

MEMORANDUM

TO: Members of the Hernando County Tourist Development Council

FROM: Tammy J. Heon, Manager, Tourism Development

SUBJECT: TDC Meeting

DATE: May 22, 2023

Attached are your agenda and back up materials for the TDC Meeting scheduled for 3:00 pm on Thursday, May 25, 2023. This meeting will be held at the Downtown Brooksville Welcome Center located at 205 E. Fort Dade Ave., Brooksville, FL 34601.

If you have not already done so, please confirm your attendance at this time; via phone to 352-540-6232 or email to theon@FloridasAdventureCoast.com.

Thank you,

Tammy J. Heon

Manager, Tourism Development

Hernando County Tourist Development Council Members

Brian Hawkins

Hernando County
Board of County
Commissioners

David BaileyCity of Brooksville

Christa TannerCity of Brooksville

Roger King The Dolan House *Chairman*

Michael Dolan
FSC Business Consultants
Vice-Chairman

Yann Milcendeau Hernando Beach Motel

Catherine Reeves
The Bistro

Therese White Motel 6

Diane Greenwell Hernando County Fine Arts Council

Tammy J. Heon Manager, Tourism Development

Hernando County Tourist Development Council Meeting

March 23, 2023 3:00-5:00 PM

Location: Florida's Adventure Coast Visitors Bureau Welcome Center,

205 E. Ft. Dade Ave., Brooksville, FL 34601



Mission Statement

The Hernando County Tourist Development Council will identify, create, support, and enhance activities, consistent with community assets that increase visitation and provide local economic impact.

3:00 Call to Order

3:10-4:00 Presentation of the new Tourism Strategic Plan - Robert Allen, Jr., HCP Associates

Discussion / Staff Response

Approval of new Tourism Strategic Plan - Action Item

Approval of the Minutes - Action Item Finance Report - Tammy Heon Manager's Report - Tammy Heon

Consent Agenda

- Welcome Center Report
- Leads Report
- Website Analytics
- Social Media Analytics
- Kev Data Analytics

4:00 Old Business

• None

4:00 New Business

None

4:00-4:20 Reports from the TDC Members

Brain Hawkins, Hernando County Commissioner

David Bailey, City of Brooksville

Christa Tanner, City of Brooksville

Michael Dolan, FSC Business Consultants

Diane Greenwell, HC Fine Arts Council

Roger King, The Dolan House

Yann Milcendeau, Hernando Beach Motel

Catherine Reeves, The Bistro

Therese White, Motel 6

4:20-4:30 Public Comment

4:30 Adjournment of Business Meeting

Two or more Brookville City Council Members will be attending and participating in the TDC meetings. Two or more Hernando County Fine Arts Council Members will be attending and participating in the TDC meetings.

HERNANDO COUNTY TOURIST DEVELOPMENT COUNCIL

"The Hernando County Tourist Development Council will identify, create, support and enhance activities, consistent with community assets, that increase visitation and provide local economic impact."

March 23, 2023 - MINUTES OF MEETING

The Hernando County Tourist Development Council conducted their meeting on Thursday, March 23, 2023, at 3:00 pm. The meeting was held in the conference room at the Brooksville Welcome Center, 205 E. Fort Dade Ave., Brooksville. The meeting had been advertised and the public was invited to attend. The following is an attendance record and summary of discussions that took place at the meeting.

MEMBERS PRESENT:

STAFF:

Diane Greenwell
Mike Dolan
Roger King
Yann Milcendeau
Catherine Reeves
Christa Tanner
Therese White

Tammy Heon, Tourism Development Manager Valerie Pianta, Director of Economic Development Michelle Rose, Administrative Assistant II

EXCUSED: David Bailey and Brian Hawkins

Roger King, Chairman, passed the gavel to Mike Dolan, Vice-Chairman. Mike Dolan was acting Chairman for the meeting.

CALL TO ORDER: Mike Dolan called the meeting to order at 3:02 pm, on Thursday, March 23, 2023.

Diane Greenwell, Hernando County Fine Arts Council, introduced herself as the new Tourist Development Council Member.

MINUTES of the January 26, 2023, Meeting: A copy of the minutes of the January 26, 2023, TDC Meeting was included in the meeting package.

MOTION: A motion was made by Yann Milcendeau to approve the minutes of the January 26, 2023, TDC Meeting. Motion seconded by Roger King. Motion passed; all in favor and none opposed.

FINANCE REPORT: Tammy Heon

January 2023 collections were \$163,024; an increase of 12.8% over January 2022 collections of \$144,525. February 2023 collections were \$208,353; an increase of 13.8% over February 2022 collections of \$183,094. Year-To-Date collections as of March 15, 2023, are \$835,956; an increase of 14.7% over this time last year of \$728,584. The break down is Marketing and Operations at \$668,765 and Destination Development at \$167,191.

Marketing and Operations Expenditures of FY 2023 Year-To-Date as of March 21, 2023:

Personnel and Benefits are at \$133,107 with an available balance of \$198,986.

Operating Expenses are \$238,260 with outstanding encumbrances of \$93,592 and an available balance of \$515,245. Non-Operating Expenses are \$1,501,969; all in reserves. Transfer to other funds are under budget. We have an available balance in our budget of \$2,259,139. Tammy reported that we are in great shape financially.

<u>Lodging Comparison</u>: Tammy reported that Campground/RV revenues have increased, likely due to music festivals this time of year.

Catherine Reeves joined the meeting at 3:09 p.m.

Economic Impact Report from Visit Florida FY 2021: Tammy reported that we received our Economic Impact Report from Visit Florida, as it takes about a year-and-a-half to get the data from Visit Florida. Figures in this document are based on spending by visitors during 2021. The figures are generated from domestic out-of-state visitors, international visitors, and residents who traveled at least 50 miles to the destination.

Our TDT, Tourist Development Tax, generated \$1,527,066; translating into total visitor spending of \$231,000,000 on Florida's Adventure Coast. That is an increase of 38.1% increase over visitor spending in 2020, and a 12.2% increase over 2019 visitor spending. The tourism industry supported 6.2% of the jobs in Hernando County with visitor spending.

The tax revenues generated by visitor's spending include State and local taxes of \$27,400,000 and Federal taxes of \$15,900,000. Tax revenues supported: 4,479 jobs; \$39,000,000 in wages; and \$265,400,000 in total business spending.

Tammy noted that Tourism is very big business in Hernando County.

TOURISM MANAGER'S REPORT: Tammy Heon

<u>Arrivalist Data</u>: Tammy Heon provided a report on visitation, including top origin markets and points of interest in Hernando County.

<u>Hernando County</u>: Estimated trips to Hernando County for the calendar year of February 1, 2022, through January 31, 2023, are 438,102 trips.

The top origins states:

1	Florida	210,000
2	Georgia	23,000
3	New York	22,000
4	Ohio	16,000
5	Pennsylvania	13,000
6	Michigan	13,000
7	North Carolina	12,000
8	Illinois	9,500

9	Indiana	9,000
10	Tennessee	8,700

The top origin Designated Market Area:

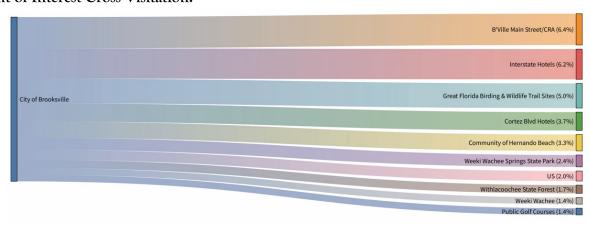
1	Orlando/Daytona Beach	60,000
2	Tampa/Saint Petersburg	56,000
_ 3	Miami/Fort Lauderdale	20,000
4	Fort Myers/Naples	19,000
5	Jacksonville-Brunswick	18,000
6	West Palm Beach/Fort Pierce	17,000
7	New York	16,000
8	Atlanta	12,000
9	Tallahassee/Thomasville	9,000
10	Gainesville	8,600

Arrivalist Data can be further pin pointed to the county and zip code of origin, of which can be very helpful when fine tuning our advertising target markets.

