





Executive Summary

The monthly Data Studio report is available <u>here</u>.

TRAFFIC

VSPC's website had strong performance (Sessions) in March, with an increase of 89% compared to Mar-2022 (712,675 versus 376,170). Pageviews also climbed sharply, up 64.5% (1.1M versus 674k Mar-23 compared to Mar-22). As in February, a large portion of the growth was related to a massive surge in Pageviews relating to Beach Conditions (up 3,787%) given the somewhat unseasonal outbreak of Red Tide. Drilling down and adding up the Beach Conditions pageviews plus high Red-Tide FAQ and Webcam pageviews, they represented a bit over 300k against an overall growth of 435k. So we can infer that not all the increase in Sessions were the result of Red Tide related site visits. Traffic is clearly strong.

Every traffic channel also had strong growth with one exception (email). Big winners (in order of volume) were Organic (up 86%), Paid Search (up 52%), Direct (up 87%), Social (up 98%), and Referrals (up 211%). One particular note, Paid search performance (text ads) has a very solid trend, with steady month/month improvement for the past 6 months at the same spend (\$60k/month) - moving from a 6.8% (OCT-22) Click-Through Rate to 11.6% (MAR-23), Cost-per-Click falling from \$.68 (OCT-22) to \$.43 (MAR-23), and total clicks going from 87k (OCT-22) to 138k (MAR-23).

ENGAGEMENTS

Although traffic was very strong, Engagement metrics were down for the month. Average Session Duration (the average amount of time for a site visit) was down 22%, and typically is one of the best measures of engagement. Bounce was up slightly (up 5.6%) and Pages/Session was down moderately (13%). There's a portion of the decline in Average Session Duration that is clearly related to Red Tide, given that many audiences are just visiting the site to get an update on conditions (in and out - not really there to explore other content). However, we do see a developing trend over time that is somewhat of a concern:

Overview

Avg. Session Duration
Vs. Select a metric

Apr 1, 2022 - Mar 31, 2023:

Apr 1, 2024 - Mar 31, 2023:

Apr 1, 2025 - Mar 31, 2023:

Apr 1, 2025 - Mar 31, 2023:

Apr 1, 2026 - Mar 31, 2023:

Apr 1, 2027 - Mar 31, 2023:

Apr 1, 2028 - Mar 31, 2023:

Apr 1, 2027 - Mar 31, 2023:

Apr 1, 2028 - Mar 31, 2023:

Apr 1, 2027 - Mar 31

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SIGNALS OF INTENT TO TRAVEL & PARTNER ENGAGEMENTS

Specific engagements that are measured by actions on the site were somewhat of a mixed bag, with wins and losses pretty evenly split for March YoY. There were nice increases for Event Views (up 168%), Enews Sign-ups (up 24%), and Partner Referrals (up 29%). Slips however were measured for Destination Magazine Orders (down 15%), Deal Views (down 74%), and Travel Deal Pageviews (down 23%). The total volume of Goal Completions overall however was up a solid 52%.

SEO / CONTENT PERFORMANCE

Articles, and assuring that the VSPC website has compelling stories that help excite, engage and inspire site visitors to plan a trip, are an important traffic driver as well as vital to driving economic growth within the destination. Article creation has been a focal point for this fiscal year, and for March the articles on the website had a 21% increase in pageviews year/year, with a 15% increase in site entrances. They also averaged a solid average time on page of slightly over 3 minutes 30 seconds. Fiscal year to date, the articles have generated a 32% increase in Pageviews (313k), with 210k Site Entrances, and generated over 1.1M minutes of reading about the amazing things to see, do and savor in the destination. We've also seen nice growth in Partner Profile pageviews, up 16% for March YoY and up 17% for the first 6 months of this FY (OCT-22 through MAR-23). Here are the website's top Articles and Profile Pages (for MAR-23):

ARTICLES

Best Waterfront Restaurants Camping at the Beach Ride the Beach Trolley Fort DeSoto Park Catch a Spring Training Game Beach Parking Chihuly Collection Free/Cheap Family Adventures Tampa Bay Rays Best Places to Shop

PROFILE PAGES

Pier-60 John's Pass Boardwalk Sunken Gardens Shell-Key Preserve Honeymoon Island Ellenton Premium Outlets Sand Key Park Cross Bay Ferry Florida Aquarium Captain Memo's Pirate Cruise



Total Leisure Site Traffic, Page Views & Engagement

Performance (MoM)

Total Visits: 712,675 1 29.4%

Total Unique Visitors: 526,086 1 20.61%

Total Page Views: 1,109,139 1 27.7%

Time on Site: 1m 25s 13.35%



Total Leisure Site Traffic, Page Views & Engagement

Performance (YoY)

Total Visits: 712,675



89.5%

Total Unique Visitors: 526,086 1 79.29%





Overall Bounce Rate: 61.24% 65.6%







Total Leisure Site Traffic, Page View & Engagement

Performance: Last 12 Months

April 1, 2022 through March 31, 2023

Total Traffic/Sessions: 4,974,539 U -5.32%

Unique Visitors: 3,837,384 11.35%

Page Views: 7,864,242 **-13.44**%

KPIs

Performance (MoM)

Partner Referrals: 73,852

• DM Orders: 720

Tripadvisor Clicks: 913

Newsletter Sign-Ups: 338

Deals Views: 659

• Time on Site: 1m 25s

Pages per Session: 77,096



Total Industry Site Traffic, Page Views & Engagement

August Performance

94.0% (YoY)

Total Organic Visits: 803 1 27.9% (MoM) 55.6% (YoY)

Top Pages Viewed

- Homepage: 812 1 32.2% (MoM)
- /resource/funding-opportunities/elite-event-funding-program: 625
 2,617.4% (MoM)

2022-2023 Gulf to Bay Digital Guide

Performance: Start June 24, 2022 - March 31,2023

PDF Downloads: 386

Sessions: 4,275

Pageviews: 191,643

Pages/Session: 44.83

Avg. Session Duration: 5:03

Device Category:

Mobile: 1,785 sessions

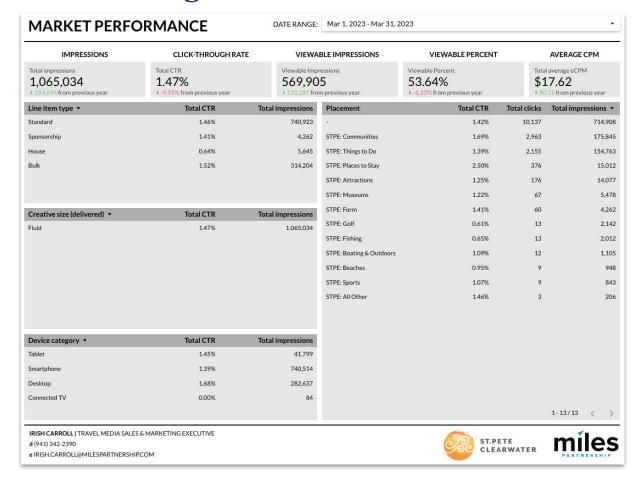
Desktop: 2,161 sessions

Tablet: 329 Sessions



Partner Digital Advertising: Website Performance

Overview





Organic Traffic

Summary

With 378,800 organic sessions, traffic in March 2023 was up 100.2% looking year-over-year. March's organic sessions were up 71.2% from the 31-day period of January 29-February 28, 2023. Organic sessions were also up when compared to March 2021 (60.6%) and March 2020 (182.2%). Organic sessions accounted for 53.2% of all website traffic in March 2023 compared to 50.3% in March 2022.

