 budget.
- 4. Review & Approve Small, Large & Museum Grant Applications

Reports by Local Government Representatives:

A.	City of Apalachicola:	Mayor Ash
В.	City of Carrabelle:	Mayor LaPaz
C.	Franklin County – Discuss Franklin County Sports Facilities	Comm. Jones

- 7. Reports from Member Organizations
- 8. Board Comments

Meeting Announcements: TDC Board Meeting Wednesday, August 9th, 2023 at 2:00pm at County Commission meeting room

FCTDC Collections Report for 2022-23 Year-to-Date Report Through March, 2023

2015-16 2016-16 \$ 75,085 \$ 9 \$ 44,449 \$ 4 \$ 24,693 \$ 4 \$ 47,002 \$ 41 \$ 64,494 \$ 66 \$ 80,018 \$ 85 \$ 103,120 \$ 85 \$ 131,348 \$ 110 \$ 213,949 \$ 22 \$ 82,664 \$ 12 \$ 81,869 \$ 9 \$ 1,202,294 \$ 1,256							
\$ 44,449 \$ 4 \$ 24,693 \$ 4 \$ 47,002 \$ 41 \$ 64,494 \$ 66 \$ 80,018 \$ 8 \$ 103,120 \$ 89 \$ 131,348 \$ 110 \$ 213,949 \$ 22 \$ 253,603 \$ 24 \$ 82,664 \$ 12 \$ 81,869 \$ 9							
\$ 24,693 \$ 4 \$ 47,002 \$ 41 \$ 64,494 \$ 66 \$ 80,018 \$ 8 \$ 103,120 \$ 89 \$ 131,348 \$ 110 \$ 213,949 \$ 22 \$ 253,603 \$ 24 \$ 82,664 \$ 12 \$ 81,869 \$ 9							
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\$ 82,664 \$ 12 \$ 81,869 \$ 9							
\$ 81,869 \$ 9							
, , ,							
\$ 1,202,294 \$ 1,250							
\$ 79,190 \$ 49							
7.1%							
•							
4.29% 7.46% 2.17% 71.65% 41.58% -67.51% \$ - 67.51% \$ -							
\$7.56.55.75.56.59.50.50.50.50.50.50.50.50.50.50.50.50.50.							
* * * * * * * * *							
1 * July 1, 2021 Increase in tax rate to 3% 2 * 2020-21 increase if rate had stayed at 2% > \$685,452.64 or 47.86% increase							