Trips by Top Ten Points of Interest:

1	City of Brooksville	24,000
2	Interstate Hotels	19,000
3	US-19 Hotels	18,000
4	Weeki Wachee Springs State Park	17,000
5	Community of Hernando Beach	16,000
6	Great Florida Birding and Wildlife Corridor	10,000
7	Cortez Blvd. Hotels in Central County	6,800
8	Withlacoochee State Forest	4,500
9	Brooksville Main Street Program / CRA	2,900
10	Weeki Wachee	2,900
10	WEEKI WACIICE	2,700

Point of Interest Cross Visitation:



Cross visitation data will allow us to customize the messaging in building itineraries, and more.

<u>The Villages</u>: We will have a booth at the Travel Expo in The Villages on April 3, 2023, at The Brownwood Hotel and Spa. Tammy offered to distribute additional literature and brochures from partners. Please deliver collateral by Friday April 28, when we pack the car for the event.

QR Codes on New Flyers: Shannon Werner has created a number of different flyers. The top half has a QR that leads to The Florida Mermaid Trail and the bottom half has a QR code that leads to The Mermaid Tale Trail. Also, there is a QR code that leads to the events on our website. Tammy invited TDC Members to take copies for display in their businesses.

Outreach and Community Relations: Tammy reported that she had attended several events over the last month. She went to the Art Walk on the first Saturday of the month in Hernando Beach. There were numerous happy artists and the event was well attended. Art in the Park, again this year, was a phenomenal event with a wider variety of artist and vendors; she volunteered for a shift in the hospitality tent. The Florida Nature Coast Bike Fest was very well attended Friday night. Saturday went well until the heavy rain storm caused people to leave the event.

<u>The Brand Name, "Florida's Adventure Coast:</u> Tammy reported that Patricia Laird said that she has met two unrelated couples that have visited and then moved here because of our brand name "Florida's Adventure Coast."

<u>Events Calendar</u>: Tammy reported that we are getting an update to the Events Calendar on our website. It has been redesigned to be more mobile and user friendly. Now, the information will appear with the photograph which may make our newsletter look better as well.

OLD BUSINESS:

Strategic Plan Update: The feed back from our consult at HCP Associates was that at the Stakeholder Workshop was very positive with great participation and feedback from the attendees. It was a very engaging workshop with a lot of positive conversations. We had our Staff Workshop; we spent the entire day reviewing and discussing the research and how we can begin to implement the recommendations. The review with the County Administrator is scheduled for March 27, 2023, with the final report due in March. The date for presentation to the Board of County Commissioners is yet to be determined.

<u>The Mermaid Tale Trail</u>: The not yet placed mermaid statues are temporarily being stored here in The Hall of the Welcome Center due to concerns about liability by Weeki Wachee Springs State Park. We are having scheduling challenges in moving and installing the cement pads that the mermaid statues sit upon. Alice, the mermaid statue that was hit by a car in downtown Brooksville, is damaged beyond repair; and she has been removed.

NEW BUSINESS:

FY 2024 Budget:

<u>Florida's Adventure Coast 2022-2023 Marketing Priorities:</u> Tammy reminded the TDC of our marketing priorities:

- ❖ Capitalize on the Volumes of Content on FloridasAdventureCoast.com
- ❖ Reach the Right Customer at the Right Time, with the Right Content
- Continue to Promote the Great Outdoors and Adventure Travel
- Continue to Promote The Mermaid Tale Trail

<u>Revenues</u>: With a \$2,000,000 budget; \$1,600,000 will be allocated to Marketing and Operations and \$400,000 to Destination Development. There will be no revenues from sales of merchandise; only interest income from investments. Brooksville Main Street Program will continue to pay for some of the utilities and maintenance of the building.

<u>Key Points to Note</u>: In general, most line items will increase by five to ten percent in consideration of inflation. Brochure distribution is likely to increase due to fuel prices. Personnel and benefits are likely to increase; Human Services will finalize those numbers later this year. Building expenses are likely to increase mainly due to insurance. There has also been in increase in water usage this past year.

<u>Operating Expenses</u>: There will be an increase in printing and binding. We will redesign our collateral and reprint all materials in the upcoming year. Tammy has been waiting for data and the final report from the Strategic Plan before moving forward with a redesign.

Tammy added a \$1,500 membership to the Family Travel Association. She feels we will benefit from their research and data, due to the change of demographics of visitors in the destination and increases in family travel.

Education and travel budgets will be increased. Shannon Werner will attend a few more conferences with Tammy Heon and John Athanason because of Shannon's growing marketing responsibilities. Additionally, Tammy plans to pursuit her CDME through Destinations International. The Certified Destination Management Executive is the tourism industry's highest individual educational achievement and prepares senior executive to thrive in a constantly changing environment. Once Tammy has earned her credentials; we can start the process of getting the destination certified.

<u>Marketing Services</u>: There will be money added for the typesetting and redesign of our collateral.

Website expenses will increase with the additions of an AI (Artificial Intelligence) powered chatbot and digital passport.

<u>Clerk's Fees:</u> The clerk's fees go up with an increase in collections. Tammy has allowed for a five percent increase in the TDT collection software, Host Compliance.

Grants, Special Projects and Community Support: TDC Grant funding will be increased by 100%, bringing it up to \$50,000. Once this budget has been approved, Tammy will follow up with a press release that announces our increased grant funding and how important it is to promote events that draw visitors.

There will be in increase of \$5,000 for Chinsegut Hill to possibly help kick start some marketing when it is under new management.

<u>Marketing Programs</u>: There will be an increase in our internet marketing budget. Tammy is particularly interested in a new publishing program where our content and stories are published on other sites. There will be

an increase in the budget line for FAM Tours to host more media and influencers. There is an increase in trade show line item to allow for media meet-ups and press opportunities.

<u>Interfund Transfers</u>: Chinsegut Hill will have a slight reduction of insurance costs; It is less than anticipated in the last two years.

Budget Reserves: The County now requires 25% in reserves we are currently way above that level.

<u>Destinations Development Expenditures</u>: There are currently no planned expenditures in FY 2024.

MOTION: A motion was made by Roger King to approve the budget as presented. Motion seconded by Yann Milcendeau. Motion passed; all in favor and none opposed.

IMPORTANT DATES TO REMEMBER:

HCP Presentation to BOCC and/or TDC is yet to be determined

Dedication of Chinsegut Conservation Center as a Birding Gateway, April 15th, 2023; 10:00am

Brooksville Blueberry Festival

- ❖ April 29th, 2023; 10:00 am until 10:00 pm
- ❖ April 30th, 2023; 10:00 am until 6:00 pm

Next TDC Meeting: Thursday, May 25th, 2023; 3:00 pm

TDC MEMBERS REPORTS: None submitted and nothing to report.

PUBLIC COMMENT: None submitted and nothing to report.

The meeting adjourned at 4:34 pm.

Prepared by:

Michelle Rose



Doug Chorvat, Jr.

