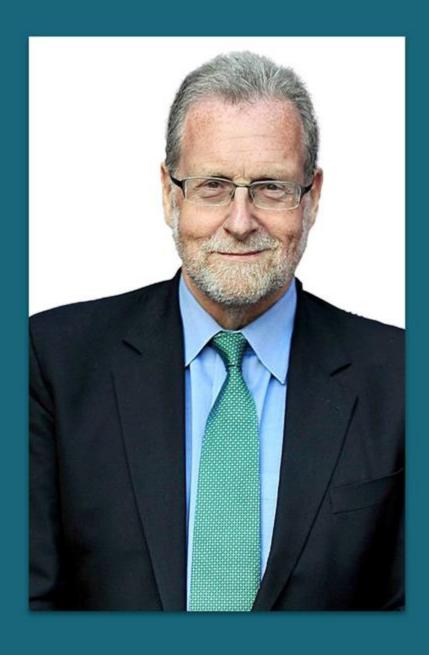


# the forward







## Peter Greenberg

Travel Editor, CBS News



## **Tamara Pigott**

**Executive Director** 

\$66.5B

**Bed Tax** 

-45.0%

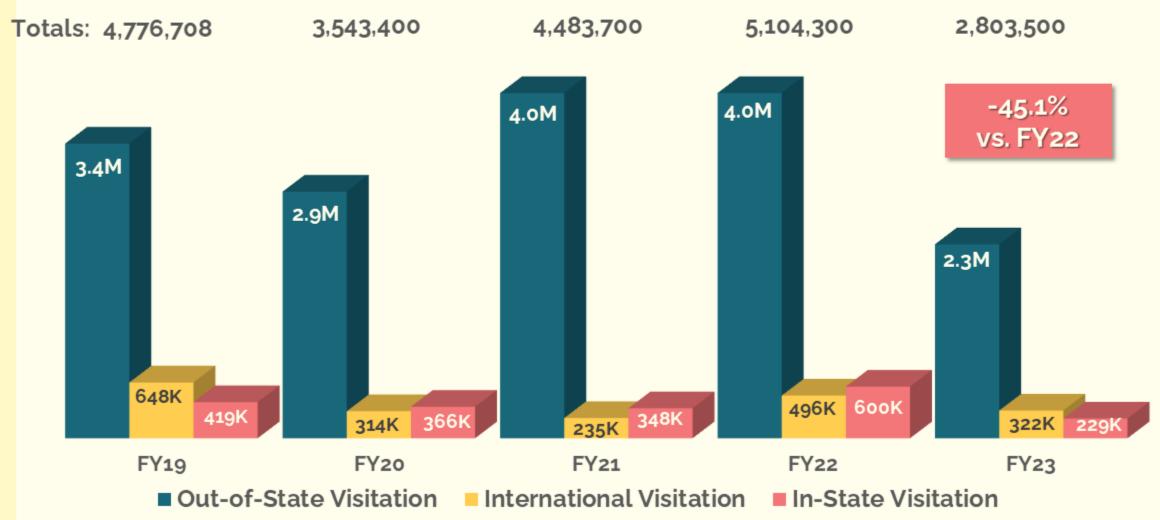
vs. FY22

## Hotel Room Update

Community	Open	Closed	Total	Percentage Reopened
Boca Grande	193	0	193	100.0%
Bonita Springs	1,271	6	1,277	99.5%
Cape Coral	820	0	820	100.0%
Captiva	178	406	584	30.5%
Estero	566	0	566	100.0%
Fort Myers	6,042	205	6,247	96.7%
Fort Myers Beach	711	1,645	2,356	30.2%
Lehigh Acres	75	0	75	100.0%
North Fort Myers	412	139	551	74.8%
Pine Island	63	41	104	60.6%
Sanibel	92	1,346	1,438	6.4%
Total	10,423	3,788	14,211	73.3%