File:TDC Collections YTD.xl Updated 060623

Expense to Budget Report April, 2023

	А		В		С		D
1			Expensed YTD		Budget		Balance
2	ADMINISTRATION -3400	\$	78,005	\$	174,000	\$	95,995
3							
4	INFRASTRUCTURE	\$	662,870	\$	2,016,188	\$	1,353,318
5	Aid to Local Governments	\$	502,420	\$	1,766,188	\$	1,263,768
6	Infrastructure Projects - per stature	\$	363,249	\$	1,450,000	\$	1,086,751
7	Beach Cleanup - 9100	\$	74,250	\$	99,000	\$	24,750
8	Moby Mats	\$	-	\$	30,000	\$	30,000
9	Armory Website Page Addition	\$	-	\$	3,000	\$	3,000
10	SGI Bathroom Loan (Peoples Bank)	\$	42,456	\$	84,188	\$	41,732
11	Museum Infrastructure Grant Program	\$	22,465	\$	100,000	\$	77,535
12	Aid to Non-Profits	\$	160,000	\$	220,000	\$	60,000
13	Museum Grants - 8200	\$	37,500	\$	40,000	\$	2,500
14	Visitor Centers - 8200	\$	122,500	\$	180,000	\$	57,500
15	TDC Maintenance and Repairs	\$	450	\$	30,000	\$	29,550
16	TDC Building Maintenance - Includes Insurance	\$	750	\$	30,000	\$	29,250
17	PROMOTIONAL BUDGET Non-Profit Event Promotions	\$	400,601	\$	1,267,812	\$	867,211
18		\$	25,427	\$	228,000	\$	202,573
19 20	Non-Profit Promotion Grants	\$	25,427	\$	123,000	\$	97,573
21	Museum Grants - (\$15,000 ea/quarter) New Promotional Opportunities	\$	1,737	\$ \$	105,000 30,000	\$ \$	105,000 28,263
22	New Florifotional Opportunities	Ş	1,737	Ą	30,000	Ą	20,203
23	Vendor Contracted Retainers	\$	71,500	\$	131,000	\$	59,500
24	2K Webgroup - Internet (\$ 3333.33 / Month)	\$	22,500	\$	40,000	\$	17,500
25	Bay Media - Web (\$ 3333.33 / Month)	\$	22,500	\$	40,000	\$	17,500
26	Forgotten Coast TV (\$ 3000 / Month)	\$	18,000	\$	36,000	\$	18,000
27	Oystter Radio (\$ 1,250 / Month)	\$	8,500	\$	15,000	\$	6,500
28	Internet Advertising	\$	129,523	\$	234,600	\$	105,077
29	Social Media Campaigns	\$	14,583	\$	35,000	\$	20,417
30	Non-Contractual Website	\$	6,577	\$	6,000	\$	(577)
31	Search Engine Optimization	\$	12,480	\$	28,500	\$	16,020
32	Market Research & email marketing	\$	6,000	\$	6,000	\$	-
33	Internet Marketing (Google, etc)	\$	73,631	\$	130,000	\$	56,369
34	14% Production	\$	10,805	\$	23,100	\$	12,295
35	Website Revisions	\$	5,448	\$	6,000	\$	553
36	Print	\$	103,453	\$	246,012	\$	142,559
37	Digital/Banner Adds (Bay Media)	\$	10,890	\$	25,800	\$	14,910
38	14% Production	\$	10,662	\$	23,212	\$	12,550
39	Content Production	\$	1,398	\$	12,000	\$	10,602
40	Print Advertising	\$	76,056	\$	150,000	\$	73,944
41	Printing Promotional Materials (brochures)	\$	4,448	\$	35,000	\$	30,552
42	Photography	\$	200	\$	13,200	\$	13,000
43	Photo Library	\$	200	\$	8,500	\$	8,300
44	Photo Setup (materials, actors, etc.)			\$	4,700	\$	4,700

Expense to Budget Report April, 2023

	A		В	С		D
1	^		Expensed YTD	Budget		Balance
45	Welcoming Tourists	\$	11,755	\$ 90,000	\$	78,245
46	Airport Signage/Display - Clear Channel Tallahassee	\$	2,655	\$ 10,000	\$	7,345
47	Interpretive Fish Signs and Cleaning Stations	7	2,033	\$ 10,000	\$	10,000
48	Historical Signage			\$ 50,000	\$	50,000
49	Additional Signage (roadside, storefront, billboards)	\$	9,100	\$ 20,000	\$	10,900
50	TV and Radio Advertising	\$	8,700	\$ 45,000	\$	36,300
51	Radio (FSU, Cumulus, Out of Area, etc)	•	-,	\$ 10,000	\$	10,000
52	Television Advertising	\$	8,700	\$ 35,000	\$	26,300
53	Video Production	\$	300	\$ 51,000	\$	50,700
54	Video Library	\$	300	\$ 10,000	\$	9,700
55	Commercials / Specials			\$ 10,000	\$	10,000
56	Video Production- PSAs			\$ 5,000	\$	5,000
57	Video Production -TV Shows			\$ 26,000	\$	26,000
58	Partnerships (co-ops)	\$	-	\$ 16,500	\$	16,500
59	VF State Welcome Center - Kids Corner			\$ 6,000	\$	6,000
60	98 Corridor Mkting			\$ 5,000	\$	5,000
61	COCA Banner			\$ 5,500	\$	5,500
62	Special Events and Outreach	\$	39,101	\$ 155,500	\$	116,399
63	Webcam Installation/Maintenance			\$ 2,000	\$	2,000
64	Get-a-Way Contests	\$	2,143	\$ 20,000	\$	17,857
65	Hospitality Training			\$ 50,000	\$	50,000
66	Journalists Visits	\$	251	\$ 10,000	\$	9,750
67	Mentoring /Scholarships			\$ 2,000	\$	2,000
68	Promotional Items			\$ 5,000	\$	5,000
69	Visitor Guide, Promotion, Office Mailings (Postage)	\$	9,807	\$ 35,000	\$	25,193
70	New Software Advancements	\$	26,900	\$ 15,000	\$	(11,900)
71	Keydata Dashboard			\$ 8,500	\$	8,500
72	Forgotten Coast Mobile App			\$ 8,000	\$	8,000
73	Dues/Memberships/Meetings /Conferences	\$	8,905	\$ 27,000	\$	18,095
74	- Riverway South Membership			\$ 6,000		
75	- Accommodations and Registrations			\$ 6,000	\$	6,000
76	-Travel (perdeim/mileage)			\$ 4,000	_	4,000
77	- Dues and Membership	\$	11,905	\$ 11,000	\$	(905)
_	TOTAL BUDGET 2022 - 23	\$	1,141,476	\$ 3,458,000	\$	2,316,524
79						
80						
81						
82						
83						
84						
85						
86						
87						





