





Executive Summary

The monthly Data Studio report is available here.

OVERALL TRAFFIC: Sessions in April 2022 were down 30% compared to last year, and pageviews were down 35%. However, we did see an improvement in average session duration, which increased 7% compared to the previous year. Unlike in previous months, pages per session is down 8% and overall bounce rate is up 13%.

TRAFFIC BY CHANNEL: The largest traffic channel by a fair margin, Organic search traffic, was down 18% compared to last year, and overall campaign traffic was down 38%. Referral traffic also took a hit, also down 38% YOY. Given that there has been some softness in Organic traffic overall for April as well as the preceding month, Benchmark Analytics from SEMrush were reviewed and for both Tampa and Sarasota, there were similar declines noted.

The drop in referral traffic is again based on there being a sweepstakes going on last April, but not this April. Those draw a high volume of traffic from contest and sweepstakes websites, such as contestgirl.com, sweepstakestoday.com, and more. And although Paid Search traffic was up (with 10% less spend and a 34% increase in Sessions and 30% increase in Clicks) all other paid sources such as email, display, rich media and video were down leading to the overall campaign traffic decrease.

CONTENT PERFORMANCE: The most-viewed page on the site was the things-to-do/events-festivals page, with more than 32,000 pageviews. The things-to-do/beaches page also had more than 25,000 pageviews as the second-most-viewed page on the site in April 2022. The things-to-do page (down 15%), followed by the homepage (up 26% YOY) and communities/clearwater-beach (up 397% YOY) rounded out the top five most-viewed pages last month.

Despite the traffic decrease, a few Signals of Intent to Travel saw increases compared to last year, including Deal Views (up more than 1,200%), Event Views (up 90%) and Enews Signups (up 71%).

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CONTENT PERFORMANCE (CONTINUED): Looking at the Consumer Campaigns tab, we're seeing a 22% decrease in campaign landing pageviews compared to the previous month. However, overall bounce rate was down 4%. The Beaches landing page, which was most-viewed campaign landing page, dropped 12% compared to the previous month. Attractions also saw a decrease at 28% MOM.

Looking at overall site traffic compared to the previous month, sessions were down 9% and pageviews down 13% compared to the previous month. Organic search traffic also saw a dip, down 15% compared to the previous month, and overall campaign traffic decreased 10%. However, referral traffic was up 15% compared to the previous month.

Google Analytics



Total Leisure Site Traffic, Page Views & Engagement

Performance (MoM)

Total Visits: 343,634 **Q -8.6**%

Total Page Views: 585,860 **1 -13.1**%

Overall Bounce Rate: 59.99% 13.5%



Total Leisure Site Traffic, Page Views & Engagement

Performance (YoY)

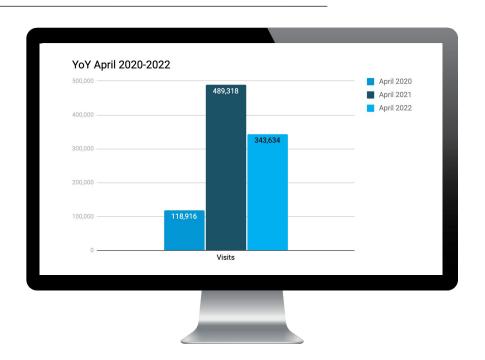
Total Visits: 343,634 **-29.8%**

Total Unique Visitors: 272,581 **()** -14.31%

Total Page Views: 585,860 **1 -35.0%**

Overall Bounce Rate: 59.99 % 12.7%





Total Leisure Site Traffic, Page Views & Engagement

Performance: Last 12 months

May 1, 2021 through April 30, 2022

Total Traffic/Sessions: 5,108,587 11.23%

Unique Visitors: 3,397,070 13.97%

Page Views: 8,769,172 10.04%

SITS

Performance (MoM)

Partner Referrals: 51,450

o DM Orders: 777

TripAdvisor Clicks: 170

e-Newsletter Sign-ups: 142

o Deal Views: 2,017

Time on Site: 1min 37sec

Pages per Session: 45,059



Total Industry Site Traffic, Page Views & Engagement

April Performance

Total Visits: 1,801 **1 56.2% (MoM)**

25.8% (YoY)