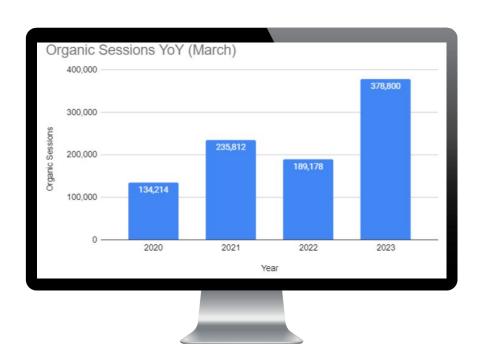
The "Current Beach Conditions" page generated the most organic landing page sessions in March 2023 with 158,364, which was a 4,644% increase from March 2022's 3,338 organic landing page sessions.

The "Events & Festivals" landing page ranked second in organic landing page sessions for March 2023 with 13,240, which was an increase of 73.7% YoY.

The Red Tide FAQ info page ranked fifth in organic sessions with 8,217. The page was credited with a 50% organic bounce rate, 1.65 pages per organic session and an average organic session duration of 1:32.

The homepage saw a YoY decrease in organic landing page sessions of 15.8% with 7,592 in March 2023. The homepage was credited with an average session duration of 2:40 (compared to 2:53 in March 2022) and an average of 2.48 pages per organic session (compared to 2:58 in March 2022).

The Clearwater Beach and Clearwater /communities pages ranked third and seventh, respectively, in organic landing page sessions for March 2023. The Clearwater Beach /communities page was third in February, and the Clearwater Beach /communities page was fifth last month. The webcam page was eighth in organic sessions, while the Firestone Grand Prix profile page and the St. Pete Beach /communities page rounded out the top-10 for organic landing page sessions in March 2023.



Organic Traffic

Summary (Continued)

Combined organic sessions for the /communities pages were up 60% YoY (36,758 in March 2023 vs. 22,992 in March 2022). The /communities page had an average organic bounce rate of 60.9%, an average of 1.86 pages per organic session, and an average organic session duration of 1:56 in March 2023.

March's organic bounce rate of 59.2% represented a YoY increase of 12.9% from March 2022's 53% organic bounce rate. The average pages per organic session (1.53) and average organic session duration (1:30) were lower YoY by 11.1% and 22.2%, respectively. The average pages per organic session in March 2022 was 1.72 and the average organic session duration was 1:54.

Of the top 10 pages by organic sessions, one had a bounce rate under 51% (The Red Tide FAQ info page), four additional pages had a bounce rate under 60%, and five were credited with an average organic session duration of at least 1:43. The average organic session durations for the "Current Beach Conditions" page and the webcams page were each 1.08. The average organic session duration for the Firestone Grand Prix profile page was 50 seconds.

The top 10 organic landing pages in March were:

- /current-beach-conditions
- /events-festivals
- /communities/clearwater-beach
- /profile/pier-60-clearwater-beach/139755
- /info/red-tide-faqs
- •
- /communities/clearwater
- /things-to-do/webcams
- /event/firestone-grand-prix-st-petersburg/1496
- /communities/st-pete-beach

Top 10 Organic Landing Pages Performance vs. March 2022

Landing Page	Date Range	Sessions	Bounce Rate	Pages / Session Avg. S	Session Duration (in seconds)
www.visitstpeteclearwater.com/current-beach-conditions	Mar 1, 2023 - Mar 31, 2023	158364	66.90%	1.35	67.58
www.visitstpeteclearwater.com/current-beach-conditions	Mar 1, 2022 - Mar 31, 2022	3338	73.79%	1.3	54.4
www.visitstpeteclearwater.com/events-festivals	Mar 1, 2023 - Mar 31, 2023	13240	51.78%	2.26	141.36
www.visitstpeteclearwater.com/events-festivals	Mar 1, 2022 - Mar 31, 2022	7624	48.74%	2.51	138.92
www.visitstpeteclearwater.com/communities/clearwater-beach	Mar 1, 2023 - Mar 31, 2023	12511	59.00%	1.85	116.89
www.visitstpeteclearwater.com/communities/clearwater-beach	Mar 1, 2022 - Mar 31, 2022	4847	59.98%	1.88	122.95
www.visitstpeteclearwater.com/profile/pier-60-clearwater-beach/139755	Mar 1, 2023 - Mar 31, 2023	9028	62.99%	1.36	90.93
www.visitstpeteclearwater.com/profile/pier-60-clearwater-beach/139755	Mar 1, 2022 - Mar 31, 2022	7996	58.49%	1.47	83.91
www.visitstpeteclearwater.com/info/red-tide-faqs	Mar 1, 2023 - Mar 31, 2023	8217	49.98%	1.65	91.8
www.visitstpeteclearwater.com/info/red-tide-faqs	Mar 1, 2022 - Mar 31, 2022	0	0.00%	0	0
www.visitstpeteclearwater.com/	Mar 1, 2023 - Mar 31, 2023	7592	52.48%	2.48	159.92
www.visitstpeteclearwater.com/	Mar 1, 2022 - Mar 31, 2022	9014	52.43%	2.58	173.13
www.visitstpeteclearwater.com/communities/clearwater	Mar 1, 2023 - Mar 31, 2023	6310	63.90%	1.9	107.58
www.visitstpeteclearwater.com/communities/clearwater	Mar 1, 2022 - Mar 31, 2022	403	57.32%	2.2	138.22
www.visitstpeteclearwater.com/things-to-do/webcams	Mar 1, 2023 - Mar 31, 2023	5171	78.21%	1.37	68.09
www.visitstpeteclearwater.com/things-to-do/webcams	Mar 1, 2022 - Mar 31, 2022	3494	82.31%	1.35	57.78
www.visitstpeteclearwater.com/event/firestone-grand-prix-st-petersburg/1496	Mar 1, 2023 - Mar 31, 2023	3763	60.43%	1.1	50.4
www.visitstpeteclearwater.com/event/firestone-grand-prix-st-petersburg/1496	Mar 1, 2022 - Mar 31, 2022	125	67.20%	1.1	68.04
www.visitstpeteclearwater.com/communities/st-pete-beach	Mar 1, 2023 - Mar 31, 2023	3460	55.49%	2.15	144.91
www.visitstpeteclearwater.com/communities/st-pete-beach	Mar 1, 2022 - Mar 31, 2022	3431	47.42%	2.36	170.93
(All Landing Pages)	Mar 1, 2023 - Mar 31, 2023	378800	59.82%	1.53	89.95
(All Landing Pages)	Mar 1, 2022 - Mar 31, 2022	189178	52.96%	1.72	114.11

Note: March 2022 Performance in yellow

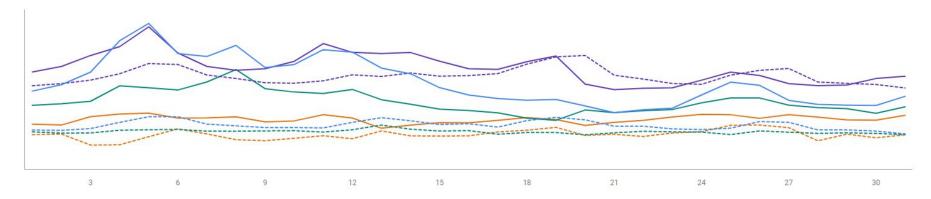
URL Types March 2023 vs. March 2022

URL Type	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration (in seconds)
March 2023 (all URLs containing /profile)	59132	59.60%	1.28	71.02
March 2022 (all URLs containing /profile)	59342	58.80%	1.3	72.48
March 2023 (all URLs containing /event/)	19499	62.33%	1.24	57.29
March 2023 (all URLs containing /event/)	10428	59.02%	1.7	84.06
March 2023 (all URLs containing /communities)	36758	60.93%	1.86	115.77
March 2022 (all URLs containing /communities)	22992	59.61%	1.94	129.87
March 2023 (all URLs containing /article/)	25412	38.42%	1.62	129.59
March 2022 (all URLs containing /article/)	29317	37.00%	1.6	134.96
March 2023 (all URLs containing /list/)	16267	40.26%	1.66	130.5
March 2022 (all URLs containing /list/)	16745	40.21%	1.8	138.1
March 2023 (all URLs containing /things-to-do/)	10667	63.97%	1.72	103.13
March 2022 (all URLs containing /things-to-do/)	10155	59.11%	1.81	120.54
March 2023 (all URLs containing /eat-drink)	3302	54.63%	2.27	147.34
March 2022 (all URLs containing /eat-drink)	3316	53.86%	2.21	150.36
March 2023 (all URLs containing /places-to-stay)	1869	44.30%	2.87	197.25
March 2022 (all URLs containing /places-to-stay)	1370	40.73%	2.86	194.64
March 2022 performance in yellow				

Google Spreadsheet with YoY Performance for March's Top 10 Pages per URL Type (mentioned above) available here.