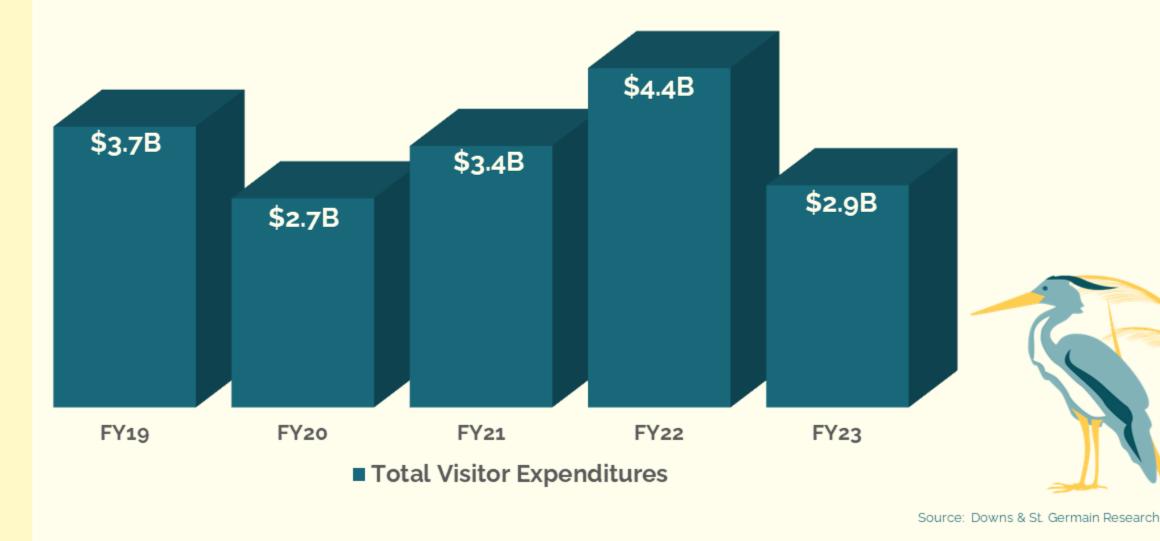


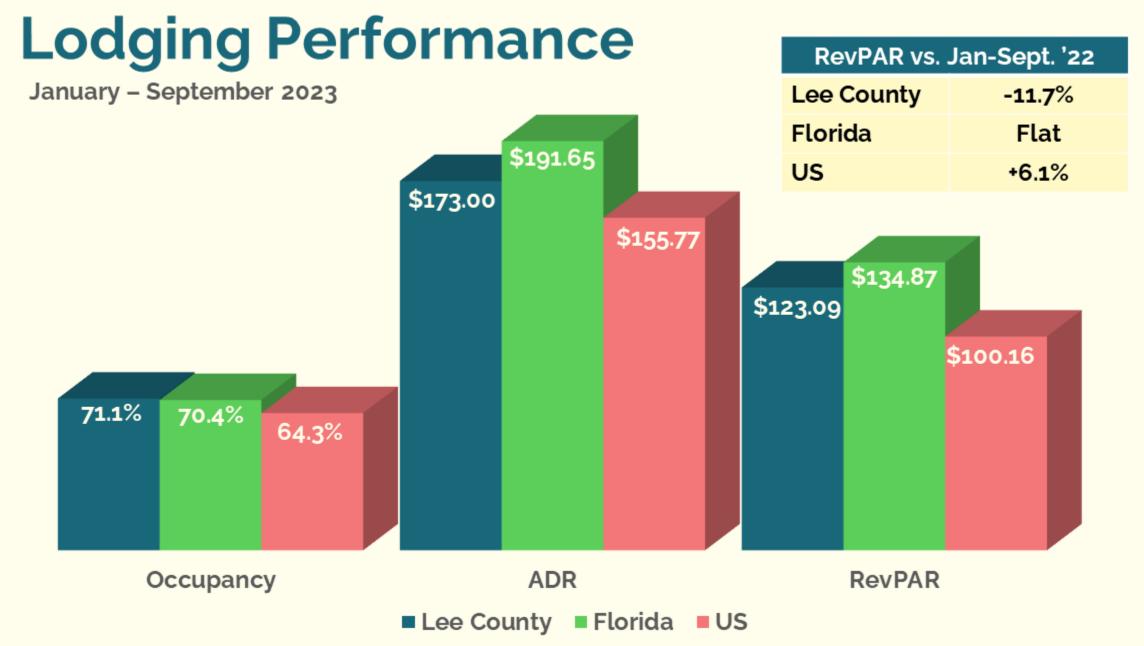




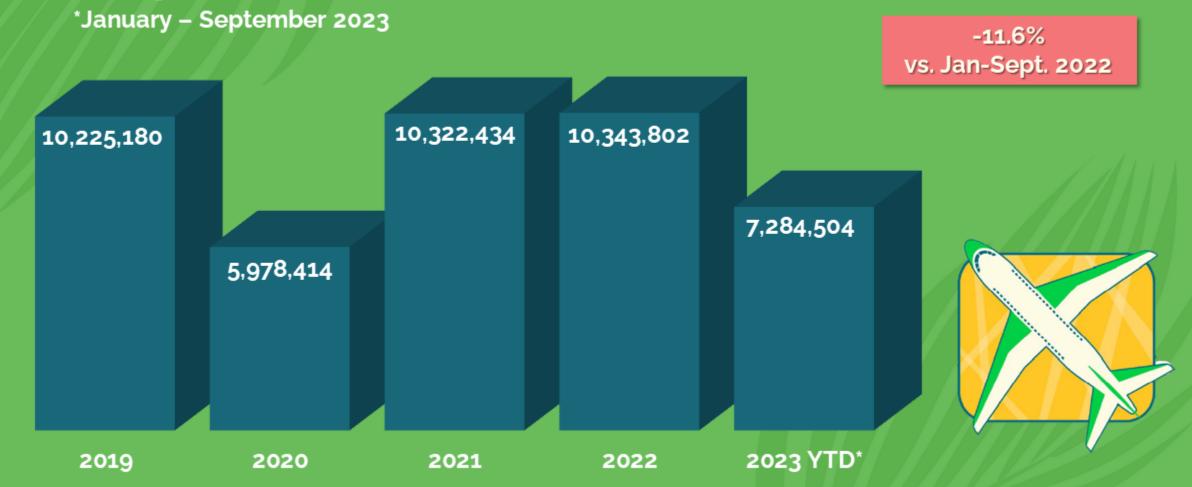
## **Visitor Spending**

-34.0% vs. FY22





## Southwest Florida International Airport (RSW) Traffic





## Roberta Atzori

Research & Analytics Manager





About TDC Funding Programs Sales & Marketing Statistics News Events





#### **Statistics**

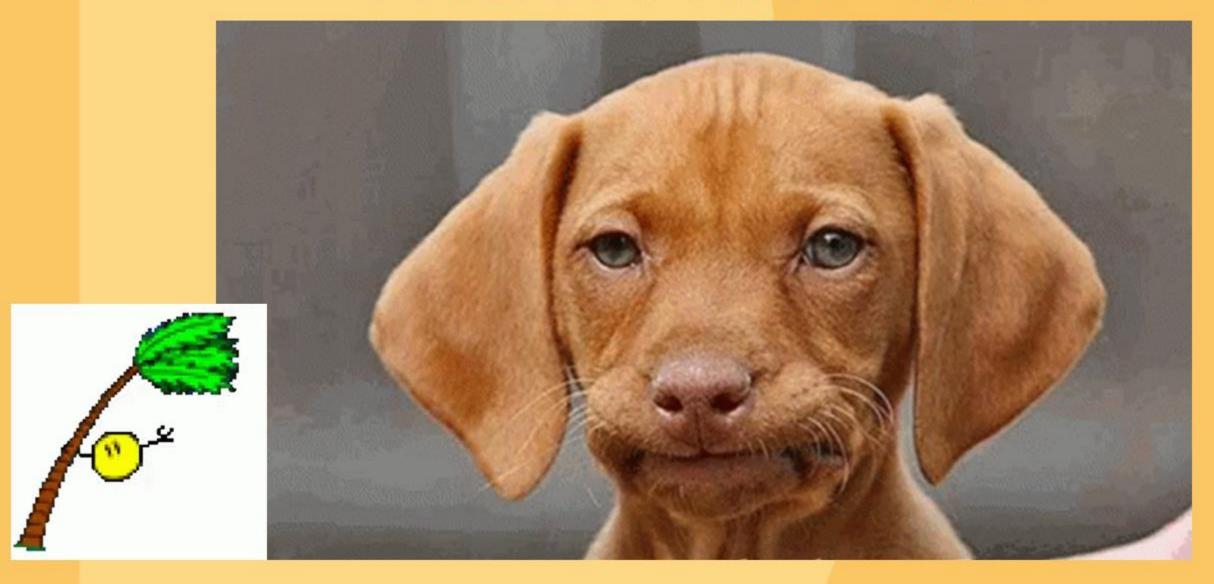
#### **Performance Dashboard**





# Jill Vance Sales Director

## Hurricane lan







# Highlights & Trends FY 2022-23

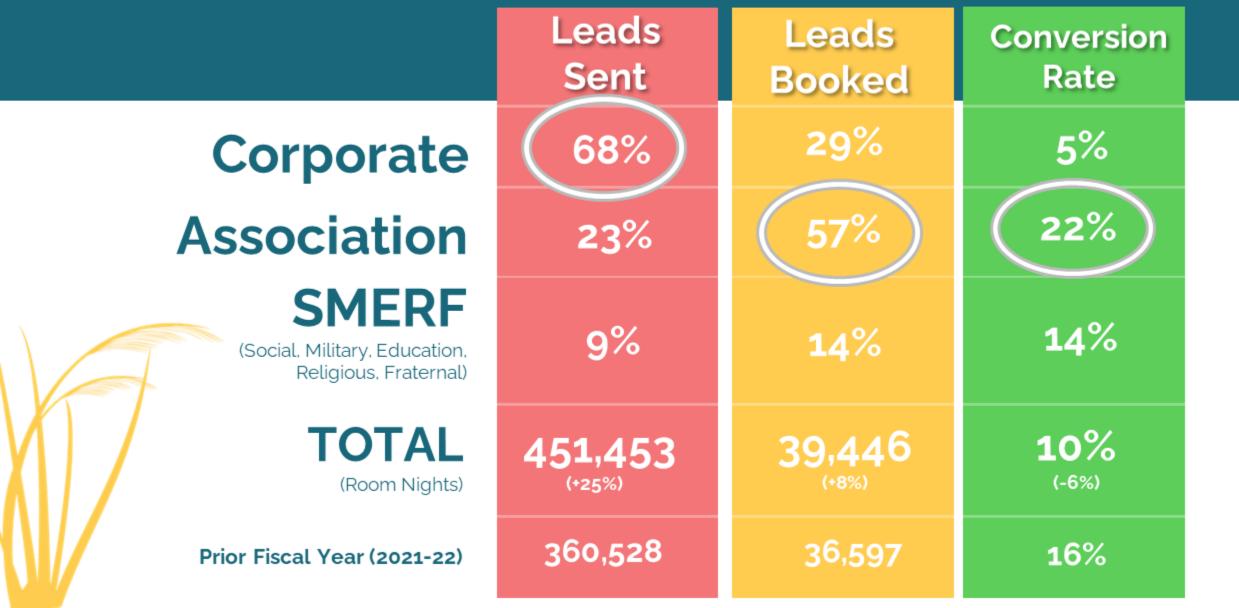


## **Meeting Sales Leads**

Leads Sent to Hotels Fiscal Year 2022-23



## FY 2022-23 Group Market Segment Production



## **Group Conference Origin**

#### Top Ten FY 2022-23 Group RFP Feeder Markets

- 1. Florida
- 2. DC/Maryland/Virginia
- 3. Illinois
- 4. Minnesota
- 5. New Jersey
- 6. California
- 7. Texas
- 8. New York
- 9. North Carolina
- 10. Missouri



## WELCOME

NEW

Midwest Sales

Representative





Lauren Hyps

National Sales Manager, Midwest ✓ 15 years of CVB Sales Experience

✓ 9 years Hotel Sales

✓ HQ in Milwaukee, WI

## **The Path Forward**

## Elevate Sales Tools

## Interactive Video

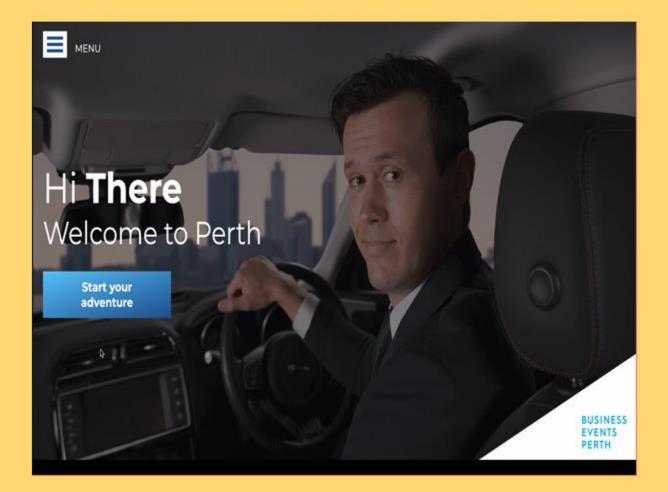