DESIGN. MARKETING. CONTENT

June 6, 2023

To: TDC Board Members

From: C. Clark

Subject: June 2023 marketing report

METRICS ANALYSIS OF JUNE 2023 NEWSLETTER

The June newsletter launched Wednesday, May 24 to 83,904 recipients. The reader open rate averaged 35.7% and the click to open rate averaged 1%. There were 25 trackable links in the newsletter. The highest number of click throughs registered as follows: Beaches (14%), General Fishing (11.2%), Kingfish Tourney (7.9%), Turtles (7.9%).

EMAIL MARKETING DATABASE DETAILS:

Total Database: June 19, 2011: 7,410 Total Database: June 6, 2023: 85,078

2022-23 GETAWAY MARKETING

The 2023 Girls Getaway launched February 24 and will run through May 15, 2023. Total signups: 4870.

MARKETING/MEDIA COORDINATION

Content: - *USA Today - nature-based amenities* Content: Travelin' Girl Blog: oyster update

Content: photo assist - Canadian journalist with Le Journal de Montreal

Production: June newsletter

Research: Maritime Heritage content

FOR BOARD ACTION

PRINT/DIGITAL Food Network Magazine & The Pioneer Woman Magazine: Florida is For Foodies Culinary Travel Program October 1- November 30. Circulation 250,000. 1/3 page ad plus small advertorial (1/6 pg) Package \$9,575.00 Package includes print ad, advertorial, custom geo-targeted social targeted to foodies, custom email campaign to 200K targeted emails. (VF co-op 25% discount from \$12,765.00)

DIGITAL *Lonely Planet:* Display ad campaign 555,000 impressions over a four week period. \$7,500. (VF co-op 25% discount from \$10,000).



Franklin County TDC Monthly Marketing Report

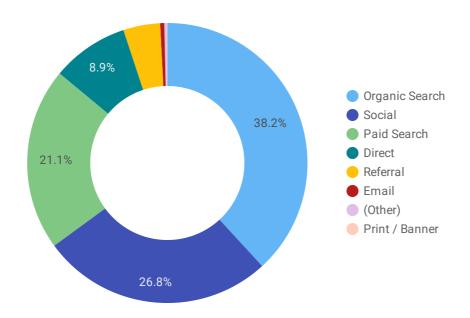
May 1, 2023 - May 31, 2023

Report Prepared by 2K Web Group





Website Traffic Summary



Sessions

107,505

\$ 81.20%

Compared to previous year

Pageviews

195,141

1 74.50%

Compared to previous year

Bounce Rate

67.53%

1 2.73%

Compared to previous year

Goals Completed

3,151

195.87%

Compared to previous year

Channel	Sessions ▼	Pageviews	Bounce Rate	Goals Completed
Organic Search	41,032	79,481	62.83%	971
Social	28,777	48,274	70.81%	1,264
Paid Search	22,691	43,022	66.41%	602
Direct	9,545	14,668	78.83%	164
Referral	4,571	7,887	73.84%	117
Email	515	1,051	60.19%	21
(Other)	292	598	38.01%	6
Print / Banner	82	160	63.41%	6