Clerk of Circuit Court & Comptroller - Hernando County 20 N. Main Street, Brooksville, FL 34601 - (352) 754-4201

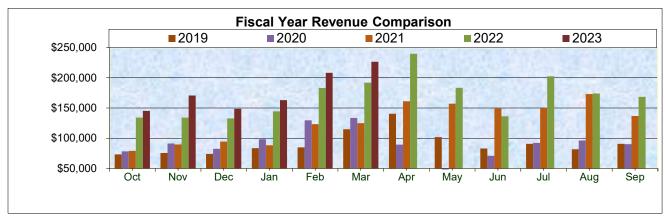
TO: Tourist Development Council (TDC) Members

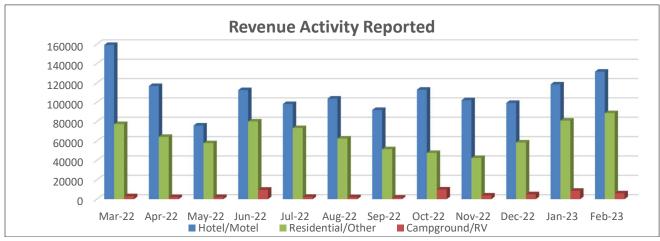
FROM: Department of Financial Services

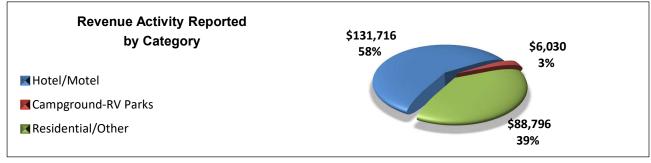
CC: Doug Chorvat, Joshua Stringfellow, Toni Brady, Tammy Heon, Shaun KusnierczakSUBJECT: March 2023 Tourist Development Tax Collections from February 2023 Activity

DATE: April 19th, 2023

Comparison of Collections Current Yea	r to Prior	Year	
		Current Year	Prior Year
Tourist Development Tax- March Collections for February Activity	\$	181,234	\$ 153,504
Destination Development- March Collections for February Activity	\$	45,308	\$ 38,376
Total	\$	226,542	\$ 191,880
Year-to-Date	\$	1,062,498	\$ 920,464









Doug Chorvat, Jr.

Clerk of Circuit Court & Comptroller - Hernando County 20 N. Main Street, Brooksville, FL 34601 - (352) 754-4201

TO: Tourist Development Council (TDC) Members

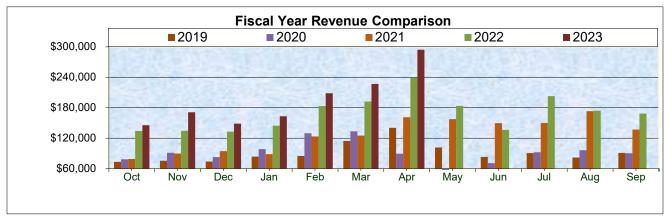
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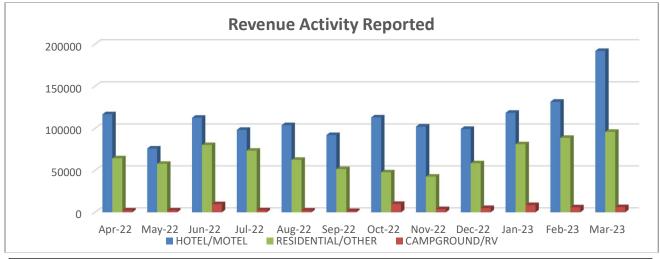
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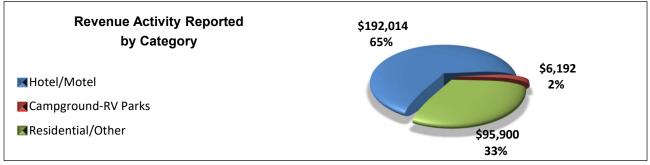
SUBJECT: April 2023 Tourist Development Tax Collections from March 2023 Activity

DATE: May 10th, 2023

Comparison of Collections Current Y	ear to Prio	r Year	
		Current Year	Prior Year
Tourist Development Tax- April Collections for March Activity	\$	235,285	\$ 191,950
Destination Development- April Collections for March Activity	\$	58,821	\$ 47,987
Total	\$	294,106	\$ 239,937
Year-to-Date	\$	1,356,605	\$ 1,160,401







Year-to-Date Expenditures

As of May 22, 2023

Account	Budget	YTD Expenses	Outstanding Encumbrances	Balance
Personnel & Benefits	\$332,093	\$194,447	\$0	\$137,646
Operating Expenses	\$847,096	\$473,133	\$163,067	\$210,895
Non-Operating Expenses	\$1,501,969	\$0	\$0	\$1,501,969
Transfers to Other Funds	\$49,239	\$6,300	\$0	\$42,939
Total Budget	\$2,730,397	\$673,880	\$163,067	\$1,893,449



Submitted APRIL 10

Florida's Adventure Coast Visitors Bureau Authored by: John Athanason



Video's Created

- 38th Annual 'Art in the Park' on Florida's Adventure Coast (2023)
- <u>Unveiling of 'Flora' for The Mermaid Tale Trail at The Greater Hernando</u> Chamber of Commerce (2023)
- Rusted Jade Art Collective on Florida's Adventure Coast (2023)
- Unveiling of 'The Way Home' for The Mermaid Tale Trail by Century 21 Alliance Realty (2023)
- Will McLean Music Festival on Florida's Adventure Coast (2023)
- Nature Coast Bike Fest on Florida's Adventure Coast (2023)
- Unveiling of 'Nova' at Roger's Park for The Mermaid Tale Trail Sponsored by Sarah Hill Realty (2023)
- Margo's Blueberry Farm From Bark to Berries (2023)
- Unveiling of 'Nico & The Velvet Underwater' For The Mermaid Tale Trail (2023)
- Unveiling of 'The Kraken' at The Silver Dolphin Restaurant For The Mermaid
 Tale Trail (2023)
- <u>Unveiling of 'Clarise' at Sparacia Witherell Family Winery For The Mermaid</u>
 Tale Trail (2023)
- The Unveiling of 'Ila' at Wellcome OM For The Mermaid Tale Trail (2023)
- <u>Unveiling of 'Patience' For The Mermaid Tale Trail on Florida's Adventure Coast</u> (2023)
- Halo's Hangouts on Florida's Adventure Coast Hernando Beach Tropical Grille
 (2023)

Earned Media

- Weeki Wachee Springs State Park welcomes public to "SPRING BREAK DAY TRIP"
- Photo Essay: Mermaids of Weeki Wachee Springs State Park
- A walk on Florida's wild side (as told through a series of animal encounters) -Atlanta Magazine
- Exploring Florida's Adventure Coast, Brooksville Weeki Wachee

Blogs

- ARTISTIC COMMUNITIES ON FLORIDA'S ADVENTURE COAST
- SPRING BREAK ADVENTURES A GETAWAY GUIDE FOR NON-PARTY ANIMALS



Submitted MAY 22

Florida's Adventure Coast Visitors Bureau Authored by: John Athanason



Video's Created

- April, 2023 Fishing Report On Florida's Adventure Coast with Captain Oz of Light Lines & Good Times
- 1946 Wine, Beer, & Small Plates on Florida's Adventure Coast (2023)
- Neptune's Grotto Old Florida Adventure Retreat on Florida's Adventure Coast
 (2023)
- Upicktopia U-Pick Farm on Florida's Adventure Coast (2023)
- Unveiling of 'Lorelei' at Weaver Group Realty For The Mermaid Tale Trail
 (2023)
- Halo's Hangouts Fickett Hammock Preserve on Florida's Adventure Coast
 (2023)

Earned Media

- 75 Years of Mermaids... and Counting Heartland LIVING Magazine
- A 21-Hole Golf Course? Cabot Citrus Farms Unveils Plans For Unique Third Layout
- <u>Celebrate Everything Blueberry and Colt Ford at the Brooksville Blueberry</u>
 <u>Festival</u>
- 10 Top Water Parks In Florida
- 7 Storybook Florida Spots You Can Visit & Each One Is Like Stepping Into A
 Fantasy World Narcity
- 20 Best Florida State Parks To Explore In 2023
- Netflix Series From 'Queer Eye' Producers Dives Into Mermaid Culture

Blogs

- CELEBRATE EARTH DAY AT THE WELLCOME OM INTEGRAL HEALING & WELLNESS CENTER
- BLUEBERRY SEASON: A SPRINGTIME FAMILY ADVENTURE