Total Organic Visits: 708 137.2% (MoM)

8.4% (YoY)

Total Page Views: 2,998 1 34.9% (MoM)

0.5% (YoY)

Top Pages Viewed

- Homepage: 476 -3.3% (MoM)
- /resource/funding-opportunities/elite-eve
 nt-funding-program: 252 1 500%(MoM)

2021 Gulf to Bay Digital Guide

Performance: May 27, 2021 - April 30, 2022

PDF Downloads: 614

Sessions: 6,305

o Pageviews: 231,235

o Pages/Session: 36.67

Avg. Session Duration: 4:37

Device Category:

⇒ Mobile: 2,890 sessions

Desktop: 2,789 sessions

⇒ Tablet: 626 sessions



Partner Digital Advertising: Website Performance Overview

MARKET PERF	ORMANCE	DATE RANGE:	Apr 1, 2022 - Apr 30, 20	JZZ			
IMPRESSIONS	CLICK-THROUGH RATE	VIEWA	BLE IMPRESSIONS	VIEWABLE PERCENT		AVERAGE CPM	
Total impressions 675,410	Total CTR 1.88% 1.17% from previous year	Viewable Impressions 397,871 to 186,740 from previous year		397,871 59.16%		Total average eCPM \$17.42 \$ \$1.88 from previous year	
Line item type ▼	Total CTR	Total impressions	Placement	Total CTR	Total clicks	Total impressions	
Standard	1.85%	437,654	8	1.66%	6,812	410,70	
Sponsorship	0.94%	9,315	STPE: Communities	2.12%	3,156	148,78	
Bulk	1.99%	228,441	STPE: Things to Do	2.38%	2,252	94,4	
			STPE: Attractions	1.33%	198	14,9	
			STPE: Places to Stay	3.42%	401	11,7	
			STPE: Form	0.94%	88	9,3	
Creative size (delivered) ▼	Total CTR	Total impressions	STPE: Fishing	0.73%	17	2,33	
Fluid	1.88%	675,410	STPE: Golf	1.35%	31	2,28	
			STPE: Beaches	2.52%	57	2,2	
			STPE: Museums	1.13%	23	2,0	
			STPE: Boating & Outdoors	1.88%	21	1,1	
			STPE: All Other	3.21%	9	2	
			STPE: Sports	0.80%	2	2	



Organic Traffic

Summary

With 160,700 organic sessions, April saw a 17.8% decrease in Organic Search Traffic looking year-over-year. April's organic sessions are a 117% increase from April 2020 and 35.2% decrease from April 2019.

The top 10 organic landing pages in April were:

- /
- /events-festivals
- /profile/pier-60-clearwater-beach/139755
- /event/pier-60-sugar-sand-festival/42081
- /communities/clearwater-beach
- /article/fort-de-soto-park
- /communities/st-pete-beach
- /article/ride-beach-trolley
- /current-beach-conditions
- /profile/johns-pass-village-boardwalk/138598





April Content Updates

New Articles

- Explore Fairgrounds St. Pete article
- <u>Clearwater Marine Aquarium</u> article

Updates to Existing Content

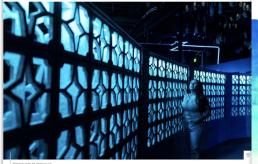
- Best Mexican Restaurants in SPC article
- <u>Season 2 Life's Rewards</u> Page Updates
- Small updates to existing articles and listings throughout the site

In Progress

- Best Of 2022 Winners Site Updates
- District Pages + Threshold 360 Map Components
- District Mural Pages
- Strategy outline to update the <u>Beach Conditions</u>
 <u>Page</u> to help page performance

Explore Fairgrounds St. Pete

Take the neon sign of a mid-century roadside motel and toss it into a kaleidoscope. Add one unexplored wetlands and a U.F.O. or two, and you have Fairgrounds St. Pete.



rounds St. Pete is an inclive art installation that is a unique look at diana.