Organic Search

Sessions

41,032

1 46.31%

Compared to previous year

Pageviews

79,481

\$ 40.80%

Compared to previous year

Goals Completed

971

158.24%

Compared to previous year

Keyword	Clicks •	Impressions
st george island	6,055	92,733
st george island florida	1,536	20,490
st. george island	1,002	13,776
st george island state park	389	21,571
st george island beach	377	4,327
st. george island florida	276	3,570
alligator point florida	263	3,681
st george beach florida	261	3,055
st george island fl	247	3,889
st george beach	242	2,296

Limited to top 10 keywords in Google Search

Paid Search Campaigns

Ad Budget Spent

\$7,806.99

140.57%

Compared to previous year

Sessions

22,691

1 74.09%

Compared to previous year

Pageviews

43,022

\$ 56.36%

Compared to previous year

Goals Completed

602

143.72%

Compared to previous year

Keyword	Clicks •	Bounce rate
st george island	9,660	66.28%
st. george island florida	2,566	64.43%
apalachicola	1,813	62.6%
bed and breakfast florida	1,267	77.43%
saint george florida	1,177	70.46%

Limited to top 5 keywords



Paid Print Campaigns

Sessions

82

₹ -98.9%Compared to previous year

Pageviews

160

-98.3%

Compared to previous year

Goals Completed

6

\$ 50.00%

Compared to previous year

Campaign	Sessions •	Pageviews	Bounce Rate
orlando-magazine / print	38	69	65.79%
southern-living / print	7	36	14.29%
spring-travel-planner / banner	7	7	100%
saltwater-fishing-guide / print	6	8	83.33%
waterway-guide / print	6	9	66.67%
fido-friendly / banner	5	5	60%
other-side-of-florida / banner	2	2	100%
national-geographic / banner	2	2	100%
visit-florida-visitor-map / print	2	8	0%
pensacola-visitor-center-kids-corner / banner	2	2	100%

Limited to top 10 campaigns

Email Newsletters

Sessions

515

-25.0%

Compared to previous year

Pageviews

1,051

-16.9%

Compared to previous year

Goals Completed

21

■ -36.36%

Compared to previous year

Campaign	Sessions ▼	Pageviews	Bounce Rate
June newsletter 2021	281	610	61.21%
May 2023	113	256	57.52%
Spring Vacation	79	132	53.16%
April 2023	16	25	62.5%
March 2023	15	17	80%
December 2021	4	4	100%
April	2	2	100%
august	2	2	0%
February 2023	1	1	100%
October newsletter	1	1	100%