March 2023 LEADS Report

LEADS Report - March 20	23																																					
TOP STATES & COUNTRIES -	OP STATES & COUNTRIES - ALL LEADS																																					
Top States:	: FL	тх	IL	OI	H PA	A IN	ı KY	NJ	NY	MI	G/	АОК	CA	WI	sc	MA	СТ	NC	VA	MS	MD	IA	KS	AL	ΑZ	NV	WA	мо	ME	TN	ID	NE	LA	ND	со	PR	ON (CANADA)	Total
ALL LEADS - TOTAL	25	9	9	9	8	8	6	6	6	6	5	5	5	5	5	5	5	4	4	4	4	3	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	168

BREAKDOWN BY LEAD TYPE

Top States & Countries:	FL	ОН	IN	М	I PA	IL	NY	WI	sc	MA	СТ	KY	ОК	NJ	MD	CA	GA	IA	TX	NC	VA	MS	мо	ME	KS	AL	LA	ΑZ	NV	ND	WA	со	PR	ON (CANADA)	Total
Visit Florida - Hernando & Weeki																																			
Wachee (unique leads)	20	8	8	6	6	6	5	5	5	5	5	4	4	4	4	4	3	3	3	3	3	3	2	2	1	1	1	1	1	1	1	1	1	1	131

Top States:	тх	FL	IL	PA	KY	NJ	GA	ОН	NY	ОК	CA	NC	VA	MS	KS	AL	ΑZ	NV	WA	TN	ID	NE	Total
American Road Leads	6	5	3	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	37

March 2023 LEADS Report

Expected A	Arrivals (I	Miles Medi	a Leads C	Only) - Ma	arch 202	3															
All States	All States OH FL PA IL CT IA MD MI NJ OK SC WI CO GA IN KS KY LA MA MO MS NC NV ON (Canada) TOTAL																				
LEADS	6	5	5	4	2	2	2	2	2	2	2	2	1	1 1 1	. 1	1 :	1 1	1	1 1	. 1	48

Arrival N	lonths - All	States/Re	gions									
Month	MAR 2023	APR 2023	MAY 2023	JUN 2023	JULY 2023	AUG 2023	SEPT 2023	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024
Expected Arrivals	1 3	6	10	8	5	4	1	4	2	1	1	3

Arrivals By	Region					
Region	Midwest	South	Northeast	West	In-State (Florida)	International (Canada)
Leads	19	11	10	2	5	1

Regions & Included States:

Northeast:	<u>CT</u>	<u>MA</u>	ME	NH	<u>NJ</u>	NY
	<u>PA</u>	RI	VT			
South:	AL	AR	DC	DE	<u>GA</u>	<u>KY</u>
*not incl. FL	<u>LA</u>	<u>MD</u>	<u>MS</u>	<u>NC</u>	<u>OK</u>	<u>sc</u>
	TN	TX	VA	WV		
Midwest:	<u>IA</u>	<u>IL</u>	<u>IN</u>	<u>KS</u>	<u>MI</u>	MN
	<u>мо</u>	NE	ND	<u>ОН</u>	SD	<u>WI</u>
West:	AZ	CA	<u>co</u>	ID	MT	NM
	<u>NV</u>	OR	UT	WA	WY	
Out of State:	<u>CANADA</u>					

April 2023 LEADS Report

LEADS Report Yea	rly Overlo	ook - Apri	l 2023										
Total Leads for Florida's	Adventure C	Coast* - Fisc	al Year 202	2-2023:	1,202								
Total New Emails for Flor	ida's Adven	ture Coast:			763								
Month	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	
Florida's Adventure Coas	t - VISIT FLO	ORIDA MAG	AZINE - (Mi	les Media)									
Total	102	67	77	121	117	129	123						736
Emails Included	36	21	25	57	58	54	57						308
Weeki Wachee Springs S	tate Park - V	ISIT FLORII	DA MAGAZI	NE / MILES	MEDIA (*No	t included i	n Total Lead	ds)					
Total	105	67	78	109	22	18	16						415
AAA LIVING WORLD													
Total	7	8	5	5	1	0	0						26
Emails Included	4	6	4	2	0	0	0						16
AMERICAN ROAD MAGA	ZINE												
Total	158	24	92	75	11	37	43						440
Emails Included	158	24	92	75	11	36	43						439

April 2023 LEADS Report

LEADS Report - April 202	3																																													
TOP STATES & COUNTRIES	- AL	L	LE/	AD:	S																																									
Top States:	FL	Р	'A	ОН	GA	тх	МІ	IL	NJ	TN	CA	IN	NC	NY	AL	VA	ОК	WI	ΑZ	sc	NE	КҮ	MA	A MO) AR	СТ	N	ıv c	:O 14	OR	MN	MS I	DE \	wv	VT	SD	N	IM	PR	UT	WY	AK	ME	ON (CANADA)	DC	Total
ALL LEADS - TOTAL	18	1	.3	11	9	9	9	9	9	6	6	5	5	4	4	4	3	3	3	3	3	2	2	2	2	2	:	2	2 1	1	1	1	1	1	1	1		1	1	1	1	1	1	1	1	166

BREAKDOWN BY LEAD TYPE

Top States & Countries	FL	ОН	PA	GA	IL	тх	МІ	TN	CA	NJ	VA	NC	AL	ОК	NE	IN	NY	WI	ΑZ	sc	ку	MA	мо	AR	со	NV	IA	MS	DE	wv	VT	NM	PR	WY	ON (CANADA)	DC	Total
Visit Florida - Hernando & Weeki																																					
Wachee (unique leads)	18	10	8	7	7	6	6	5	5	4	4	3	3	3	3	2	2	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	123

Top States:	PA	NJ	тх	МІ	IN	GA	IL	NC	NY	СТ	ОН	TN	CA	AL	wı	ΑZ	sc	NV	OR	MN	SD	UT	AK	ME	Total
American Road Leads	5	5	3	3	3	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	43

April 2023 LEADS Report

Expected A	Arrivals ((Miles Me	edia Lead	s Only) -	March 20	23																				
All States	FL	GA	МІ	PA	IL	TX	CA	СО	KY	NE	NJ	ОН	ОК	WI	AR	IN I	МО	MS	NC	NM	sc	TN	VA	VT	WY	TOTAL
LEADS	9	5	5	4	3	3	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	56

Arrival Mo	nths - Al	l States/F	Regions								
Month	APR 2023	MAY 2023	JUN 2023	JULY 2023	AUG 2023	SEPT 2023	OCT 2023	_	DEC 2023	_	
Expected Arrivals	5	17	13	7	5	3	0	3	1	1	1

Arrivals By	Region					
Region	Midwest	South	Northeast	West	In-State (Florida)	Out of State
Leads	16	18	7	6	9	0

Regions & Included States:

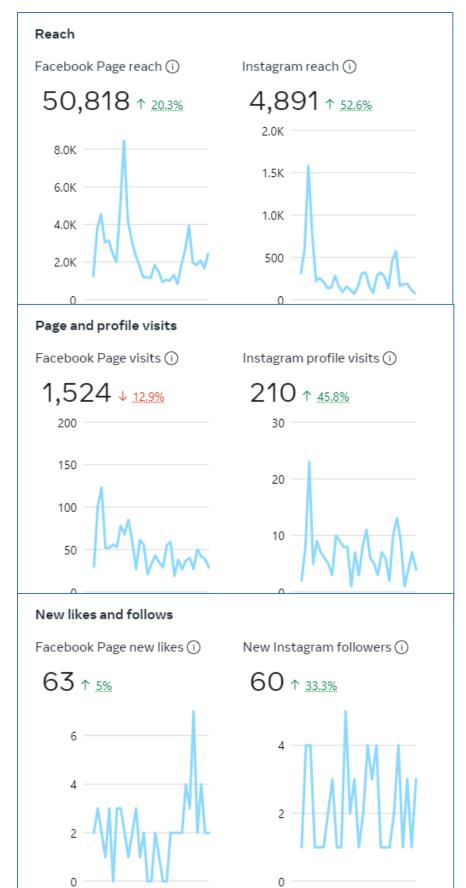
regions a n	ioiaaca c	Julios.					
Northeast:	СТ	MA	ME	NH	NJ	NY	
	PA	RI	VT				
South:	AL	AR	DC	DE	GA	KY	
*not incl. FL	LA	MD	MS	NC	ОК	SC	
	TN	TX	VA	WV			
Midwest:	IA	IL	IN	KS	MI	MN	
	МО	NE	ND	ОН	SD	WI	
West:	AZ	CA	со	ID	MT	NM	
	NV	OR	UT	WA	WY		
Out of State:							