> Less of a gallery and more of an experience, this expansive space is a psychedelic exploration of Floridiana, from the absurd to the absolutely sublime, It's located at **The Factory**, in the heart of St. Patric Warehouse Arts District

Watch Our Fairgrounds St. Pete Video!

Watch the video and learn what this exciting new art installation in St. Pete is all about.



A Day at Clearwater Marine Aquarium

Celebrating 50 Years of Marine Conservation



Clearwater Marine Aquarium's new dolphin habitat offers amazing views of their dolphin

> Clearwater Marine Aquarium's inspiring story began 50 years ago with a group of passionate mainine biologists and volunteers who wanted to educate people about marine animals and conservation Today, CMA is an internationally renowned research and rehabilitation facility, providing a home for marine animals that otherwise wouldn't survive in the wild due to injury or illness.

Check Out Our CMA Video!

Get a peek inside this wonderful local attraction and working marine animal hospital in Clearwater. Then plan your visit!



VSPC April 2022 E-News Performance

Email Subject Line: Plan Your Perfect Summer Getaway 🔆 Featured Partner: Beach House Suites by The Don CeSar **Sponsored Content: Sirata Beach Resort**

Send Date	4/7/22
Total Delivered	201,422
Sessions	1,657
Bounce Rate	50%
Total Unique Clicks	2,388
Total CTR	1.2%
Featured Clicks	655
Sponsored Clicks	200
Opt Outs	313





Classic Beach Town Fun at John's Pass

Save a day or more to explore John's Pass Village & Boardwalk, a rustic waterfront with over 100 shops, restaurants and more. From John's Pass, catc a dolphin cruise or pirate-themed cruise, rent a boat or jet ski, or even hop on a floating tiki bar!

WATCH NOW

FEATURED PARTNER Beach House Suites by The Don CeSar



Feel at Home in these Waterfront Suites

Experience the perfect beachside getaway, with a combination of stunning G Coast views, luxury amenities and exciting activities at Beach House Suites on St. Pete Beach - voted by Tripadvisor as the #1 Beach in 2021!

2022 St Pete Pride Festival

The largest Pride Festival in Florida returns to St. Pete in June, where thousands of sequins, heads and feathers will cover the city. There's a lot planned for this month-long celebration of love, including the St Pete Pride Parade, a block party, live music and more

SPONSORED CONTENT Sirata Beach Resort



Play More This Summer at St. Pete Beach

Lounge with a cocktail poolside, find a new perspective parasalling over the Gulf, or end the day with a gorgeous sunset and live music at Rum Runners Book your St. Pete Beach summer vacation today!

ROOK DIRECT & SAVE



Explore Restaurants Loved by Locals

Our list of landmark dining spots is sure to satisfy any appetite. Whether you're looking for fresh seafood, a great burger joint or modern American fare. you can enjoy it all in St. Pete/Clearwater ECODIES THIS WAY

can't-miss events



Treasure Island Friday Morning Market Over 50 local vendors attend this free

Friday morning market, where you can buy fresh foods, support local businesses and enjoy live music.



Earth Day at the Florida **Botanical Gardens**

Celebrate Earth Day at the Florida Botanical Gardens, free for the public to



St. Pete Walking Mural Tour

Take a tour in St. Pete's Central Arts District to see many of our colorful street murals and hear the stories behind them.



June 10 - 12, 2022

Ink Mania Expo

This famous tattoo expo brings together talented artists from all over the world to work their artistry while competing for awards.

Don't Miss Our Latest Videos!





Unwind & Be Kind

Zen Glass Studio













VSPC April 2022 Industry Emails

Send Date	Email	Sent	Delivered	Click-to- Open Rate	Bounce Rate	Total Clicks	CTR	Opt-Outs
4/06 (Wed.)	Beach Clean Up Reminder Subject Line: Reminder - Please join us for a beach cleanup this Friday!	3,115	3,076	4.3%	69%	41	1.3%	2
4/13 (Wed.)	National Tourism & Travel Week 2022 Subject Line: You're Invited: National Travel & Tourism Week Event May 3	3,080	3,044	11.7%	80%	121	4.0%	2
4/26 (Tues.)	Industry Update Subject Line: Industry News: Don't Miss National Travel & Tourism Week Starting Sunday	3,084	3,049	5.9%	92%	59	1.9%	1