Limited to top 10 campaigns



Social Media

Audience

218,906

Previous year

Impressions

252,302 1,569,088

973,218

Previous year

Engagements

97,775

60,708

Previous year

Link Clicks

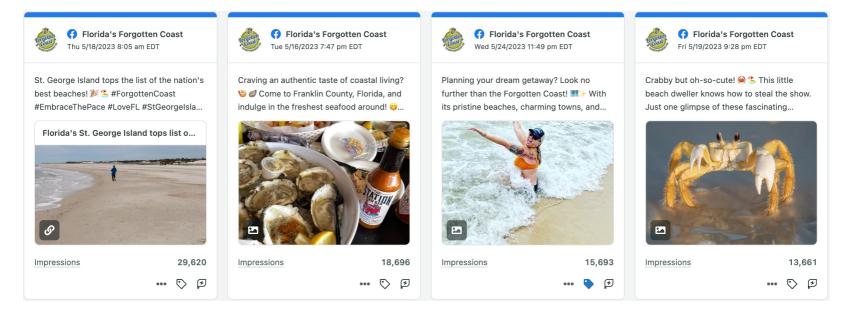
32,656

1,110

Previous year

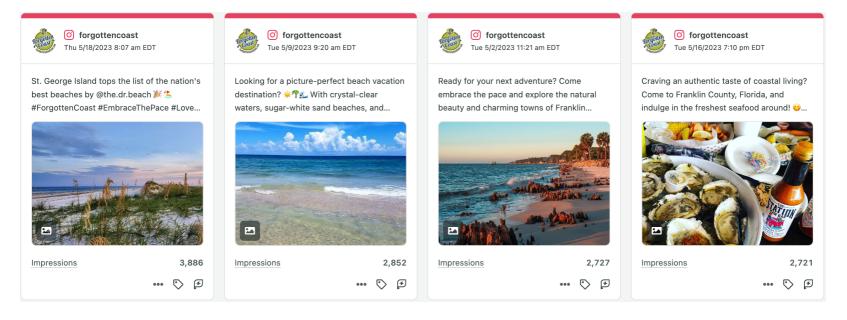
Top Facebook Posts

Top posts published during the selected time period, based on the post's lifetime performance.



Instagram Top Posts & Stories

Top posts and stories published during the selected time period, based on the post or story's lifetime performance.





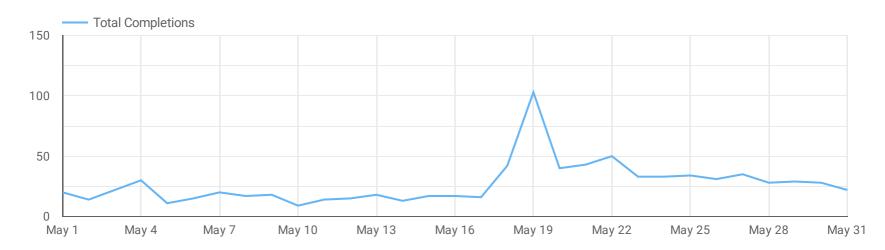
Goals Completed: Accommodation Requests

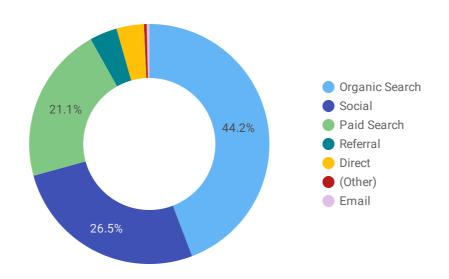
Total Completions

837

1 310.29%

Compared to previous year





Channel	Total Completions 🔻
Organic Search	370
Social	222
Paid Search	177
Referral	31
Direct	31



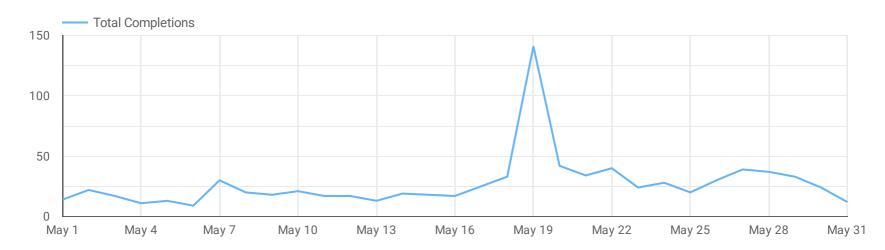
Goals Completed: Visitor Guide Requests

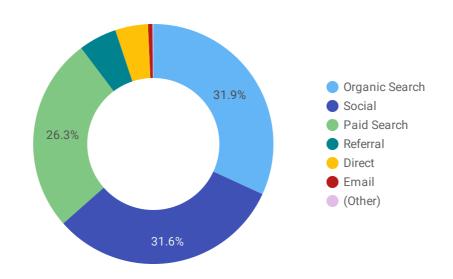
Total Completions

838

233.86%

Compared to previous year





Channel	Total Completions 🕶
Organic Search	267
Social	265
Paid Search	220
Referral	43
Direct	37