Google Search Console Comparison vs. March 2022





Google Search Console (Queries w/ Largest YoY Click Increase)

Top queries	Clicks 3/1/23 - 3/31/23	Clicks 3/1/22 - 3/31/22	→ Clicks Difference	Impressions 3/1/23 - 3/31/23	Impressions 3/1/22 - 3/31/22	Impressions Difference
red tide clearwater beach	10,651	24	10,627	47,582	134	47,448
clearwater beach	9,147	1,518	7,629	198,877	215,486	-16,609
red tide st pete beach	6,123	47	6,076	16,148	137	16,011
clearwater beach red tide	4,975	0	4,975	17,251	0	17,251
red tide clearwater	2,820	19	2,801	11,987	156	11,831
st pete beach red tide	2,303	0	2,303	5,310	0	5,310
red tide st pete	2,292	36	2,256	5,379	105	5,274
clearwater red tide	2,203	0	2,203	7,409	0	7,409
madeira beach red tide	1,901	0	1,901	4,224	0	4,224
clearwater florida	2,880	998	1,882	125,167	153,675	-28,508

Google Search Console (Queries w/ Largest YoY Click Decrease)

	Clicks	Clicks	↑ Clicks	Impressions	Impressions	Impressions
Top queries	3/1/23 - 3/31/23	3/1/22 - 3/31/22	Difference	3/1/23 - 3/31/23	3/1/22 - 3/31/22	Difference
treasure island beach	276	742	-466	10,057	13,768	-3,711
fort desoto beach	171	588	-417	4,902	5,940	-1,038
clearwater beach cam	65	346	-281	3,184	2,439	745
sand key park	187	454	-267	5,895	7,092	-1,197
st petersburg	490	748	-258	78,769	105,838	-27,069
st pete florida	110	368	-258	8,848	10,753	-1,905
first friday st pete	59	298	-239	1,332	1,881	-549
clearwater beach live cam	123	349	-226	2,861	2,322	539
pass a grille beach	110	336	-226	9,036	9,707	-671
things to do in st pete today	22	228	-206	581	969	-388

Google Search Console (Pages w/ Largest YoY Click Increase)

Top pages	Clicks 3/1/23 - 3/31/23	Clicks 3/1/22 - 3/31/22	→ Clicks Difference	Impressions 3/1/23 - 3/31/23	Impressions 3/1/22 - 3/31/22	Impressions Difference
https://www.visitstpeteclearwater.com/current-beach-conditions	130,702	3,212	127,490	734,949	69,110	665,839
https://www.visitstpeteclearwater.com/communities/clearwater-beach	11,583	2,859	8,724	400,686	544,721	-144,035
https://www.visitstpeteclearwater.com/info/red-tide-faqs	7,336	0	7,336	380,858	0	380,858
https://www.visitstpeteclearwater.com/communities/clearwater	5,726	138	5,588	381,433	9,794	371,639
https://www.visitstpeteclearwater.com/events-festivals	11,770	7,625	4,145	208,476	149,701	58,775
https://www.visitstpeteclearwater.com/event/firestone-grand-prix-st-petersburg/1496	2,968	78	2,890	284,054	11,375	272,679
https://www.visitstpeteclearwater.com/profile/pier-60-clearwater-beach/139755	7,379	6,346	1,033	67,999	62,346	5,653
https://www.visitstpeteclearwater.com/event/pga-valspar-championship-2023/2166	834	0	834	228,138	0	228,138
https://www.visitstpeteclearwater.com/event/tall-shipsr-st-pete-festival/48736	725	0	725	35,886	0	35,886
https://www.visitstpeteclearwater.com/event/rays-spring-training-schedule/48796	643	0	643	64,019	0	64,019

Google Search Console (Pages w/ Largest YoY Click Decrease)

Top pages	Clicks 3/1/23 - 3/31/23	Clicks 3/1/22 - 3/31/22	↑ Clicks Difference	Impressions 3/1/23 - 3/31/23	Impressions 3/1/22 - 3/31/22	Impressions Difference
https://www.visitstpeteclearwater.com/	4,378	6,861	-2,483	715,906	1,174,616	-458,710
https://www.visitstpeteclearwater.com/event/events-this-month	0	2,451	-2,451	0	52,514	-52,514
https://www.visitstpeteclearwater.com/article/beach-parking	1,491	2,776	-1,285	290,184	75,395	214,789
https://www.visitstpeteclearwater.com/things-to-do/attractions	1,561	2,771	-1,210	98,409	132,274	-33,865
https://www.visitstpeteclearwater.com/article/fort-de-soto-park	2,168	3,281	-1,113	116,895	136,492	-19,597
https://www.visitstpeteclearwater.com/list/ultimate-list-of-street-art-st-pete	0	1,057	-1,057	0	23,402	-23,402
https://www.visitstpeteclearwater.com/communities/treasure-island	1,575	2,495	-920	146,011	153,023	-7,012
https://www.visitstpeteclearwater.com/article/ride-beach-trolley	2,426	3,314	-888	38,306	39,333	-1,027
https://www.visitstpeteclearwater.com/event/spring-events-festivals	666	1,537	-871	8,454	16,131	-7,677
https://www.visitstpeteclearwater.com/article/best-waterfront-restaurants	1,963	2,746	-783	159,605	172,999	-13,394







March Content Updates

New or Rewritten Content

- Green and Sustainable Hotels
- Sand Key Park
- Sirata Beach Resort
- Captain Memo's Pirate Cruise
- The Don CeSar
- Pirate Ship at John's Pass
- Ruth Eckerd Hall
- Citrus Park Town Center Mall

Updated Landing Pages

- Homepage
- Events and Festivals
- Spring Events and Festivals
- St. Pete Pier District
- Accessible Parks in St. Pete/Clearwater

(continued on next page)

Green and Sustainable Hotels in St. Pete/Clearwater



Among its sustainability efforts, the Don Cefaer takes steps to protect sea turtles that nest on

Bright blue skies, stunning beaches, swaying palen trees, pristine waterways – Mother Nature is the star of the show here in St. Pete/Clearwater. Visitors who want to help protect these gorgeous surroundings can stay in environmentally friendly hotels and join in their efforts to be good stewards of this beaufful area.

What Makes a Hotel "Green" or Sustainable?

Sustainable features of green hotels can include energy-efficient lightling, water-conserving plumbing, recycling containers placed for guest use, and programs allowing guests to forego daily laundering of towels and linens – but most properties go much further.