ActOn Database Sign-ups

April Growth

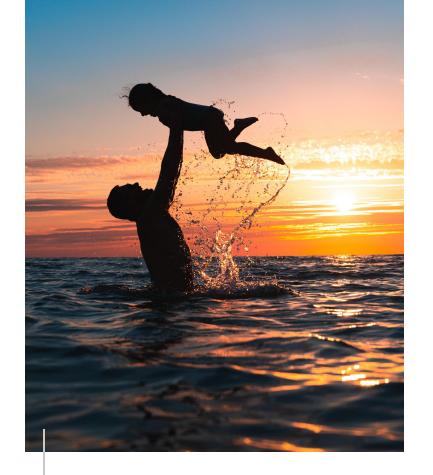
Total ActOn List Growth*: 1,272

Webform Sign-ups: 142

Giveaway Sign-ups: n/a

Email Next Steps

- Update Automated Welcome emails /
 Destination Magazine emails with new
 Digital Guide and Best Of 2022 Winners
- Focus on strategy to grow the *Consumer Master List* (use strategy in future digital media programs)



*Includes email sign-ups and unsubscribes



Recap of Video Success Metrics

Industry Standards for Web & Social Video (not ads or longer form)

Average Percentage Viewed: 50%

Audience Retention: 30%

Engagement Rate: 4%

Average CTR: 3%

VSPC's Definition of a Successful Video

- At least **2,500** views per video in first 7 days with media support (3-second for consistency across platform measures)
- At least **100** engagements per video in first 7 days with media support (likes, shares, comments)
- 60% average percentage viewed

VSPC Facebook Video Performance in April

*Data pulled as of 5/5/22

Video Titles	Date Published	First 7 Days' Views	Total Video Views (3+ seconds)	Avg. Daily Views [Total Views/Days Live]	Avg. Minutes Viewed	Engagement Metrics
Can't Miss SPC: Outdoor Dining	April 12	22785 views	67K	3,186/daily avg.	0:09	309 Reactions 80 Shares 35 Comments
What's New: 3 Daughters Brewing	April 19	25,707 views	89.5K	5,263/daily avg.	0:07	228 Reactions 33 Shares 23 Comments
Savor This: Hellas Restaurant	April 28	1,860 views	1.9K	238/daily avg.	0:07	131 Reactions 40 Shares 34 Comments

VSPC Instagram Video Performance in April

*Data pulled as of 5/4/22

Video Titles	Date Published	Impressions	Total Video Views	Avg. Daily Views [Total Views/Days Live]	Engagement Metrics
What's New: 3 Daughters Brewing	April 19	4,526	1,486 views	99/avg.	107 Likes 4 Comments 5 Saves

VSPC YouTube Video Performance in April

*Data pulled as of 5/4/22

Video Titles	Date Published	First 7 Days' Views	Total Video Views	Avg. Daily Views [Total Views/Days Live]	Avg. % Watched	Engagement Metrics
SPC Events: Dunedin Highland Games & Festival	April 18	2 views	91	6 views/avg.	58.06%	2 Shares 8 Likes 4 Comments
Beautiful St. Pete Clearwater in 30 seconds	April 19	118 views	127	8 views/avg.	74.61%	6 Shares 12 Likes 0 Comments
3 Daughters Brewing Now Open at America's Best Beaches!	April 19	86 views	93	6 views/avg.	64.54%	2 Shares 8 Likes 2 Comments
30 Seconds of Wanderlust in St. Pete / Clearwater	April 20	108 views	120	8 views/avg.	70.97%	7 Shares 4 Likes 1 Comments

April Video Analysis

The monthly Digital Media Data Studio dashboard is available here.