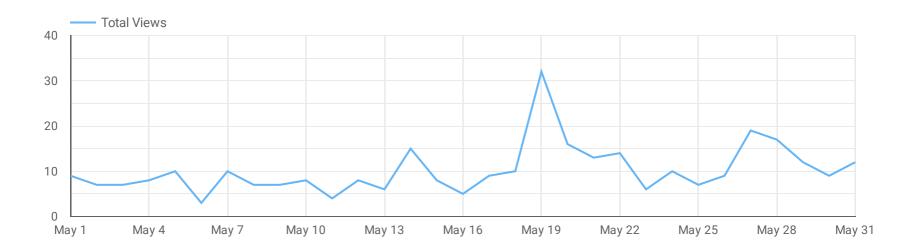


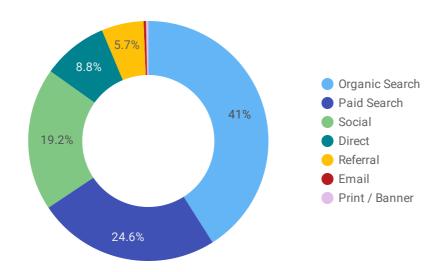
Goals Completed: Visitor Guide Views

Total Views

317

\$ 44.09%





Channel	Total Views ▼
Organic Search	130
Paid Search	78
Social	61
Direct	28
Referral	18



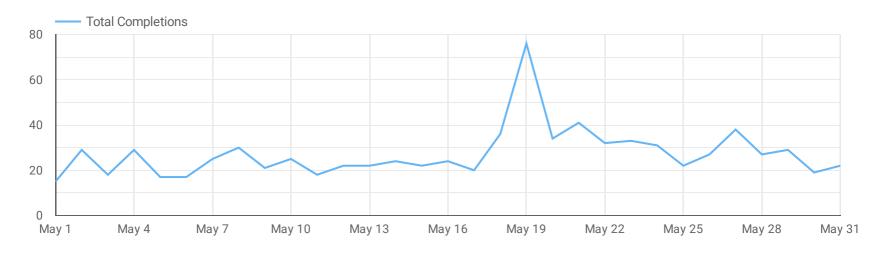
Goals Completed: Newsletter Signups

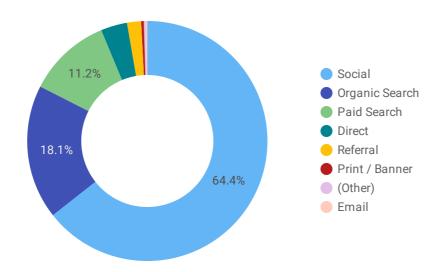
Total Completions

845

253.56%

Compared to previous year





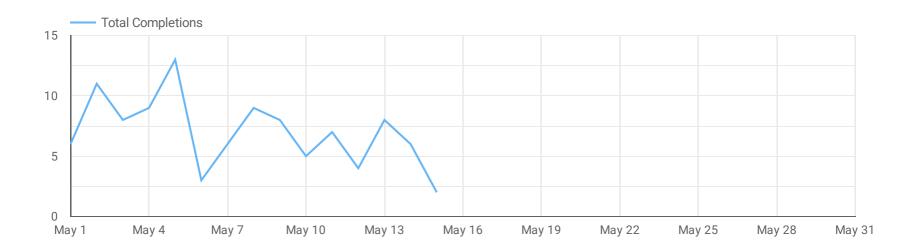
Channel	Total Completions 🔻
Social	544
Organic Search	153
Paid Search	95
Direct	30
Referral	16