A choose-your-own-preference video that features a look at the variety of Lee County meeting spaces, accommodations and experiences.

### Plan with the Planner's Planner



- Ellie helps planners feel inspired and assures them they are in good hands
- Her personality is bubbly and completely loveable
- Ellie will efficiently and comically guide group planners through all that our destination has to offer their specific meeting

#### Interactive Video



#### Vidaa Framawork

#### SECTION 1: Intro

 Destination Intro & Meeting Space Intro

#### SECTION 2: Flexible Meeting Spaces

- Convention Center & Conference Resorts
- Hotel Meeting Space

#### SECTION 3: Accommodations

- Resorts
- Hotels
- Boutiques & Rentals

#### SECTION 4: Experiences

- Team-Building Time
- Sun & Sand
   Fun on Land

#### SECTION 5: Outro Video

 Destination Summary and Call-to- Action: SUBMITRFP

## Meetings Campaign

"Where Work Meets Play"

# GOAL Productive Outcome







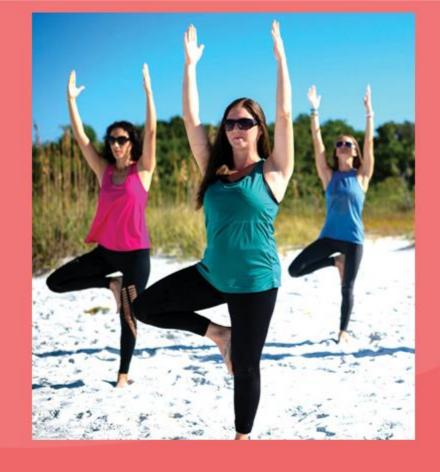




## Unique Nature

Supports
Peace & Clarity





Leads To
Creativity
& Innovation



## "Where Work Meets Play"

Our natural settings support the kind of relaxation and inspiration that allows for creative thinking and productive outcomes. When work meets play, planners meet their clients' goals and expectations.