Brooksvi	lle Welcom	e Center - N	larch 2023	Report		
		ning, approx.*:		*Reporting bega	an in June 202	0
	•	2-2023, to date:		(Fiscal Year: O		
Total Phone	Calls for FY 2	2022-2023, to d	ate: 1087	(Fiscal Year: Od	ct. 1, 2022 - Se	ept. 30, 2023)
Visitors						
Monthly Visitors	Walk-in Visitors	Walk-in Residents	Brooksville Main Street (approx.)	Total		
March 2023	134	147	20	301		
Conversion	ons					
Captured Visits:	Lunch / Dinner	Day Visit	Overnight	Intent to Return	Total	
Totals	18	40	2	16	76	
Interests 8	& Comments					
			Florida's			
Interests:	Mermaid Tale Trail	Florida Mermaid Trail	Adventure Coast Map	Things to Do	Restaurants	Events & Festivals
Interests:			Adventure	Things to Do	Restaurants 15	
	Tale Trail	Mermaid Trail 60 Weeki	Adventure Coast Map			Festivals
Totals	Tale Trail 94 City / County	Mermaid Trail 60 Weeki Wachee Springs State	Adventure Coast Map 42	28 History & Old	15	Festivals 15
Totals Interests:	94 City / County Map	Mermaid Trail 60 Weeki Wachee Springs State Park	Adventure Coast Map 42 Florida Map	28 History & Old Homes	15 Wildlife	15 Breweries
Totals Interests: Totals	94 City / County Map	Mermaid Trail 60 Weeki Wachee Springs State Park	Adventure Coast Map 42 Florida Map	28 History & Old Homes	15 Wildlife	15 Breweries
Totals Interests: Totals Phone Ca Monthly	Tale Trail 94 City / County Map 15	Mermaid Trail 60 Weeki Wachee Springs State Park 11	Adventure Coast Map 42 Florida Map	28 History & Old Homes	15 Wildlife	15 Breweries

Brooksvi	lle Welcom	e Center - A	pril 2023 R	eport		
		ing, approx.*:		*Reporting bega	an in June 202	.0
Total Walk-i	ns for FY 2022	2-2023, to date	: 1,803	(Fiscal Year: O	ct. 1, 2022 - Se	ept. 30, 2023)
Total Phone	Calls for FY 2	2022-2023, to d	ate: 1087	(Fiscal Year: O	ct. 1, 2022 - Se	ept. 30, 2023)
Visitors						
Monthly Visitors	Walk-in Visitors	Walk-in Residents	Brooksville Main Street (approx.)	Brooksville Blueberry Festival (approx.)	Total	
April 2023	21	46	36	220	323	
Conversion	ns					
Captured Visits:	Lunch / Dinner	Day Visit	Overnight	Intent to Return	Total	
Totals	13	9	2	5	29	
Interests 8	& Comments					
Interests:	Mermaid Tale Trail	Florida Mermaid Trail	Florida's Adventure Coast Map	Events & Festivals	Restaurants	History & Old Homes
Interests:			Adventure		Restaurants	
	Tale Trail	Mermaid Trail	Adventure Coast Map	Festivals		Homes
Totals Interests: Totals	Tale Trail 33 May-Stringer House Museum 8	Mermaid Trail	Adventure Coast Map 15 City / County	Festivals 11 Things to Do	10	Homes 9
Totals Interests:	Tale Trail 33 May-Stringer House Museum 8	Mermaid Trail 19 Things to Do	Adventure Coast Map 15 City / County Map	Festivals 11 Things to Do with Kids	10 Directions	Homes 9 Shopping
Totals Interests: Totals	Tale Trail 33 May-Stringer House Museum 8	Mermaid Trail 19 Things to Do	Adventure Coast Map 15 City / County Map	Festivals 11 Things to Do with Kids	10 Directions	Homes 9 Shopping
Totals Interests: Totals Phone Ca Monthly	Tale Trail 33 May-Stringer House Museum 8	Mermaid Trail 19 Things to Do 7	Adventure Coast Map 15 City / County Map 7	Festivals 11 Things to Do with Kids	10 Directions	Homes 9 Shopping

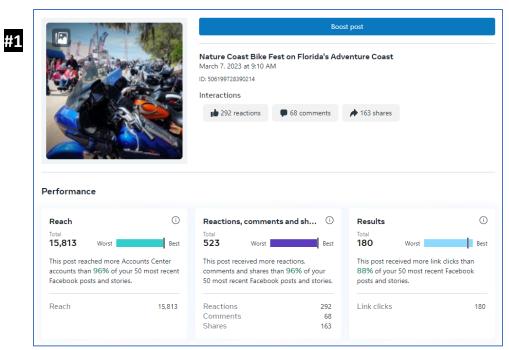
Visitor Information Cen	Visitor Information Center - Distributions for March-April 2023											
Distributions & Partner Visits	Distributions & Partner Visits											
<u>Partner</u>	FAC General Brochure	FAC Folded Maps	FAC Maps (Tear-off)	FAC Paddling Brochure	FAC Golf Brochure	Chinsegut Hill Historic Site	Weeki Wachee Springs Brochure	Florida Mermaid Trail Map	Mermaid Tale Trail Map	BMS Events Brochure	Brooksville Shopping Flyer	Hand Sanitizers
Hernando County Arts Council									30			
Treasures from the Heart								25				
Spring Hill Souvenirs		200	100									
The Dolan House B&B						25		25				
Legacy Lane Weddings		50										
Wesleyan Village		50						25				
Country Depot			100							100		
Blueberry Fest								75		500		
Historic Hernando Preservation Society		100						60				
Easy Street			200					100		200		
Travel Expo in The Villages	300	300		100			100		100	200		
<u>Totals:</u>	<u>300</u>	<u>700</u>	<u>400</u>	<u>100</u>	<u>0</u>	<u>25</u>	<u>100</u>	<u>310</u>	<u>130</u>	<u>1000</u>	<u>0</u>	<u>0</u>

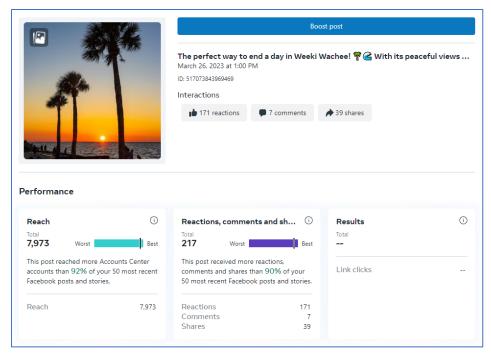
Facebook & Instagram Overview - March 1-31, 2023



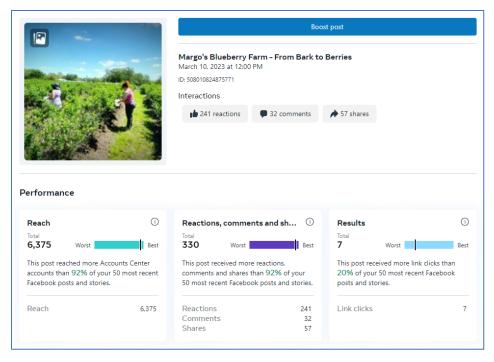
Facebook Analytics: Content - March 1-31, 2023