Several programs rate how successful hotels are at reducing their frostprint including the Florida Department of Environmental Potestion's Green Lodging Program. the Tripadvisor GreenLaaders Program and U.S. Green Budding Council's Loadership in Enzy and Environmental Design (LEED) This article focuses on hotels and resorts in St. Peter/Clearwater that are part of the Green Lodging Program.

March Content Updates

(continued from previous page)

Updated Articles

- **Current Beach Updates & Conditions**
- Discover the Dali Museum
- A Day at Clearwater Marine Aquarium
- Guide to Accessible Beaches
- Accessible Parks in St.Pete, Gulfport, and Tierra Verde
- Landmark Restaurants

Updated Profiles

- **Imagine Museum**
- Museum of Fine Arts

Updated Miscellaneous Pages

Accessibility Statement

Landmark Restaurants in St. Pete/Clearwater

Savor the area's best-loved culinary landmarks - they've been delighting diners for decades.



Mykonos, Tarpon Springs



Andreas Salivaras moved to the U.S. from Greece more than 60 before "coming home" to his roots at Mykonos. Although he passed away several years ago, his beloved culinary landmark within sight of the Tarpon Springs Sponge Docks lives on Enjoy traditional Greek cuisine and a truly family-friendly atmosphere

Don't-Miss Menu Highlights: Start with the saganaki (flaming cheesel appetizer and move on to moussaka or lamb shank. Save room for dessert (creamy custard Galaktoboureko.

- Explore Mykonos

Casa Tina, Dunedin



Casa Tina isn't a chow-down-and-run kind of place. It's a place to slow down, relax and savor the authentic Mexican dishes that owners Javier and Tina Avita have been offering tucky Dunedin diners for nearly 30 years. Long-time staff - sometimes including Tina - wait on tables, providing insights into the delicious items on offer. Expect an eclectic, colorful environment with Day of the

Can't-Miss Menu Highlight Try Chiles en Nogada, a specialty of the house; poblano peopers filled with picadillo and topped with pomegranate seeds and a brandy walnut cream sauce.

- Explore Casa Tina

VSPC March 2023 Enews Performance

Email Subject Line: Capture the Sunshine in St.Pete/Clearwater!

Featured Partner: TradeWinds Island Resorts

Sponsored Content: Innisbrook Resort

Send Date	3/21/23				
Total Delivered	199,838				
Sessions	4.377				
Bounce Rate	36.0%				
Total Unique Clicks	3,536				
Total CTR	1.77%				
Featured Clicks	328				
Sponsored Clicks	269				
Opt Outs	315				





OUTDOORS

Escape to the Sunny Tropics



See Brilliant Blooms and Flashy Flamingos

Dreaming of a subtropical oasis bursting with flowers in fantastical shapes and every color in the rainbow? Just such an amazing spot awaits at St. Pete's Sunken Gardens, complete with flamingos, cockatoos and macaws. In Largo, discover 25 wonderfully varied gardens at the Florida Botanical Gardens

ESCAPE NOW

FEATURED PARTNER

TradeWinds Island Resorts



An Island of Sunshine and \$avings

Just Let Go on St. Pete Beach's award-winning shore with plenty of sunshine and instant savings. Enjoy more FUN than ever before with more pools, more activities and more reasons to stay and play!



Warm Up to Win - For the Next 5 Years!

Who wouldn't want to win a free petaway to St. Pete/Clearwater? And why settle for one getaway when you can win five of them? One lucky person will win a vacation to St. Pete/Clearwater every year for five years, But you'd better hurry - you need to enter by March 31

SPONSORED CONTENT

Innisbrook Resort



Play Where the Pros Play

Enter to win a tournament-style hospitality package to stay and play where the pros play! Innistrook Resort is giving away a 3-day stay, roundtrip domestic airfare for two and special access to the 2024 PGA TOUR's Valspar Championship. Enter by March 26, 2023!

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#### These Landmarks Are Beloved and Delicious

In the midst of St. Pete/Clearwater's exciting and ever-changing dining scene, these landmark restaurants have stood the test of time. Check out these longtime favorites and discover their perfect combination of convenient location, great food and welcoming ambiance.

#### JUST TASTE IT

#### CAN'T-MISS EVENTS

Find some highlights below or check out all St. Pete/Clearwater events





#### Pier 60 Sugar Sand Festival

Be wowed by amazing sand creations, take a sand-sculpting class and enjoy live music on



Indigenous Art & Photography" Visit the James Museum to discover fascinating connections between Indigenous art and historic photos.





Derby at the St. Pete Pier

Grab your most fabulous hat and

live music, Derby-themed food -

and, of course, mint juleps.

celebrate the Kentucky Derby with

**Gulfport Tuesday Fresh Market** 

Find local produce, herbs, bread, teas, honey and crafts from 70-plus vendors, plus live music, all set in this funky town's Waterfront District.



Unsubscribe from this mailing list | Privacy Policy | Update your preferences Copyright (5) 2023 Visit St Petersburg Cleanwater Area CVB | 8200 Bryan Dalny Rd, Suite 200, Largo FL 33777, United States

# ActOn Database Sign-Ups

March Growth

- Total ActOn List Growth\*: 2,957
- Webform Sign-Ups: 338

\*Includes email sign-ups and unsubscribes



### VSPC Facebook Video Performance in March

Data pulled as of 4/6/23

| Video Titles                                          | Date<br>Published | First 7<br>Days'<br>Views | Total Video<br>Views<br>(3+ seconds) | Avg. Daily Views [Total/D ays Live] | Video<br>Length | Avg.<br>Minutes<br>Viewed | Engagement<br>Metrics                   | Performance<br>Highlights                              |
|-------------------------------------------------------|-------------------|---------------------------|--------------------------------------|-------------------------------------|-----------------|---------------------------|-----------------------------------------|--------------------------------------------------------|
| E-Scapes:<br>Brooker Creek<br>Reserve                 | 3/13/23           | 1,329                     | 1,613                                | 65                                  | 1:40            | 0:05                      | 92 Reactions<br>13 Shares<br>6 Comments | Most Viewed<br>Video AND Most<br>Engaged with<br>Video |
| SPC Events - Day<br>at Tropicana<br>Field             | 3/7/23            | 1,148                     | 1,324                                | 43                                  | 1:00            | 0:04                      | 52 Reactions<br>14 Shares<br>8 Comments |                                                        |
| Outdoor<br>Immersion: John<br>Chestnut Sr. Park       | 3/7/23            | 1,015                     | 1,169                                | 38                                  | 1:00            | 0:04                      | 64 Reactions<br>17 Shares<br>3 Comments |                                                        |
| Outdoor<br>Immersion: Boyd<br>Hill Nature<br>Preserve | 3/2/23            | 1,039                     | 1,193                                | 33                                  | 1:05            | 0:04                      | 67 Reactions<br>5 Shares<br>o Comments  |                                                        |

### VSPC Instagram Video Performance in March

Data pulled as of 4/3/23

| Video Titles                                                      | Date<br>Published | Total Video<br>Views<br>(3+ seconds) | Avg. Daily<br>Views<br>[Total/Day<br>s Live] | Video<br>Length | Engagement<br>Metrics   | Performance<br>Highlights |
|-------------------------------------------------------------------|-------------------|--------------------------------------|----------------------------------------------|-----------------|-------------------------|---------------------------|
| Outdoor<br>Immersion: John<br>Chesnut Park<br>(version with text) | 02/21/2023        | 7,561                                | 194                                          | 0:59            | 266 likes<br>7 comments |                           |
| Can't Miss: Spring<br>Training                                    | 02/23/2023        | 3,011                                | 81                                           | 0:53            | 75 likes<br>4 comments  |                           |
| Outdoor<br>Immersion: Boyd<br>Hill (version with<br>text)         | 03/02/2023        | 5,848                                | 195                                          | 1:05            | 237 likes<br>5 comments |                           |