New campaign ads will feature sideby-side images that show similar work/play poses or situations.



## **Brian Ososky**

Director of Marketing



## Marketing

#### **Overarching Plan Objective:**

Drive increased visitation and visitor spend.

THE ISLANDS, BEACHES AND NEIGHBORHOODS OF FORT MYERS ARE UNSTOPPABLE. THEY'RE BIGGER THAN ANY MAP CAN HOLD BECAUSE WE BELIEVE THIS IS MORE THAN JUST A PLACE. WE CARRY FORT MYERS WITH US, HOLD IT CLOSE AND LIFT IT UP. WE FIND BALANCE ON PADDLEBOARDS AND TRANQUILITY AMONG THE TREES. WE WATCH FOR DOLPHIN JUMPS AND MANATEE CROSSINGS, AND FIND JOY IN SEEING SOMETHING NEW ON THE WATER. WE BELIEVE IN STICKY FINGERS AND BRAIN FREEZES, HIGH-FIVES AND HOLES-IN-ONE. WE'LL FORGET TODAY'S PLANS TO MAKE LASTING MEMORIES. WE ENJOY COLD DRINKS IN THE SHADE AND HOT MUSIC ON STAGE. WE SAVOR LOCAL EATS AND MOUTHWATERING TREATS. WE APPLAUD SUNSETS AND COLLECT SEASHELLS AT SUNRISE. WE BELIEVE BRIDGES REACH ACROSS MORE THAN WATER AND BOARDWALKS CONNECT US TO THE PAST. WE BELIEVE IN THE SPIRIT OF NATURE AND THE TRIUMPH OF RENEWAL, AND THAT EVERYONE HERE FINDS THEIR VERSION OF PARADISE.





Neighborhoods

Planning













#### **Paddling**

Explore the same serene waters the indigenous Calusa once did. While you're likely to use a kayak, the Great Calusa Blueway Paddling Trail honors the people who plied these water in dugout canoes.



Experience the soothing sounds of paddling in quiet waters.



#### THE GREAT CALUSA BLUEWAY PADDLING TRAIL

Spanning nearly 200 miles, the Great Calusa Blueway winds through the Intracoastal Waterway, the Coloosohotchee River, and narrow creeks from Cayo Costa south to Bonita Springs' Imperial River, Along the way, you may spot dolphins, manatees, rays, jumping mullet. and an abundance of birds including bald eagles, roseate spoonbills, and ospreys. After podding post historic sites, mangrove forests, aquatic preserves, beaches, and islands, you'll come away with a deeper appreciation of Florida nature and a true sense of peace.



Find trail maps, tips, and more in-depth information to help you enjoy paddling the Great Calusa Blueway.

#### TOP SPOTS ALONG THE TRAIL

Follow trail markers as you meander through coastal waters and inland tributories.

Dotted with mangrove islands, Matlocha Pass teems with birds. Lounch from the Matlacha Park boot ramp to explore the mangrave estuary. which serves as a fish nursery. Paddle past the dolphins and birds that feed on them.

J. N. "DING" Darling National Wildlife Refuge, which preserves more than 6,400 acres on Sanibel Island and outlying islands, has two launches at Tarpon Bay Recreation Area and along

> Wildlife Drive. Look for manatees in Tarpon Bay, and kayak through mangrave tunnels on the Commodare Creek Trail

The natural beach at Bunche Beach Preserve on San Carlos Boy has paddlecraft rentals. swimming, fishing docks, and a short boardwalk. Look for reddish egrets, North America's rarest heran. Rent a kayak

or cance, and launch into the Colocsahatchee River from Port Sanibel Marina in Fort Myers, or try the 3-mile paddling trail, which traverses mangrave canopies and tunnels.

At the concession at Lovers Key State Park, south of Fort Myers Beach, rent kayaks to. explore Estera Bay Aquatic Preserve, known for its many dolphins. Watch asprey dive to catch fish, or see snowy players scurrying on the sand You can also launch Gulf-side off the park's gargeous beaches or into its wildlife-rich estuary.





#### DIANA & BRYAN STOCKBRIDGE

Owners of Gulf Coast Kayak in Matlacha, Diana and Bryan love introducing visitors to nature.

"Watching the smiles on their faces when they come off the water as they experience a dolphin show or a manatee up close. That's very special and memorable for them."

VisitFortMyers.com | 21























What's Open

Things to Do

Eat & Drink

Ways to Stay

Events

**Good News** Deals







### **Fort Myers Webcams**

We wish you were here, but exploring our islands, beaches and neighborhoods with live webcams is the next best thing. Catch the sun setting in downtown Fort Myers, spot butterflies in Cape Coral or watch the tide roll in off Pine Island.

For instructions on how to operate a webcam, click here.





# Savon tHO SHOPE





SavorThe Shore.com

# DINNER WITH A SIDE OF SUNSET



### SAVOR THE SHORE

Dine along the coast and be part of Lee County's recovery efforts. It's a challenging time for our restaurants and businesses. When you eat and play here, you make a difference!

Learn more at SavarTheShore.com



### Seafood served with GULF Breezes

### SAVOR THE SHORE

Dine along the coast and be part of Lee County's recovery efforts. It's a challenging time for our restaurants and businesses. When you eat and play here, you make a difference!

Learn more at SavorTheShore.com





### order up a slice of Paradise

### SAVOR THE SHORE

Dine along the coast and be part of Lee County's recovery efforts. It's a challenging time for our restaurants and businesses. When you eat and play here, you make a difference!

Learn more at SavorTheShore.com





### WFTS-TV (Tampa, FL) - Action News at 9AM Edit



### Television

Aired on August 1, 2023 at 9:45 AM on WFTS-TV (Tampa, FL) Tampa Bay, FL, United States

Hurricane Ian recovery: Lee County waives toll fees to Sanibel for nex

eNewspaper Legals @ 5 per 30 seconds

The Lee Board of County Commissioners voted Tuesday to waive tolls on the Sanibel Causeway for the next six Sundays in support of the "Savor the Shore" campaign.