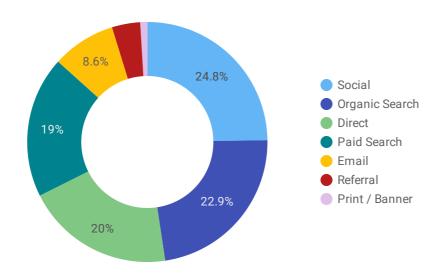
Limited to top 5



Goals Completed: Getaway Signups

 $\begin{array}{c} \text{Total Completions} \\ 105 \end{array}$





Channel	Total Completions ▼
Social	26
Organic Search	24
Direct	21
Paid Search	20
Email	9

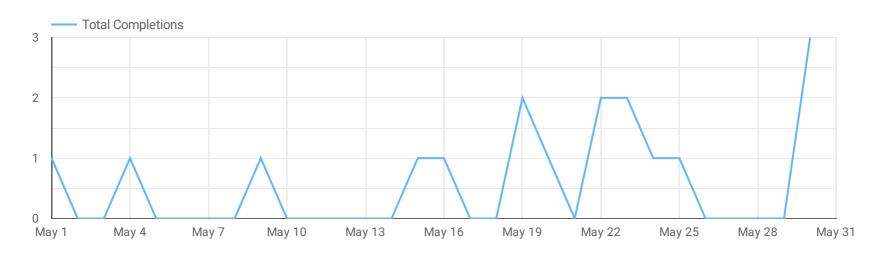


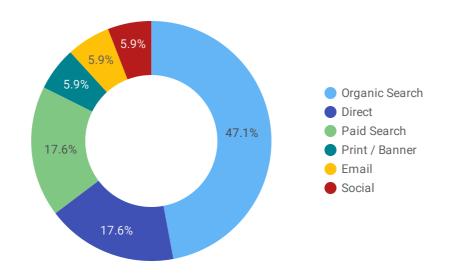
Goals Completed: Contact Form

Total Completions

17

≜ 41.67% Compared to previous year





Channel	Total Completions ▼
Organic Search	8
Direct	3
Paid Search	3
Email	1
Print / Banner	1



Most Popular Pages

Page	Sessions *	Pageviews	Bounce Rate
/st-george-island/	33,419	39,887	69.4%
1	7,168	10,154	73.27%
/apalachicola/	5,677	7,021	68.26%
/things-to-see-do/webcams/st-george-island-florida-webca	2,663	3,679	83.06%
/places-to-stay/	2,222	4,776	31.28%
/places-to-stay/vacation-rentals/	2,165	5,025	29.65%
/alligator-point/	1,746	2,405	69.59%
/business/st-george-island-state-park/	1,726	3,049	54%
/things-to-see-do/	1,719	2,808	58.58%
/carrabelle/	1,360	2,121	63.38%
/things-to-see-do/beaches/	1,109	1,992	70.96%
/2020/07/tips-for-night-beach-walks-during-sea-turtle-nesti	560	592	90.89%
/things-to-see-do/food-drink/	504	2,575	67.26%
/things-to-see-do/fishing/ways-to-fish/shore-fishing/	464	579	77.59%
/business/cape-st-george-light/	460	714	88.04%
/eastpoint/	443	649	69.53%
/events/	413	3,017	65.86%
/things-to-see-do/fishing/fishing-resources/seasonal-fishin	374	439	77.27%
/things-to-see-do/beaches/beach-safety/	373	460	83.38%
/visitors-guide/	371	2,903	59.03%
/business/the-jetski-hut/	343	474	63.85%
/things-to-see-do/boating/	318	598	29.87%
/places-to-stay/special-offers-packages/	300	2,869	48%
/places-to-stay/campgrounds/	298	1,091	27.18%
/business/sandy-beach-properties/	291	1,167	43.64%