Recent content ↑↓	Type		Reach 6 ↓	Likes and react • 1
Nature Coast Bike Fest on Florida's. Tue Mar 7, 6:10am	·· Post	Boost post	15,813	292
The perfect way to end a day in We	··· Post	Boost post	7,973	17 ⁻
Margo's Blueberry Farm - From Bar. Fri Mar 10, 9:00am	" Post	Boost post	6,375	24
The 38th Annual 'Art in the Park' 2 Thu Mar 2, 12:07pm	· Post	Boost post	6,091	24
Make plans for the 38th Annual Art Thu Mar 2, 7:00am	··· Post	Boost post	5,347	16.
Rusted Jade Art Collective on Flori Fri Mar 3, 5:55am	Post	Boost post	3,684	20
This post has no text Thu Mar 9, 5:56am	Post	Boost unavailable	3,557	4.
Will McLean Music Festival 2023 o Mon Mar 6, 12:27pm	Post	Boost post	2,851	50

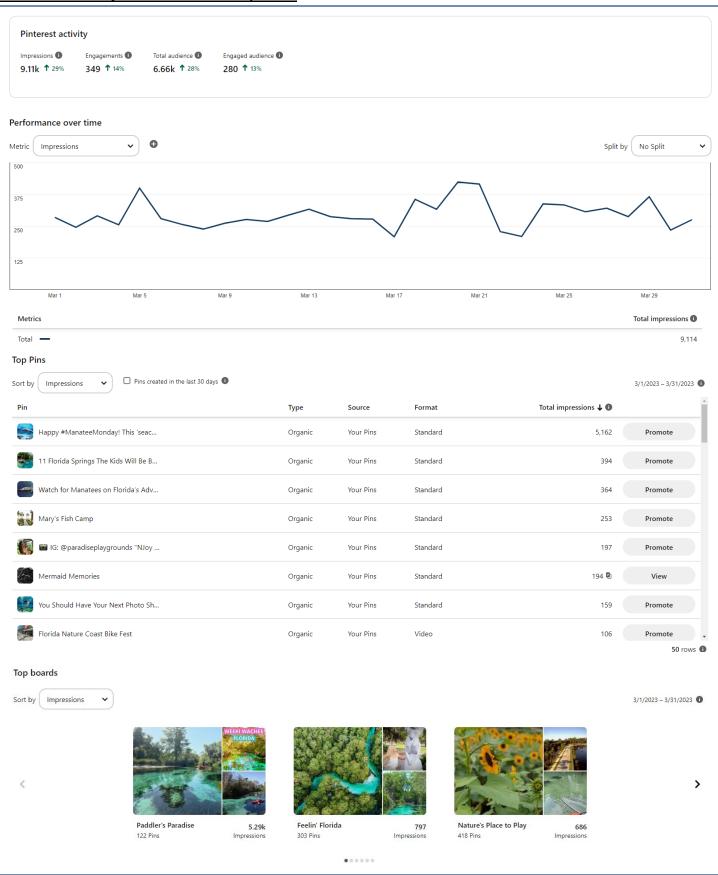




#3



Pinterest Analytics – March 1-31, 2023



Twitter Analytics - March 1-31, 2023

Mar 2023 - 31 days

TWEET HIGHLIGHTS

Top Tweet earned 306 impressions

Unveiling of 'Nico & The Velvet Underwater' For The Mermaid Tale Trail ...

youtu.be/uRpLBt6wZ1w via @YouTube

92

View Tweet activity

View all Tweet activity

Top Follower followed by 334 people



Lise

@LMEM12 FOLLOWS YOU

"The average dog is a nicer person than the average person."

View profile

Top mention earned 51 engagements



Halo The Golden Retriever



Having a fun time with Momma on the #MermaidTaleTrail at @adventure_coast pic.twitter.com/17povIH6gq



41 t33 W2

View Tweet

Top media Tweet earned 217 impressions

The perfect way to end a day in Weeki Wachee! ** With its peaceful views on the Gulf of Mexico, Pine Island Beach Park is the perfect spot to relax on #FLAdventureCoast.

: IG hillsandhollers_photography pic.twitter.com/XBGHqC0sRF



₩3

View Tweet activity

View all Tweet activity

MAR 2023 SUMMARY

28

2,455

Profile visits

142

Mentions 7

New followers

4

Instagram Analytics – March 1-31, 2023

OVERVIEW

Overview

You reached +52.5% more accounts compared to Jan 29 - Feb 28

Accounts reached 4,891 +52.5%

Accounts engaged $356 \\ +53.4\%$

Total followers 3,471 >

Content You Shared

See all









Posts 5 >

Stories 1 >

Reels 17 >

Instagram Analytics - March 1-31, 2023

REACH

4,891 Accounts reached

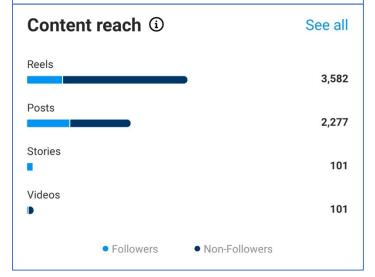
+52.5% vs Jan 29 - Feb 28

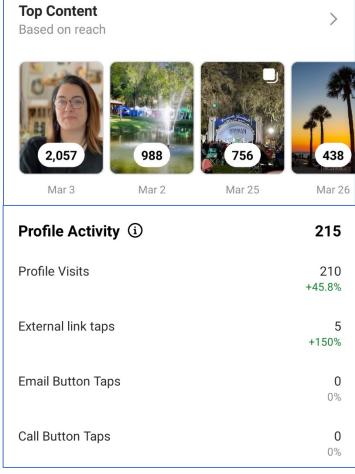
Followers and non-followers

Based on reach



You reached **+76.4%** more accounts that weren't following you compared to Jan 29 - Feb 28.





Instagram Analytics - March 1-31, 2023

ENGAGEMENT

356

Accounts engaged

+53.4% vs Jan 29 - Feb 28

Followers and non-followers

Based on accounts engaged

163
Followers

193
Non-followers

You engaged +114%% more accounts that weren't following you compared to Jan 29 - Feb 28

Content interactions ③

See all

675

Content Interactions

+47.3% vs Jan 29 - Feb 28

Video Interactions vs Jan 29 - Feb 28	5 +150%
Likes	4
Saves	1

Reels Interactions vs Jan 29 - Feb 28	463 +88.9%
Likes	358
Comments	34
Saves	15
Shares	56
Top Reels Based on likes	>









Mar 3	Mar 2	Mar 6	Mar 28
-------	-------	-------	--------

Post Interactions vs Jan 29 - Feb 28	207 0%
Likes	166
Comments	7
Saves	5
Shares	19