The message coming from the Lee Tuesday was loud and clear.

Let's support Sanibel.

News Cape Corsi Sports Opin

News-Press.

Commissioners voted to waive to Sundays in support of the "Save Visitor & Convention Bureau. As range of destruction Hurricane I much needed boost.

Tolls on the Causeway will be wi apply to additional Lee County l



### Savor the Shore keeps dollars local this year to help rebuilding coastal communities

WGCU

Fresh Air



Savor the Shore is an initiative encouraging people to visit and spend money in rebuilding coastal communities.

PBS and NPR for Southwest Florida

Send us your "Good Morning Sunshine" videos and we'll play them on FOX 4 Morning News!

Send us your "Good Morning Sunshine" videos and we'll play them on FOX 4

w through Sept. 10 and on the

NEX.

ore", a Lee County Visitor & reau-sponsored awareness



It is to support the "Savor the Shore" campaign County Visitor & Convention Bureau. 409 WINK

It is to encourage people to visit and enjoy local reand attractions during the off-season.

Tolls are waived each Sunday through September 10 Causeway only.



'Savor the Shore' campaign aims to support businesses impacted by Ian

Discovering the great dinner spots and area attractions is the focus of a new effort called Savor the Shore, and Lee County wants everyone who calls Southwest Florida home to support businesses struggling after Hurricane Ian.

"SAVOR THE SHORE" TO SUPPORT BUSINESSES



### **Social Sophisticates**

Social Sophisticates are active and affluent travelers. They are conscientious consumers who value quality over price, are extremely brand loyal, and have high expectations of the services they receive. They read reviews before they purchase and want their brands to be environmentally friendly and socially responsible.

### Travel Interests:

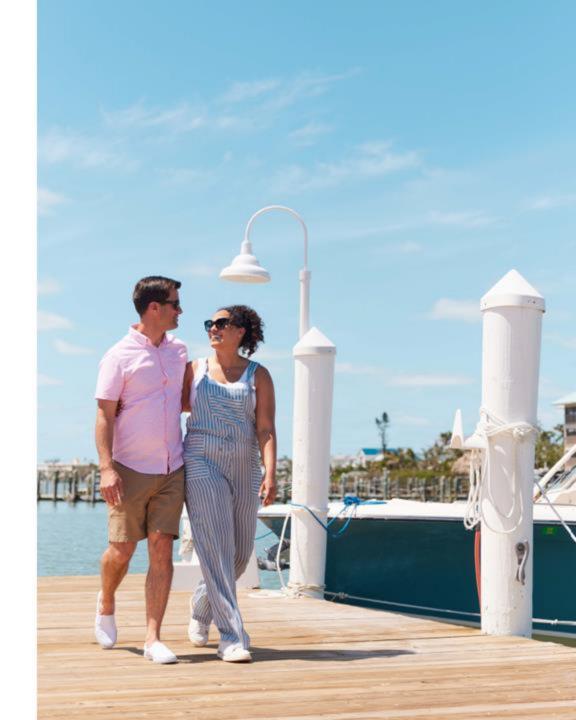
Parks, Wildlife, Nightlife, Active Vacations













### **Family Fun-Seekers**

Family Fun-Seekers are family-focused, sociable trailblazers. They lead busy lives, so spending time together and making new memories are important to them. They prefer vacations where they can do a lot of activities together as a family, and lifestyle presentation is also a high priority.

### Travel Interests:

Parks, Amusement Parks, Boating, Camping, Golfing

Ages: 35-64











### **Savvy Explorers**

Savvy Explorers are community-centric, bring diverse perspectives and immerse themselves in local culture. When traveling, having new experiences is a big deciding factor in their choices, and they place an emphasis on unique culinary opportunities. They also like to research online recommendations ahead of time.

### Travel Interests:

Eco-Travel, Arts and Culture, Photography, Zoos

Ages: 25-54

Household Income: \$87K

71% Married

52% Have Children





### **Timeless Travelers**

Timeless Travelers are health-conscious, easygoing and put comfort first. Most are retired or empty nesters. Spending time and celebrating special occasions with friends and family are important to them. They enjoy their leisure time and a slower pace of life.