Video Analysis

- Most viewed video (based on 7-day views, aggregated across channels): What's New: 3 Daughters Clearwater
- Most watched video (based on average % watched, aggregated across channels): Beautiful St. Pete Clearwater in 30 seconds
- Most engaged-with video (based # of likes, comments, shares): Can't Miss SPC: Outdoor Dining
- Video of the Month: What's New: 3 Daughters Clearwater

Learnings

- No major "standout" videos this month
- What's New: 3 Daughters Clearwater performed solidly with a decent average percent viewed
- The 30 second videos have over 70% completion rate but that's likely due to the short video length rather than the video content itself
- Dunedin Highland Games has slightly below average performance so far, but that could be because the event already happened this year



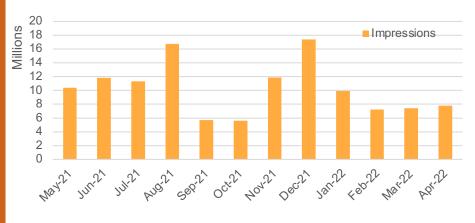
Takeaways/Next Steps

- Traffic declines aside, engagements continue to perform well particular in key areas including the
 viewable impressions of partner content on the site, strong partner page click-throughs, time on site,
 email enrollments, partner deal views, and engagement with inspirational content like events and
 communities (as opposed to say beach conditions and more "informational" content).
- Across the DMO landscape, information provided by Google Search Console shows that there is significant growth in queries related to branded attractions such as hotels and restaurants and that it is tending to go more and more to partner websites and travel websites directly versus DMO website profile pages and related content. With the emergence of listicle content (that Google appears to be prioritizing in search results) there is the potential for a long-term erosion of traffic this is troubling, and could have significant site traffic impact. Content, as always, is VSPC's most effective tactic, and needs to be an ongoing development focus to help offset (and where possible overcome) diversion of traffic.
- With the new site hitting six months since launch, we have a good quantity of data available to enable fine tuning and optimization of a few website areas that have not performed as well since launch compared to other pages that are doing very well - particularly the Beach Conditions pages and the Murals pages which are being significantly enhanced to improve engagement.

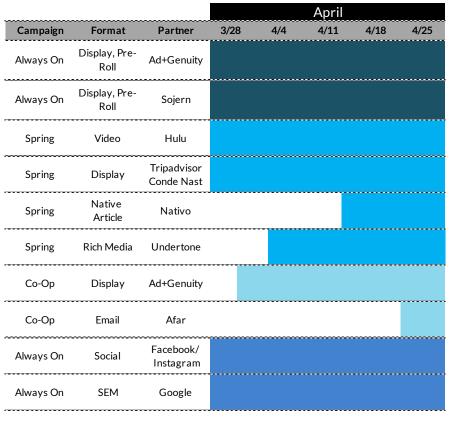


April Media Activity

- Spring campaign launched, resulting in slight uptick in overall impression volume
- Video impression share increased MoM with launch of Hulu