Top Posts

Based on likes







>

Mar 25

Mar 22

Mar 26

Mar 3

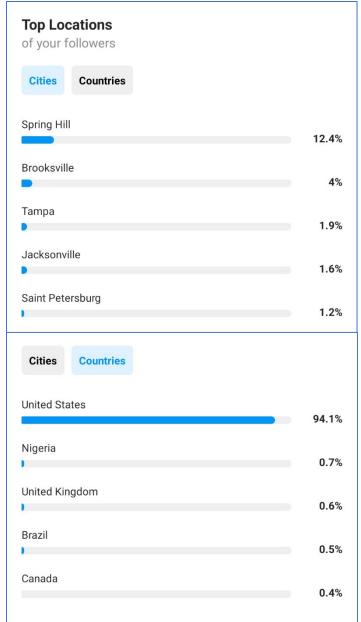
7.3%

Instagram Analytics - March 1-31, 2023

FOLLOWERS

65+



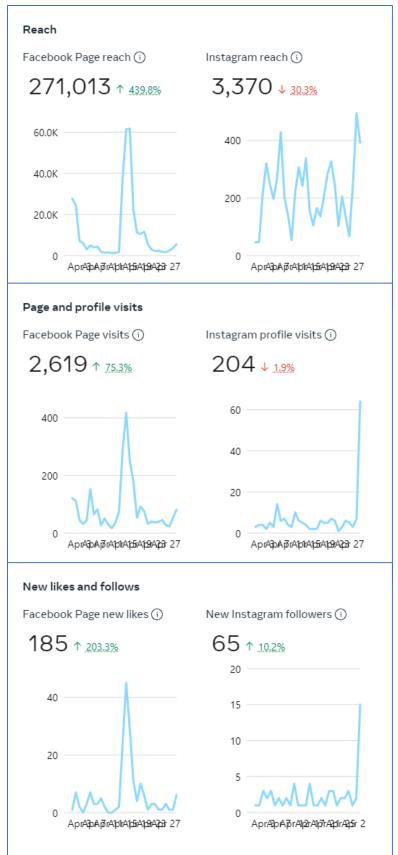


Instagram Analytics - March 1-31, 2023

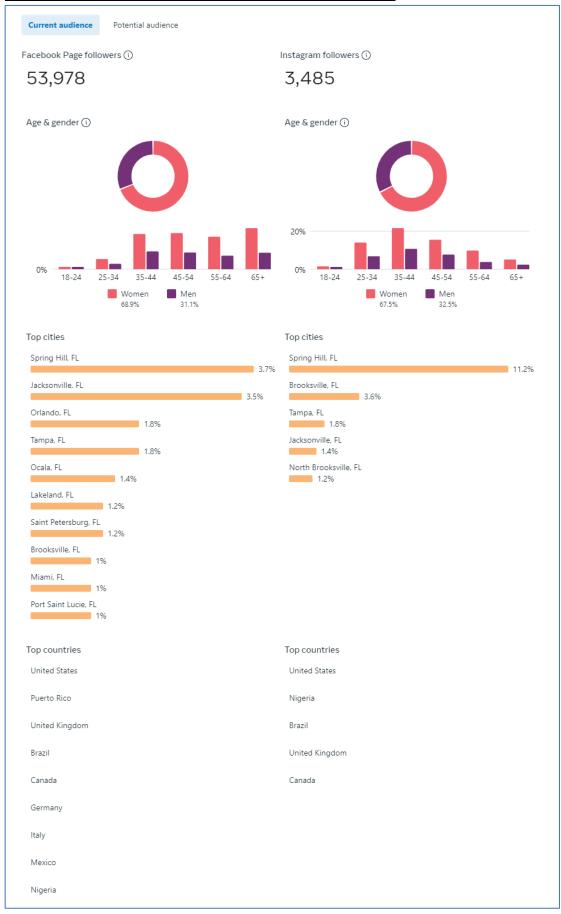
FOLLOWERS - CONTINUED



Facebook & Instagram Overview - April 1-30, 2023



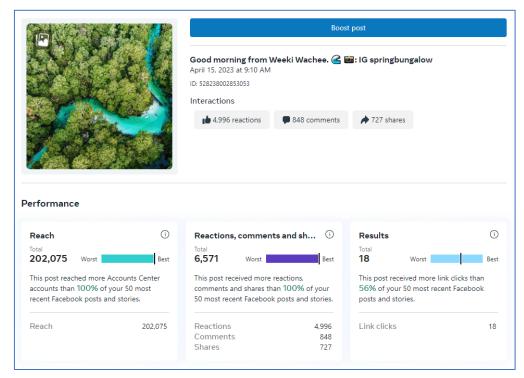
Facebook & Instagram Audience - April 1-30, 2023



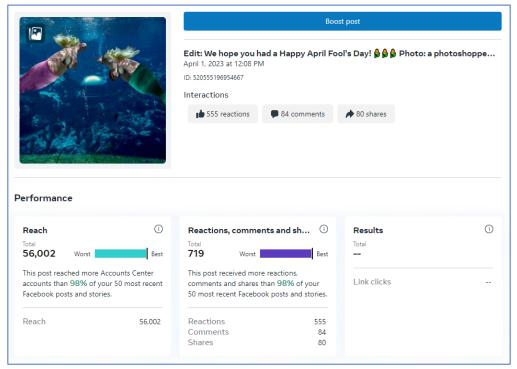
Facebook Analytics: Content – April 1-30, 2023

#1

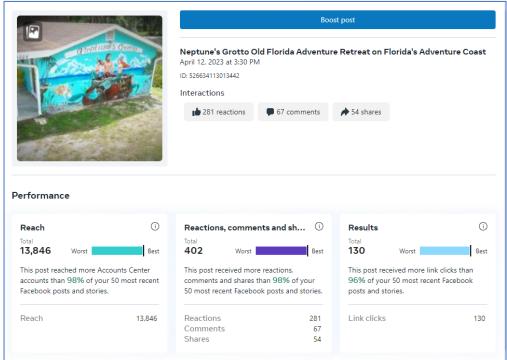
Recent content ↑↓	Type		Reach ⊕ ↓	Likes and react 1 ↑↓
Good morning from Weeki Wache Sat Apr 15, 6:10am	Post	Boost post	202,075	4,996
Edit: We hope you had a Happy Ap Sat Apr 1, 9:08am	Post	Boost post	56,002	555
Neptune's Grotto Old Florida Adve Wed Apr 12, 12:30pm	Post	Boost post	13,846	281
1946 Wine, Beer, & Small Plates on Thu Apr 6, 12:12pm	Post	Boost post	11,076	598
Congrats to the Richloam General Tue Apr 4, 11:57am	Post	Boost post	5,242	12
April, 2023 Fishing Report On Flori Fri Apr 7, 2:00pm	Post	Boost post	2,859	18
"This year, to celebrate 75 years of Sat Apr 8, 5:48am	Post	Boost post	2,403	69
It's official - Blueberry Season has Sat Apr 1, 11:49am	Post	Boost unavailable	2,350	21
This post has no text Sat Apr 29, 4:57pm	Post	Boost unavailable	2,104	2.



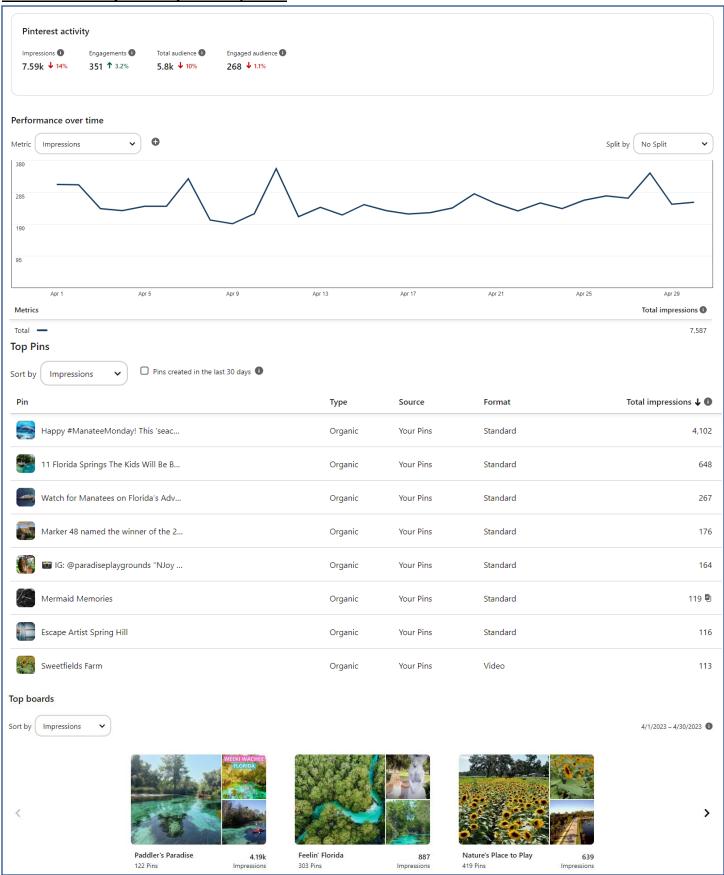
#2







Pinterest Analytics - April 1-30, 2023



Twitter Analytics - April 1-30, 2023

Apr 2023 - 30 days

TWEET HIGHLIGHTS

Top Tweet earned 301 impressions

The Baby Bird Shower begins tomorrow at 8am at Chinsegut Conservation Center! Enjoy a guided bird walk, animal ambassadors, a bake sale, native plants and more while helping support licensed wildlife rehabilitators in Hernando and Citrus Counties: bit.ly/3oif7cP

pic.twitter.com/B6fZj46le6



₽ 1 ♥ 5

View Tweet activity

View all Tweet activity

Top Follower followed by 2,209 people



SAVAGE

@SavageRender FOLLOWS YOU

Creating shit inspired by vivid dreams and wild thoughts...