### VSPC Instagram Video Performance in March

Data pulled as of 4/3/23

| Video Titles                                | Date<br>Published | Total Video<br>Views<br>(3+ seconds) | Avg. Daily<br>Views<br>[Total/Day<br>s Live] | Video<br>Length | Engagement<br>Metrics    | Performance<br>Highlights                           |
|---------------------------------------------|-------------------|--------------------------------------|----------------------------------------------|-----------------|--------------------------|-----------------------------------------------------|
| SPC Events: Blue<br>Jays Spring<br>Training | 03/09/2023        | 3,405                                | 148                                          | 1:08            | 105 likes<br>2 comments  |                                                     |
| E-Scapes: Brooker<br>Creek Preserve         | 03/13/2023        | 16,800                               | 884                                          | 1:39            | 890 likes<br>20 comments | Most Viewed Video<br>AND Most Engaged<br>with Video |
| E-Scapes: Boyd Hill<br>Nature Preserve      | 03/16/2023        | 9,845                                | 615                                          | 1:39            | 464 likes<br>6 comments  |                                                     |

### VSPC YouTube Video Performance in March

\*Data pulled as of 4/5/23

| Video Titles                                        | Date<br>Publishe<br>d | First 7<br>Days'<br>Views | Total Video<br>Views<br>(3+ seconds) | Avg.<br>Daily<br>Views<br>[Total/D<br>ays Live] | Video<br>Length | Avg.<br>Minutes<br>Viewed | Engagement<br>Metrics | Performance<br>Highlights                              |
|-----------------------------------------------------|-----------------------|---------------------------|--------------------------------------|-------------------------------------------------|-----------------|---------------------------|-----------------------|--------------------------------------------------------|
| Outdoor<br>Immersion:<br>Boyd Hill                  | 3/02/202              | 100                       | 171                                  | 5                                               | 1:11            | 0:41                      | 8 Likes<br>o Shares   | Most Viewed<br>Video AND Most<br>Engaged with<br>Video |
| Outdoor<br>Immersion: John<br>Chestnut Sr.<br>Park* | 2/21/23               | 94                        | 129                                  | 3                                               | 1:06            | 0:33                      | 5 Likes<br>1 Share    |                                                        |

\*Note: this video was the only video posted in Feb. so we held off analysis until this month where we had another video to compare it against.

### VSPC YouTube: Top 5 Performing Videos Overall March 1-31, 2023

|                                             | Views ▼ | Video Length | Average Watch Time | Total Watch Time | Average View Percentage | Video Likes<br>Added | Video Shares |
|---------------------------------------------|---------|--------------|--------------------|------------------|-------------------------|----------------------|--------------|
| Visit St. Pete/Clearwater<br>Channel Teaser | 52,367  | 00:00:32     | 00:00:28           | 418:13:21        | 89.85%                  | 13                   | 2            |
|                                             |         |              |                    |                  |                         |                      |              |
| Natural Sound: Sand Key                     | Views ▼ | Video Length | Average Watch Time | Total Watch Time | Average View Percentage | Video Likes<br>Added | Video Shares |
| Park in Clearwater, Florida                 | 51,896  | 00:22:34     | 00:88:00           | 6930:21:17       | 35.51%                  | 12                   | 3            |
|                                             |         |              |                    |                  |                         |                      |              |
| Savor This: Alésia                          |         |              |                    |                  |                         | Video Likes          |              |
| Savor inis: Alesia                          | Views ▼ | Video Length | Average Watch Time | Total Watch Time | Average View Percentage | Added                | Video Shares |
|                                             | 51,702  | 00:01:05     | 00:00:55           | 791:17:00        | 84.76%                  | 9                    | 1            |
|                                             |         |              |                    |                  |                         |                      |              |
| Gulf or Bay? Planning a<br>Visit to St.     | Views ▼ | Video Length | Average Watch Time | Total Watch Time | Average View Percentage | Video Likes<br>Added | Video Shares |
| Pete/Clearwater, Florida                    | 51,562  | 00:11:26     | 00:06:07           | 5264:39:09       | 53.58%                  | 29                   | 9            |
|                                             |         |              |                    |                  |                         |                      |              |
| Treat Yourself: Ultimate                    | Views ▼ | Video Length | Average Watch Time | Total Watch Time | Average View Percentage | Video Likes<br>Added | Video Shares |
| Cheat Meals of Florida   St.<br>Pete        | 51,333  | 00:06:37     | 00:04:04           | 3485:18:39       | 61.57%                  | 23                   | 5            |
|                                             |         |              |                    |                  |                         |                      |              |

### March Video Analysis

#### Learnings

- E-Scapes Brooker Creek outperformed all other Miles-produced videos on Facebook AND Instagram
  - This aligns with what we've seen with similar videos in the past. ASMR-style content performs well on IG
     Reels and Facebook.
  - We could try posting these on YouTube to see their performance on that platform
  - Could also be worth it to go through the footage shot for the E-Scapes series and create more of these
     ASMR shorts for IG and FB. We can even experiment with video length, adding in-app text into the IG reels versions, and do some A, B testing to see if we can boost their performance further.
- The E-Scapes series has not had as strong performance on YouTube
  - Would recommend changing the titles to better align with what works on the platform for SEO purposes.
    - Examples of common title formats for these types of videos: Relaxing Park Walk with Ambient Nature Sounds; Virtual Walk on the Beach with Ambient Nature Sounds

Overall, the format changes we have started to implement for IG and FB are showing promising results, we will continue to tweak and adjust with new edits – prioritizing shorter content with no "burnt-in" text and few if any graphical treatments. On YouTube, we will continue to supplement content with ongoing content (events, food, outdoors etc.) while we gear up to create new content forms that focus on authentic talent, informational videos and larger entertainment-focused projects. Lots of exciting things are in the works!

# Takeaways







### Takeaways/Next Steps

The digital team is in the process of reviewing the Spring and Summer Media plans, which will be completed this month for programs that will commence in May. The channels, media partners and media mix has been reviewed, and is now out for RFP from vendors and final budgeting.

The moderate slip in Average Time on Site over the past 6 months is extremely difficult to pin down to one or even a few specific causes given the big increases in traffic, new creative, channel mix changes, economic factors, demand factors and much more. Regardless, it's important to try to develop solutions despite these challenges. There are however analytics that can be used to evaluate User Experience and User Interactions with the content and components on the website, so as an initiative next month the team will conduct a review for top landing pages to analyze user journeys through the site's content, scroll depths, and other factors to identify potential solutions to help move site visitors through the site's content and promote longer site visits.

VSPC is currently one of only a few destination marketing organizations to take advantage of sophisticated first-party data technologies that enable building custom target audiences for advertising (Adara Consortium). With promising initial results from custom audiences that have been created, the digital team has added new custom audiences to target and is also benchmarking performance against other data sources to assure that this investment is driving superior results.

SEO performance has been very strong for the website, with close to double the top performing keywords (positions One to Three) compared to two years ago. The SEO and digital teams have been hyper-focused on continuing the momentum, and are currently making strong progress on site health and other technical aspects of SEO to help foster continued SEO gains.