### Travel Interests:

Parks, Wildlife, Boating, Camping, Golfing, Personal Health

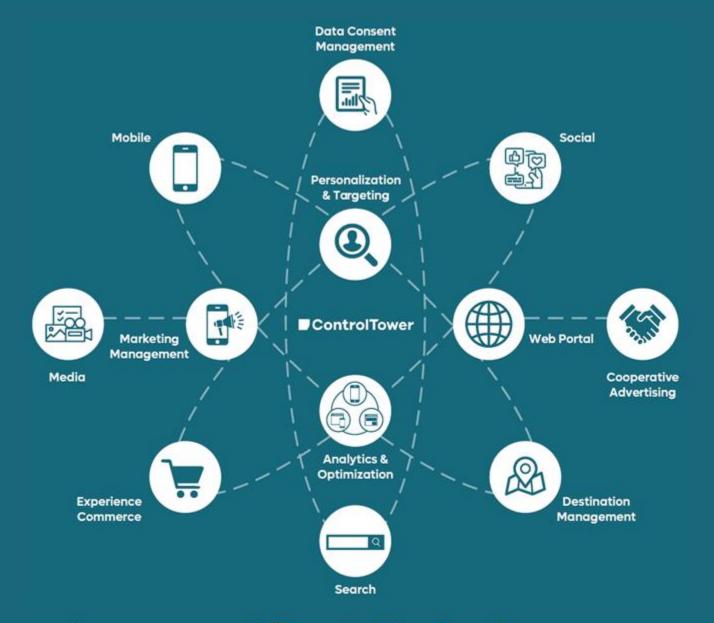


Household Income: \$150K-\$750K

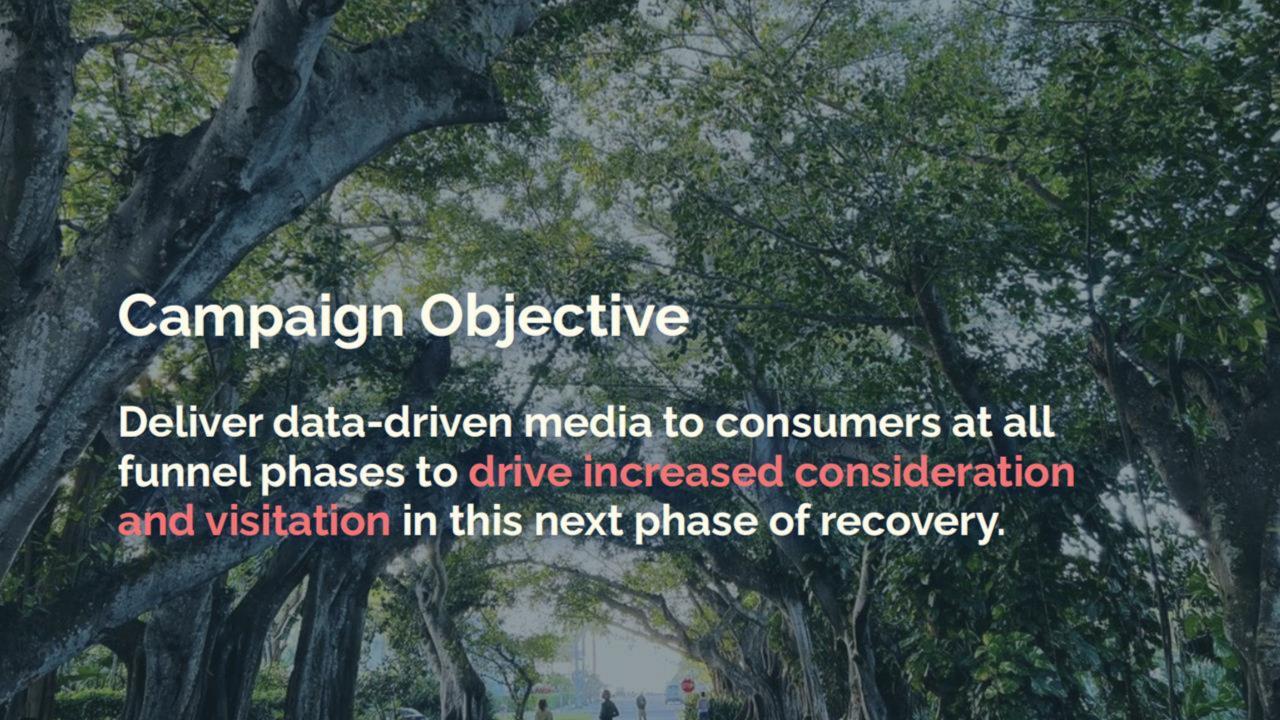
81% Married

15% Have Children



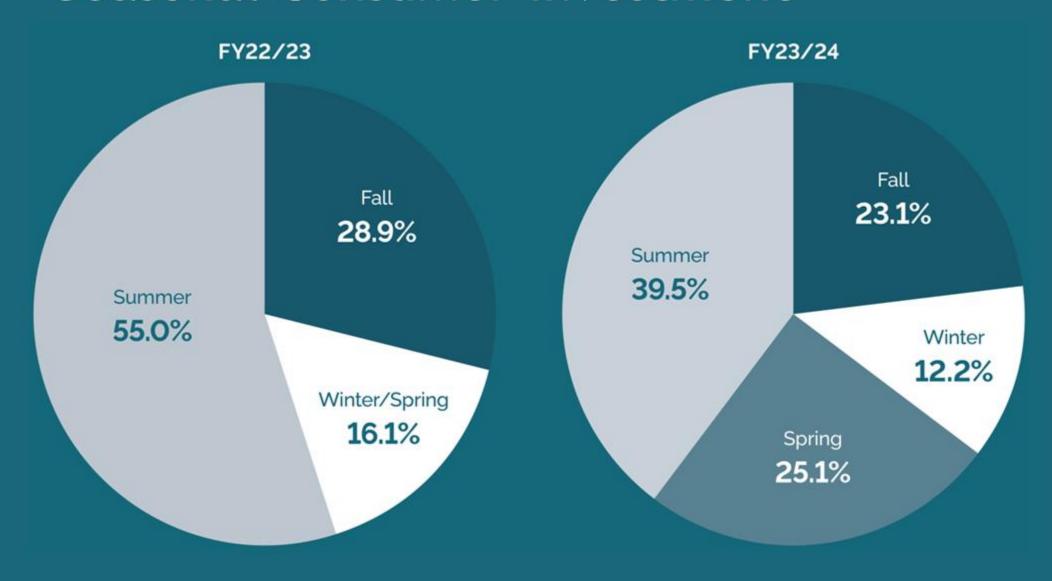


Creating a unified digital ecosystem.