View profile

Top mention earned 14 engagements



AuthenticFlorida.com 📅



From @adventure_coast: What's better than a breakfast of shrimp and grits, homemade pancakes or a giant cinnamon roll? Enjoy southern hospitality and a great meal at the Florida Cracker Kitchen, a much-loved restaurant in historic Brooksville.

: IG floridacrackerkitchen pic.twitter.com/4OkMI37bWk



433 **9**

View Tweet

Top media Tweet earned 86 impressions

What's better than a breakfast of shrimp and grits, homemade pancakes or a giant cinnamon roll? Enjoy southern hospitality and a great meal at the Florida Cracker Kitchen, a much-loved restaurant in historic Brooksville.

: IG floridacrackerkitchen pic.twitter.com/WtjQKHIBkD



W 1

View Tweet activity

View all Tweet activity

APR 2023 SUMMARY

21

weet impressi

1,700

Profile visits

107

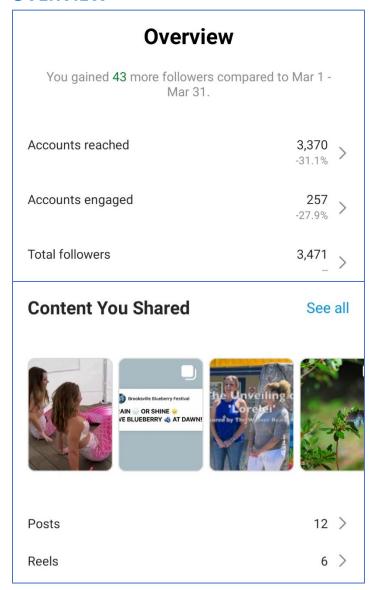
Mentions 4

New followers

-2

Instagram Analytics - April 1-30, 2023

OVERVIEW



>

0%

Instagram Analytics - April 1-30, 2023

REACH

3,370 Accounts reached

-31.1% vs Mar 1 - Mar 31

Impressions	9,472
	-22.5%

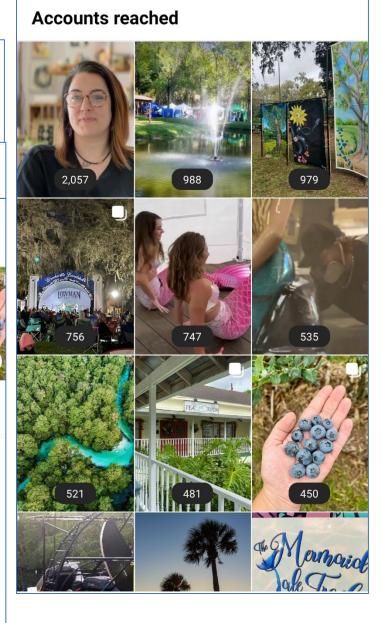
Top Content

Based on reach



Apr 29	Apr 15	Apr 21	Apr 8

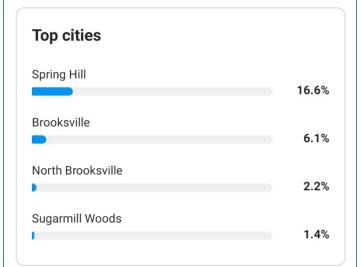
Profile Activity ①	212
Profile Visits	204 -2.9%
External link taps	8 +60%
Email Button Taps	0 0%
Call Button Taps	0

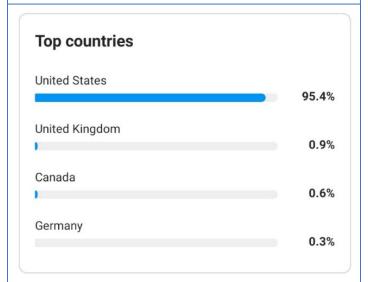


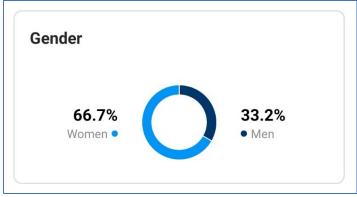
Instagram Analytics - April 1-30, 2023

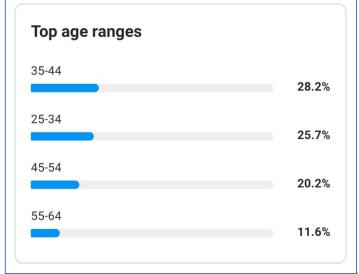
REACH - CONTINUED

Reached audience ①



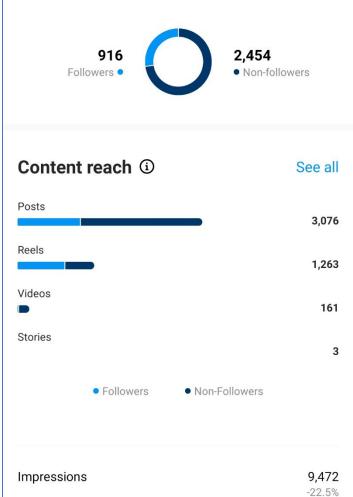






Followers and non-followers

Based on reach



Instagram Analytics - April 1-30, 2023

ENGAGEMENT

Based on likes

257 Accounts engaged

-27.9% vs Mar 1 - Mar 31

Content interactions ①

See all

530

Content Interactions

-21.5% vs Mar 1 - Mar 31

Post Interactions vs Mar 1 - Mar 31	369 +78.2%
Likes	300
Comments	22
Saves	11
Shares	7
Top Posts	>



Reels Interactions vs Mar 1 - Mar 31	158 -65.9%
Likes	132
Comments	8
Saves	2
Shares	16
Top Reels Based on likes	>

Video Interactions vs Mar 1 - Mar 31	3 -40%
Likes	1
Saves	2

Apr 12

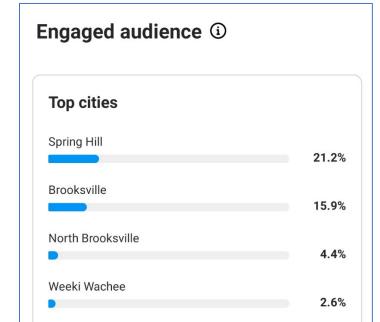
Apr 29

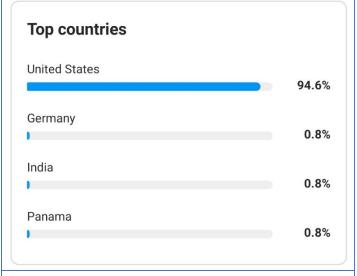
Apr 14

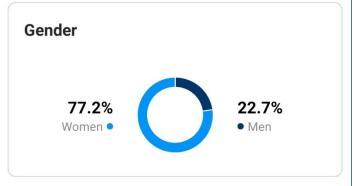
Apr 7

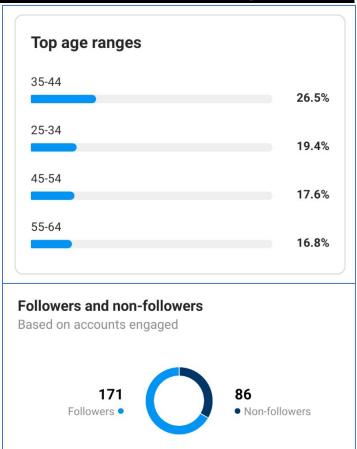
Instagram Analytics - April 1-30, 2023

ENGAGEMENT - CONTINUED









Instagram Analytics - April 1-30, 2023

FOLLOWERS