### **MONTHLY SOCIAL MEDIA REPORT**

March 2023



### Facebook



471,411 Engagement





99,962 Post Link Clicks



1.1M **T** Video Views



**9,935** Shares



322,859 🔺 Total Page Likes

#### **Top Post**



"Add this event to your bucket list! The #1 sand sculpting festival in

 Likes 26.8K

⇔ Shares

4,154 **Comments** 

4,710

Post Link Clicks 5,080

#### Facebook Ad totals

\$15,670.21

Spend

4,080,096 **V** 

**Impressions** 

**202,486 ▼** 

Clicks

4.96%

Click through rate

**\$3.84** 

Cost per 1K

**\$0.08** 

Cost per click



Organic Full 11,493 93,578

525.8k

Paid Partial

10% Paid Views 90%

Organic Views

Click Plays 26%

Auto Plays 74%

### Instagram



80.2K **Followers** 





**Posts** 

21,070

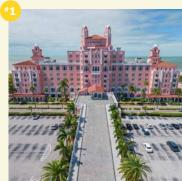
Engagement

4.2% **Engagement Rate** 



**Impressions** 

### **Top Posts**



2,637

NA



1,597

35



ightharpoons

35 NA



1,155 **V** 

Saves 17%

**24** Stories sent

**60%** 



29,964

Story Impressions Avg. Reach per Story

1,242 🔻

**28%** 7

Reels Published

**16** 

20%



Monthly Social Media Report - March 2023

No change



# **MONTHLY SOCIAL MEDIA REPORT**

March 2023





#### **Twitter**



**107,681 \** Followers



**119** 

**New Followers** 



13,514 **V** Engagement



**354,129 ▼ Total Impressions** 



Tweets per day



890



Post Link Clicks





6,259 **V** Favorites earned

#### **Top tweet**



Last one in is a rotten egg. #FortDeSotoPark #Florida

Comments

**LJ** 26 Retweets

**203** Likes

# YouTube



23,092 Subscribers





1,318,104



# Minutes Watched



197 **T** Likes

#### **Top video**



**Youtube Teaser Video** 

**Total Views 259K** 

# **TikTok**



23.9K 🔺







**New Followers** 



17.1K **T** Video Views



319 **V** Likes



**13 V** Comments



130 **V** Shares

#### **Top video**



**Madison Ave Pizza Video** 

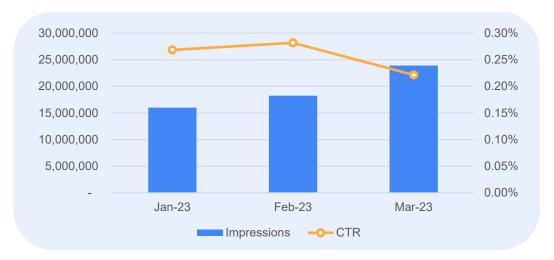








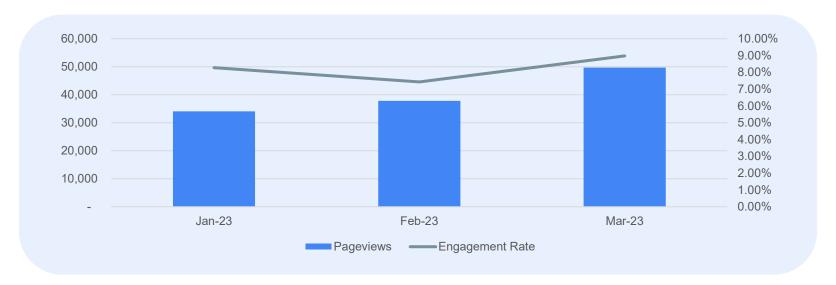
# March Media Activity



- Impressions out paced the click volume leading to a small downtick in CTR; however, impressions and click volume were both up significantly MoM
- No surprise with prospecting volume increasing that CTR decreased slightly

|           |                                  |                        | March |     |      |      |      |
|-----------|----------------------------------|------------------------|-------|-----|------|------|------|
| Campaign  | Format                           | Partner                | 2127  | 3/6 | 3/13 | 3/20 | 3/27 |
| Always On | Display,<br>Native, Pre-<br>Boll | Ad+Genuity             |       |     |      |      |      |
| Always On | Teads In-<br>Feed Video          | Ad+Genuity             |       |     |      |      |      |
| Always On | Display,<br>Native, Pre-<br>Roll | Sojern                 |       |     |      |      |      |
| Always On | Canvas,<br>Native<br>Stories     | Nativo                 |       |     |      |      |      |
| Always On | Native<br>Articles               | Nativo                 |       |     |      |      |      |
| Always On | Custom<br>Program                | Atlas<br>Obscura       |       |     |      |      |      |
| Always On | Native &<br>Video                | Expedia                |       |     |      |      |      |
| Winter    | Weather<br>Triggered<br>Display  | Ad+Genuity             |       |     |      |      |      |
| Winter    | Bottom<br>Adhesion               | Undertone              |       |     |      |      |      |
| Winter    | Look Book,<br>Press & Hold       | PadSquad               |       |     |      |      |      |
| Winter    | Native                           | Axios                  |       |     |      |      |      |
| Always On | Social                           | Facebook/<br>Instagram |       |     |      |      |      |
| Winter    | Social                           | Pinterest              |       |     |      |      |      |
| Winter    | Social                           | TikTok                 |       |     |      |      |      |
| Always On | SEM                              | Google                 |       |     |      |      |      |
| Always On | Video                            | YouTube                |       |     |      |      |      |

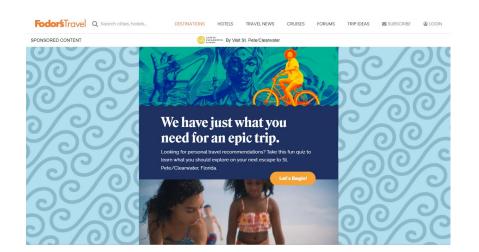
# March Media Activity

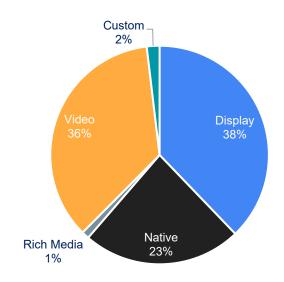


- Pageviews and Engagements are up a significant amount due to prospecting efforts
- Engagement Rate is very strong and the highest we have seen YTD

# Media Highlight

- Sojern drove the overall best performance with the second highest pageviews, high engagement rate, and lowest cost/engagement
  - 15,015 PV / 10.32% ER / \$11.09 C/Engagement

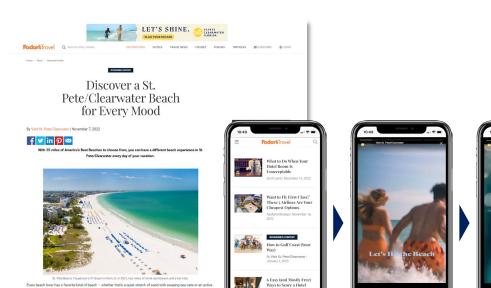




Nativo Native Canvas Quiz Unit activated this on 2/23 where people can choose their VSPC trip

# Nativo Summary

- Native Article:
  - o CTR 0.30%
  - Avg Time Spent: 30s
  - o CTA Rate: 2.5%
- Native Story:
  - o CTR 0.25%
  - o Avg. Time Spent: 9s
  - o CTA Rate: 3.00%