Limited to top 25



Top Cities

City	State	Sessions 🕶	Pageviews	Bounce Rate
Atlanta	Georgia	7,497	13,129	67.93%
Nashville	Tennessee	2,691	4,844	68.04%
Chicago	Illinois	2,265	4,121	65.92%
Orlando	Florida	2,224	3,755	67.22%
(not set)	Florida	1,897	3,442	65.95%
(not set)	Georgia	1,589	3,124	64.95%
Miami	Florida	1,583	2,494	71.26%
Birmingham	Alabama	1,245	2,285	69.4%
Dallas	Texas	1,215	2,196	67.74%
Ashburn	Virginia	1,203	1,967	75.23%
Tallahassee	Florida	1,196	2,317	61.45%
New York	New York	994	1,628	70.52%
Louisville	Kentucky	981	1,662	70.85%
Jacksonville	Florida	941	1,789	63.76%
Indianapolis	Indiana	803	1,453	68.62%
(not set)	(not set)	739	1,177	89.04%
Eastpoint	Florida	733	1,321	61.26%
Tampa	Florida	647	1,049	70.02%
Charlotte	North Carolina	531	1,098	65.16%
Knoxville	Tennessee	494	864	65.18%
(not set)	Kentucky	469	861	67.16%
Chattanooga	Tennessee	457	859	65.21%
Lexington	Kentucky	431	807	66.36%
New Orleans	Louisiana	427	810	68.62%
Columbus	Ohio	410	761	66.83%

Limited to top 25



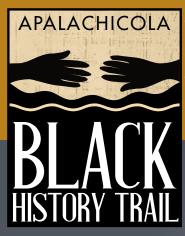
June 2023 Update

- 1. We have completed shooting and editing the first two episodes of season two of "How to Forgotten Coast Like A Local." The first episode is anticipated to premier in September.
- 2. We are currently working on the script for the third episode of the show.

2023 VISITOR TRACKING

Month	M	OI	nt	h
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Analachicala	EDV.C	SCI	Carraballa	Total
•				
•				2,634
1,736	434	911	331	3,412
2,318	474	1,276	396	4,464
1,347	379	753	316	2,795
1,501	322	967	241	3,031
			TOTAL	16,336
Mailouts	614			
e Mailouts	890			
//ailouts	1,373			
ilouts	788			
	881			
	1,347 1,501 Mailouts Mailouts Mailouts	1,321 347 1,736 434 2,318 474 1,347 379 1,501 322 Mailouts 614 Mailouts 890 Mailouts 1,373 ilouts 788	1,321 347 706 1,736 434 911 2,318 474 1,276 1,347 379 753 1,501 322 967 Mailouts 614 2 Mailouts 890 Mailouts 1,373 illouts 788	1,321 347 706 260 1,736 434 911 331 2,318 474 1,276 396 1,347 379 753 316 1,501 322 967 241 Mailouts 614 Mailouts 890 Mailouts 1,373 illouts 788



A series of interpretative displays in Apalachicola's historic black neighborhoods





To access the online walking tour, scan the QR code or visit cityofapalachicola.com.

Businesses of the Hill

Quinn Migh School

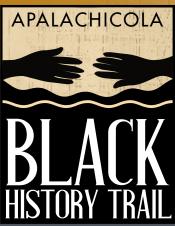
Dunbar School

Holy Family

Minnie Barfield Mansion

Odd Fellows Mall

Produced by the North Florida African American Corridor Project, City of Apalachicola and the Franklin County TDC.



A series of interpretative displays in Apalachicola's historic black neighborhoods





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Friendship Missionary Baptist

St. Paul AME

First Born Church

Mt. zion Baptist

Snow Hill Cemetery

Magnolia Cemetery

Produced by the North Florida African American Corridor Project, City of Apalachicola and the Franklin County TDC.



North Florida African American Corridor (NFAAC) Franklin County Tourist Development Corporation Request

Apalachicola's African American Heritage Trail Rack Cards			
NFAAC is requesting the following:			
10,000 2 sided 4x9 Rack cards	\$882.60 plus \$124 shipping		
The Rack cards will be distributed through the chamber and county and businesses in downtown Apalachicola.	d other visitor centers throughout the		
Production Cost:	\$250.		
Total Request:	\$1256.60.		

Submitted by: Willie Tolliver, Secretary/Treasurer

North Florida African American Corridor