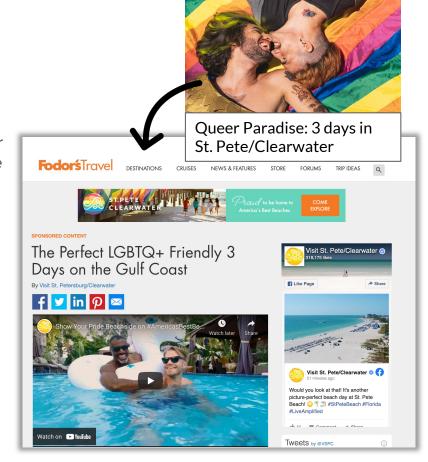
Video





Display Media Highlights

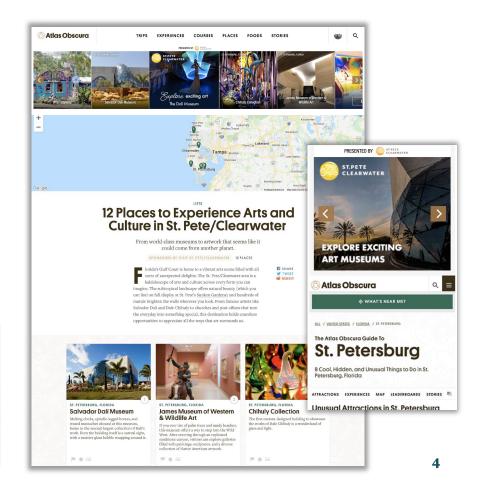
- Sojern drove the most volume of site activities of any partner – with an outstanding 1.1% PV Rate and 56% Engagement Rate
- Nativo LGBTQ+ article launched, delivering over 849K ad impressions and 4.4K article views. The article had a 4.69% CTA Rate (2x tourism benchmark) and a 55s average time spent (83% above tourism benchmark)
- Undertone Rich Media had a 0.51% interaction rate (2X tourism benchmark) and averaged 46s time spent with the unit
- Hulu delivered 888K video impressions, including a mix of the interactive Innovid Guide, 30s Immerse Your Senses Spot, and the 7s premium slate



Atlas Obscura Summary

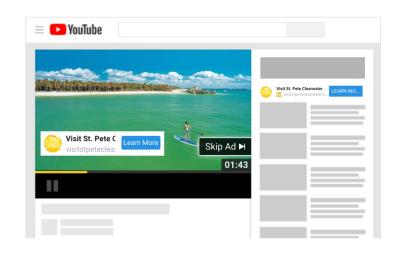
- Custom partnership ran from October March, delivering over 6.2M impressions across 6 custom tactics
- Sponsored content exceeded time on page benchmarks with over 3:25 average and surpassed page view guarantees by over 30%
- Custom Carousel Banner had over 35K interactions and a 0.57% CTR

3 New Place Pages	Page Views	Unique Page Views	Avg. Time on Page
Floridian Social Club	12,444	11,798	3:39
Imagine Museum	12,294	12,614	3:23
Fairgrounds St. Pete	14,951	14,094	3:23
TOTAL / AVG.	63,684	59,738	3:27



April MoM SEM Highlights

- 511,719 search impressions and 86,862 clicks from \$55K spend
- 269,745 views on YouTube for \$0.035 CPV with a 68.4% VTR
- O In Feed Ads had 39,110 clicks to view for an \$.08 CPC
- O Search generated 57,416 conversions decreased 5.11%
- O Conversion Rate was 63.23% decreased 7% MoM
- O CPC \$0.63 increased 10%
 - Travel Industry Benchmark \$1.53
- O CTR 16.98% increased 4%
 - Travel Industry Benchmark 4.7%
- O Bounce rate was up 3%
- O Pages per session decreased 5%



Ad · www.visitstpeteclearwater.com/ •

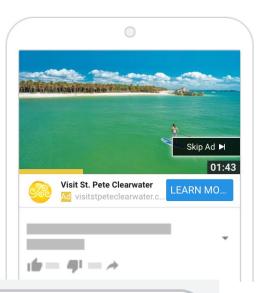
Sunshine is Waiting | America's #1 Beach is Here

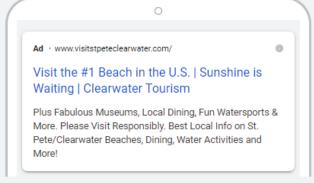
Escape to Florida's Best Beach Destination! Soft White Sands and Clear Blue-green Waters. Plus Fabulous Museums, Local Dining, Fun Watersports & More. Please Visit Responsibly.

April YoY SEM Highlights

- O Search generated 57,416 conversions increased 199% (60,505 vs 19,215)
- O Conversions increased 12% with TOS & Pages Per session conversions removed
- Conversion rate increased 123%
- CPC decreased 31% (\$0.58 vs \$0.89)

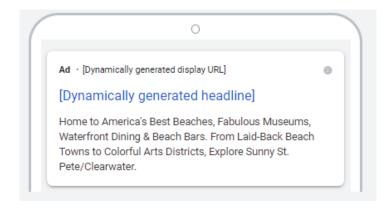
Conversion Goal	# of Conversions
Deal Views	1,216
Time on Site < 1:30	21,187
Travel Deals Discount Page Views	8,635
Total Partner Referrals	7,270
Events View	4,100
Pages Per Session >2	15,444
Destination Guide Order	270
Newsletter Signup	36