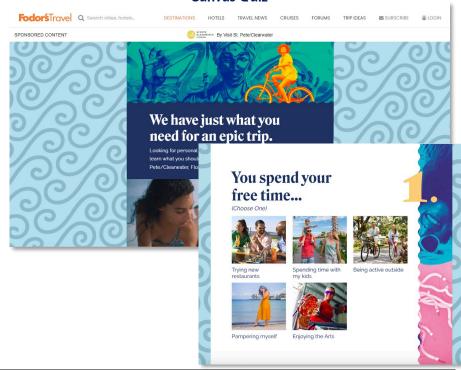
| Creative                                                     | Impressions | Clicks | CTR   | Page Views | Time on Content | Avg. Time on Content | CTA Clicks | CTA Rate |
|--------------------------------------------------------------|-------------|--------|-------|------------|-----------------|----------------------|------------|----------|
| Beach for Every Mood                                         | 1,300,056   | 4,793  | 0.37% | 6,047      | 543,939         | 90                   | 323        | 5.34%    |
| Let's Shine Refresh - The<br>Ultimate LGBTQ Itinerary        | 1,612,876   | 7,281  | 0.45% | 8,527      | 557,165         | 65                   | 318        | 3.73%    |
| Your Ultimate Family<br>Itinerary for St.<br>Pete/Clearwater | 777,476     | 2,926  | 0.38% | 3,196      | 145,835         | 46                   | 141        | 4.41%    |
| An Intro to Museum-<br>Hopping in St.<br>Pete/Clearwater     | 762,194     | 2,907  | 0.38% | 3,199      | 165,119         | 52                   | 91         | 2.84%    |
| Totals:                                                      | 4,452,602   | 17,907 | 0.40% | 20,969     | 1,412,058       | 67                   | 873        | 4.16%    |

beach with volleyball games, watersports and families playing frisbee. No matter what your beach mood is - you'll find

# Nativo – Canvas Quiz

- This is the first full month the Canvas Quiz tactic was live and we are seeing great performance already
- Great opportunity to interact with consumers to have a light way to introduce all the fun things to do in VSPC, and have it customized to the consumer
- Awesome performance to start off the campaign; over 18K pageviews and a high CTR

### Choose Your St. Pete/Clearwater Vacation Canvas Quiz



| Placement | Impressions | CTR   | Pageviews | Avg. Time on Content | CTA Clicks | CTA Rate |
|-----------|-------------|-------|-----------|----------------------|------------|----------|
| Fly       | 2,689,014   | 0.47% | 14,065    | 37 seconds           | 465        | 3.31%    |
| Drive     | 928,275     | 0.39% | 4,260     | 42 seconds           | 89         | 2.09%    |

# PadSquad Check-In

- Overall, March performance is up for our primary metrics - Engagement Rate and Exposure Time
- Press & Hold unit has been a top performer, with a 8.63% Engagement Rate, about 2X the 4-5% benchmark range
- Scroller Gallery has also performed well, with a 5.41% Engagement rate, at the top end of the 2-4% benchmark

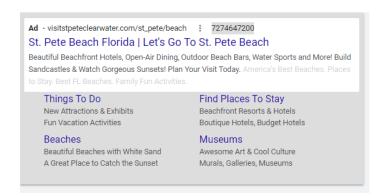


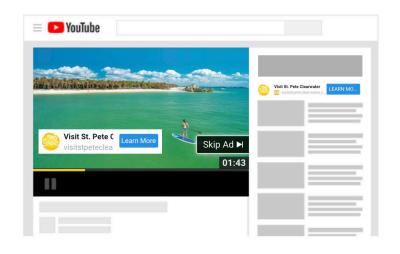


| Placement Name   | Impressions | Clicks | CTR   | Unit Views | Engagements | Engagement<br>Rate | Exposure<br>Time | Video<br>Completes | Completion<br>Rate |
|------------------|-------------|--------|-------|------------|-------------|--------------------|------------------|--------------------|--------------------|
| Press & Hold Duo | 2,137,412   | 7,017  | 0.33% | 301,145    | 25,984      | 8.63%              | 28.49            | 3,905              | 19.99%             |
| Scroller Gallery | 2,240,480   | 4,734  | 0.21% | 355,372    | 19,210      | 5.41%              | 25.55            | -                  | -                  |
| GRAND TOTAL:     | 4,377,892   | 11,751 | 0.27% | 656,517    | 45,194      | 6.88%              | 27.02            | 3,905              | 19.99%             |

# March MoM SEM Highlights

- 1,196,373 search impressions and 138,454 clicks from \$60k spend
- 271,115 views on YouTube for \$0.035 CPV with a 70% VTR
- In Feed Ads had 39,845 clicks to view for an \$.08 CPC
- Search generated 84,962 conversions increased 6% MoM
- Conversion Rate was down 6% MoM
- CPC \$0.43 decreased 9%
  - Travel Industry Benchmark \$1.53
- CTR 11.57%- increased 23%
  - Travel Industry Benchmark 4.7%
- Bounce rate was down 3%
- Pages per session was flat

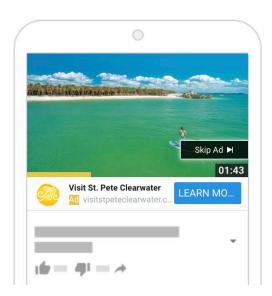


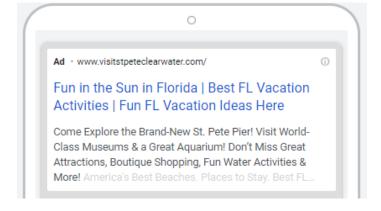


# March YoY SEM Highlights

- Clicks were up 61%
- Conversions increased 40% (84,962 vs 60,505)
- Conversion rate decreased 11%
- CPC decreased 25% (\$0.43 vs. \$0.58)

| Conversion Goal                  | # of Conversions |  |  |  |
|----------------------------------|------------------|--|--|--|
| Deal Views                       | 266              |  |  |  |
| Time on Site < 1:30              | 27,797           |  |  |  |
| Travel Deals Discount Page Views | 6,642            |  |  |  |
| Total Partner Referrals          | 14,068           |  |  |  |
| Events View                      | 17,854           |  |  |  |
| Pages Per Session >2             | 18,116           |  |  |  |
| Destination Guide Order          | 177              |  |  |  |
| Newsletter Signup                | 42               |  |  |  |

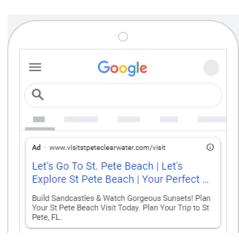




#### March Performance Max Results

- In March, the prospecting campaign generated 47,765 clicks at a CPC of \$0.25 and a CTR of 13.89%
- The retargeting camaping generated 15,592 clicks at a CPC of \$0.25 and a CTR of 14.95%
- The prospecting campaign had 35,998 conversions and a conversion rate of 67%
- The remarketing campaign had 9,831 conversions and a conversion rate of 56%
- Bounce Rate was 55% and page per session were 1.62
- Prospecting was the top performing campaign overall for clicks, CPC, users, sessions, and conversions in March.

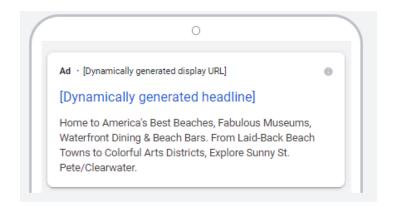
| Conversion Goal                  | # of Conversions |
|----------------------------------|------------------|
| Deal Views                       | 37               |
| Time on Site < 1:30              | 13,662           |
| Travel Deals Discount Page Views | 78               |
| Total Partner Referrals          | 8,693            |
| Events View                      | 14,928           |
| Pages Per Session >2             | 8,319            |
| Destination Guide Order          | 104              |
| Newsletter Signup                | 8                |





# March SEM DSA Highlights

- 113,588 impressions and 15,507 clicks
- CTR 13.65%
- CPC \$0.58
- Generated 6,263 conversions
- Communities generated the most conversions (2,587) followed by Things To Do (1,367)



Ad · [Dynamically generated display URL] ▼

[Dynamically generated headline]

Discover Two of America's Top 10 Beaches Right Here in St. Pete/Clearwater. Welcome to Beach

Bliss on 35 Miles of Soft White Sand. Fresh Air & Sunshine!