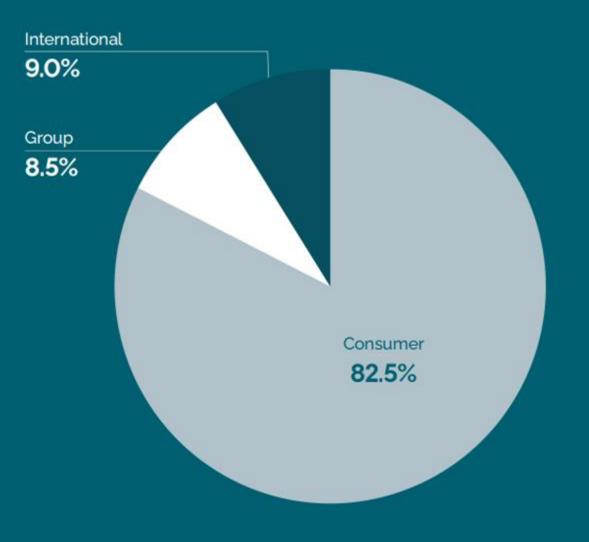


### 2023-2024

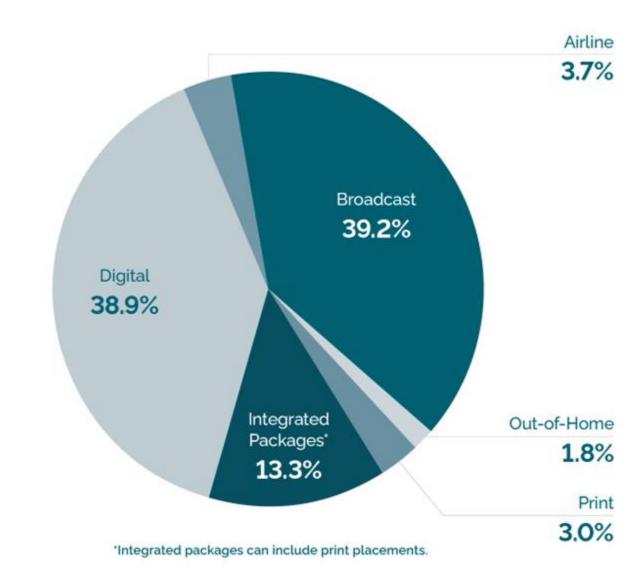
### Seasonal Consumer Investment



### FY23/24 Audience Allocation



### FY23/24 Consumer Media Mix



### My Fort Myers Campaign

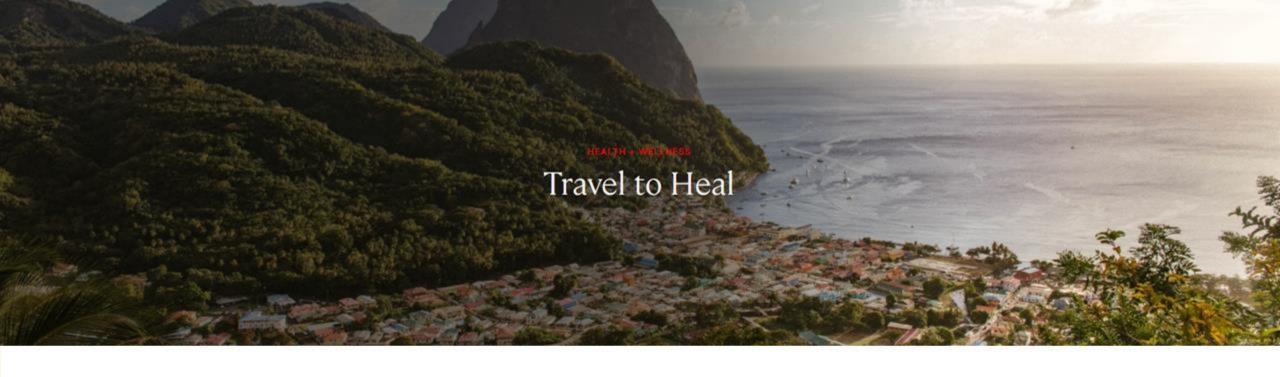


### Weddings Campaign









# AFAR

5.7M ESTIMATED IMPRESSIONS

"Are we OK?
What do we
need to do to
be OK?"

### GARDENGUN

3.4M ESTIMATED IMPRESSIONS

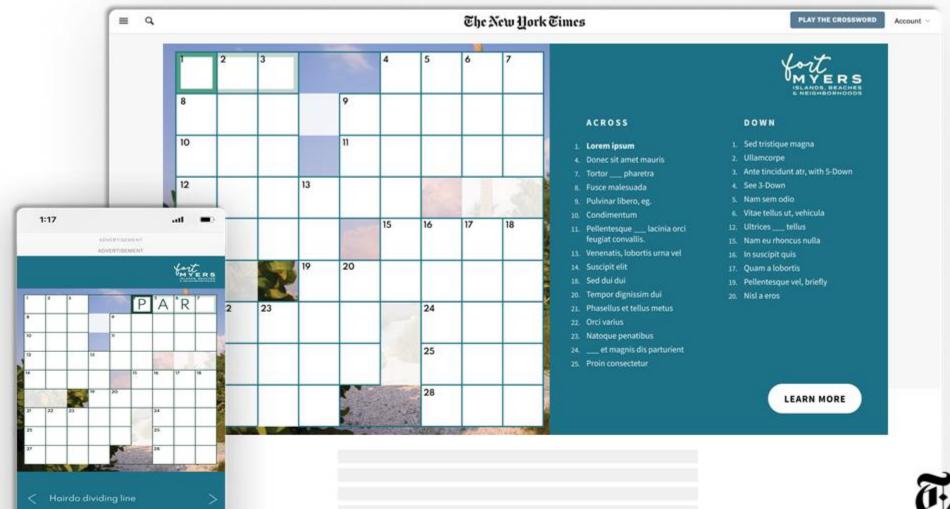
### Field Guides by G&G

### YOUR CITY ITINERARY FOR ARTS AND CULTURE



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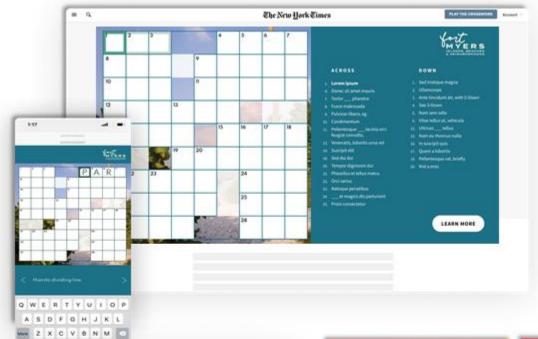


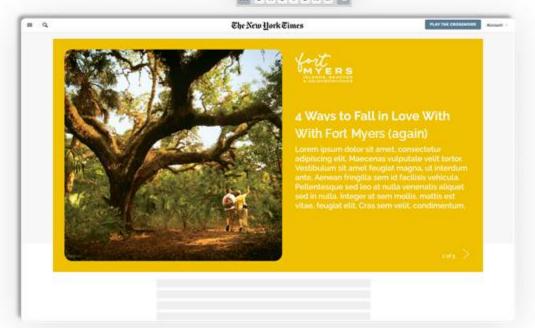


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More Z X C V B N M

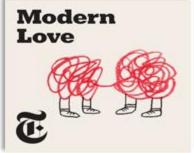






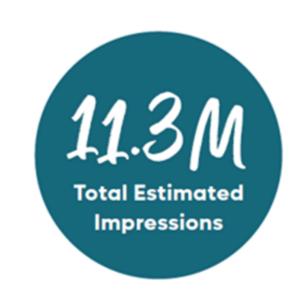








# The New Hork Times





SEE

### GASPARILLA ISLAND LIGHTHOUSE

On salect days, climb the 105-foot-call beecon for 360-degree panoremos. Or enjoy the restored 1927 landmark from below. Self-weathered beach shops and bers star in the bearby. village of Boca Grande.