April SEM DSA Highlights

- 121,308 impressions and 22,006 clicks
- O CTR 17.53%
- O CPC \$0.58
- O Generated 12,948 conversions
- O Communities generated the most conversions (7,809) followed by Beaches (1,400)



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 & Creative Links

Media Terms

- **CPC**: cost per click
- O CPCV: cost per completed video view
- O CPM: cost per mille (thousand) impression
- O CTA: call to action
- O CTA Rate: Click through rate from native article to client website specific to Nativo programs
- CTR: click through rate
- CTV: Internet Connected TV devices
- O 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.
- O DSP: demand side platform; software used to buy programmatic media
- OTT: Over-the-Top video content from streaming services; frequently viewed on CTVs (https://iabtechlab.com/blog/ott-vs-ctv-what-is-in-a-name/)
- O ROAS: return on ad spend

Media Partners & Creative

Media Partners

- O Sojern: Managed service programmatic vendor with unique travel intent data
- O Ad+Genuity: Miles Partnership's programmatic group; taps into multiple Demand Side Platforms (DSPs) including Basis, Amazon, and DV360; data and inventory agnostic
- O Hulu: Leading streaming platform reaching over 110M ad supported users. Generally, video commercials on Hulu run cross-device including on living-room TVs which account for 80% of their inventory
- O JunGroup: Mobile advertising company focused on value-exchange media, wherein users opt-in to viewing ads in exchange for unlocking content
- Undertone: Rich Media vendor specializing in high-impact, cross-device units distributed across a network of premium publishers
- O Atlas Obscura: Online magazine and publisher that catalogs unusual and obscure travel destinations across the world
- O Dunhill Travel: Online collection of travel deals and discounts reaching 11M users
- O **Tripadvisor:** World's largest travel website, featuring user-generate reviews and comparison shopping tools, as well as inspirational travel editorial content

Creative

O Fall/Winter Creative



MONTHLY SOCIAL MEDIA REPORT





PERFORMANCE SUMMARY



503,944

9,066,18

Engagement

Total Impressions

>> Top Post



"No, your eyes are not deceiving you! It's the immersive 2D world of the new 2DCafe that opened today in St. Pete's Grand Central District!'

Likes

4.4K **V**

Shares

4.9K A

Engagement

114K A

Post Link Clicks

NA

VIDEO PERFORMANCE



Viewing Breakdow 11% 89% 1%

99%

ADS TOTALS

\$18,138.34

228,767

5,400,864

4.24% ▼

\$3.36

\$0.08

Spend

Clicks

Impressions

Click through rate

Cost per 1K

Cost per click

Instagram

75.9K **Followers**



New **Followers**



Posts

20,474



Engagement

Saves



36 Stories sent 16.1

26,525 ▼ Story **Impressions**

Avg. Reach per Story 27.2%▼ 15.6% ▼

727 ▼









102,925

1,077

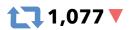






Engagement

Tweets per day





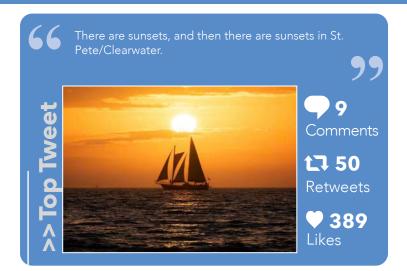
9,002 ▼

Re-tweets earned

Favorites earned

576,193 ▼

Total impressions



•

YouTube

New



Subscribers

88 🛦



1,250,454

Minutes watched

330,010 ▼



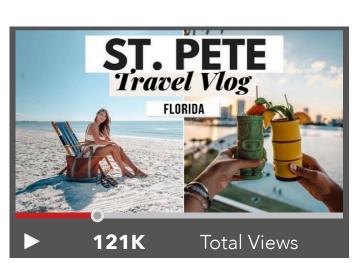
200 ▼ Likes

Views

299 ▼

Shares

>> Top Video



"Explore St. Pete/Clearwater through the eyes of travel vlogger Dana Berezowotiz as she experiences the best of what our destination has to offer! Check it out!"