# Appendix

Glossary of Media Terms & Partners

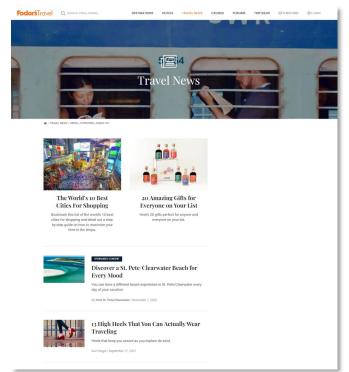
#### Media Terms

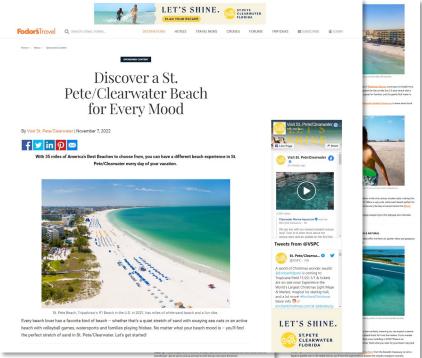
- CPC: cost per click
- CPCV: cost per completed video view
- CPM: cost per mille (thousand) impression
- CTA: call to action
- CTA Rate: Click through rate from native article to client website specific to Nativo programs
- CTR: click through rate
- CTV: Internet Connected TV devices
- DSA: dynamic search ad; SEM ad type ran on Google that uses content from the landing pages on your website to target your ads to searchers. Google creates relevant headlines based on website content and the search query, while we provide two lines of description.
- DSP: demand side platform; software used to buy programmatic media
- Engagement Rate: engaged website sessions generated by display media divided by all pageviews generated by display media OR total engagements with an interactive rich media unit divided by total impressions
- Interaction Rate: percentage of unique interactions with an interactive rich media unit compared to total impressions
- **OTT:** Over-the-Top video content from streaming services; frequently viewed on CTVs (<a href="https://iabtechlab.com/blog/ott-vs-ctv-what-is-in-a-name/">https://iabtechlab.com/blog/ott-vs-ctv-what-is-in-a-name/</a>)
- PV Rate: website pageviews generated by display media divided by all display media impressions
- ROAS: return on ad spend

#### Media Partners

- Sojern: Managed service programmatic vendor with unique travel intent data
- Ad+Genuity: Miles Partnership's programmatic division; taps into multiple Demand Side Platforms (DSPs) including Basis, Amazon, and DV360; data and inventory agnostic
- Nativo: Native advertising vendor that enables long-form content distribution at scale across network of premium publishers
- Atlas Obscura: Online magazine and publisher that catalogs unusual and obscure travel destinations across the world
- Expedia: Largest network of online travel agencies (OTAs), including Expedia.com, VRBO.com, and Hotels.com
- PadSquad: Rich Media vendor specializing in interactive, mobile units distributed across a network of premium publishers
- **Undertone**: Rich Media vendor specializing in high-impact, cross-device units distributed across a network of premium publishers
- Travelzoo: Online publisher of unique travel deals reaching 28M members worldwide.

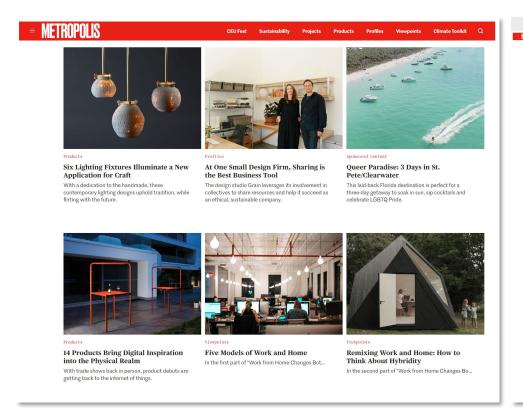
# Beach for Every Mood

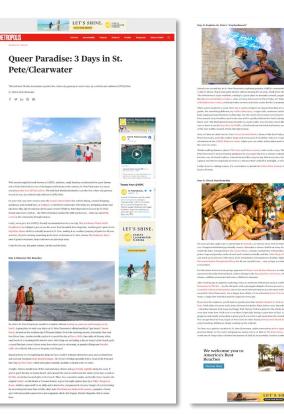




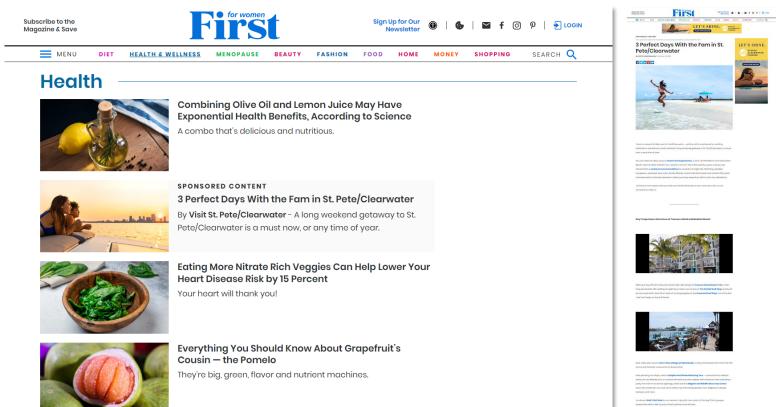


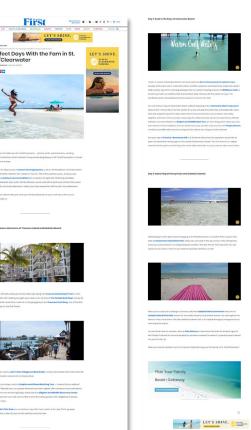
# Let's Shine Refresh - The Ultimate St. Pete/Clearwater 3-Day Itinerary for LBGTQ Travelers



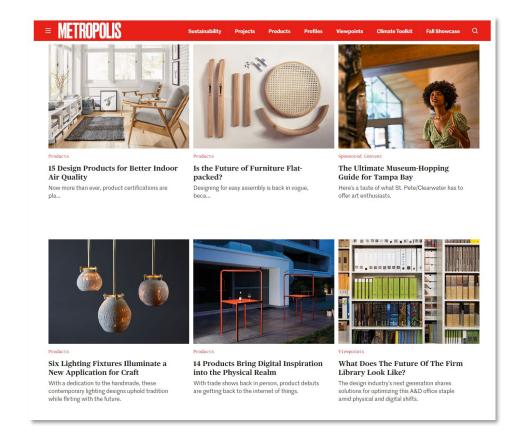


# Your Ultimate Family Itinerary for St. Pete/Clearwater





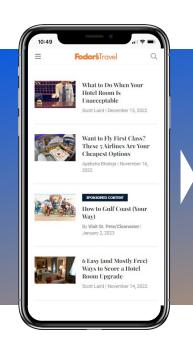
# An Intro to Museum-Hopping in St. Pete/Clearwater







# Native Stories 1 - Let's Shine

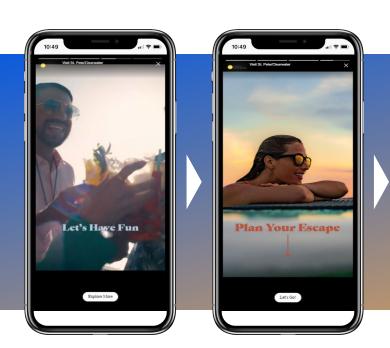






Native Ad Unit Frame 1 Frame 2

# Native Stories 1 - Let's Shine





Frame 3 Frame 4 Brand Page

# Native Stories 2 - Beach Beauty









Native Ad Unit Frame 1 Frame 2 Brand Page