### .N. -DING" DARLING NATIONAL WILDLIFE REFUGE

On Sanibal Island, a paved road winds through 6,400 acres of welfends that is home to 245-plus bird species. Keep an eye out for vibrant rossule spoonbills, ibis. and majestic white pelicans with 9-foot wingspans.

### FISH HOUSES OF PINE ISLAND SOUND

The Pine bland Sound preserves not only fish and wildlife habitats, but also historic human area. See wood-frame houses on ntits that were lived in by fishermon a century ago.

### BEACH

Place your hands: in the sands of this Sanibol bland beach to search for seasters. These it's all anchored by free souvenirs are yours to keep.

spa treatments and stay to wander the gordens and visit an organic farmers market. therapeutic waters in Bonita Springs.



### TASTE

HEAR

DOLPHIN CRUISE IN PINE

ISLAND SOUND

The noise from a boat's

motor draws dolphins to

swim alongside and catch a:

free ride in your wake, Even

the most jaded travelers go

all goofy at the sight of the

for their clicks and whittles.

Unwind to the sound of the

waves crashing against the

shore from your beachfront

vistas. Relevation continues

condo with gorgeous Gulf

in the heated pool or with

a friendly round of tennis,

shuffleboard, or packleball.

SANDALFOOT

BEACHFRONT

CONDOMINIUM

charismatic creetures, known

### FANCY'S SOUTHERN CAFE

Have the comors ready when you order the chacken and waffer here, it's a towering spectacle--and it tastes even better than it looks. Other monu highlights at the Fort. Myers favorite include fried. green tomatoes and housemade benane pudding.

### TARPON LODGE AND RESTAURANT

History is always on the menu at this 1926 lodge across the street from encient Calusa shall mounds. Dive into beautifully plated. catches of the day and an addictive smoked fish dip with pickled Mepolics. onions, and scallery.

### THE VERANDA

Two early 1900s homes with an intimate pieno bar and Ash courtyard set the scene for refined dinners of tender steeks and local seafood. You're going to want dessert. with options such as Balley's Irish Cream Cheesecake and Warm Southern Pecan-Praine Tart with ice cream.



COFFEE CAFE simply tastes (and On Fort Myers Beech, grab a seat on the sundappied patio and

smalls better along the pristing shows of Fort Myers Beach, Get your fill of crub perk up with the cokes, Gulf shrimp scents of zippy brews and hearty and Florida lobstw tail, which all pair byeakfast cishes like avocado tonet nicely with some and pound cake pingspole-slaw and a strong mojito. French toast.

### accessible fun

The Caloosahatchee Creeks Preserve, **Balley-Matthews** National Shell Museum and Mound House are just a few of the wheelchair-accessible attractions around Fort Myers. Many beach accesses offer Mobimats for wheelcheirs.



MATANZAS

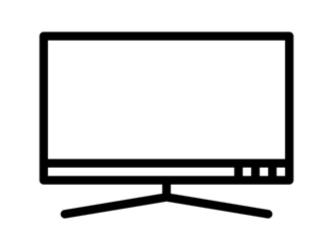
Fresh seafood

ON THE BAY

### Dotdash meredith

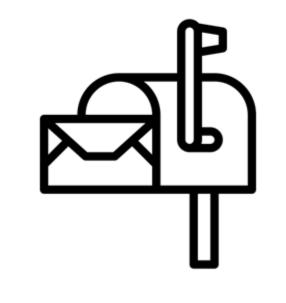
3.7M ESTIMATED IMPRESSIONS

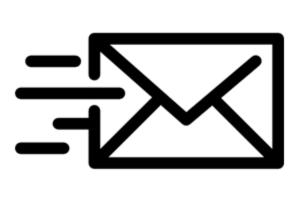
### Market Blitz!



















### Broadcast & Streaming 6









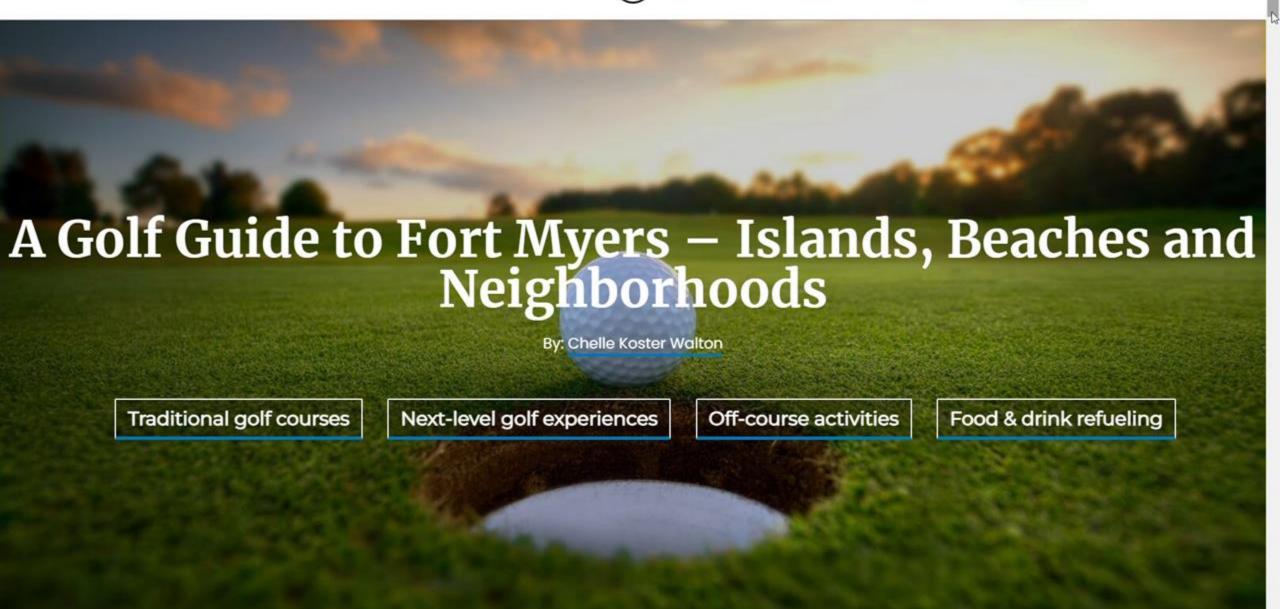














# MATADOR network





10.4M GUARANTEED IMPRESSIONS



### #MyFortMyers



### Jeff Mielke

Executive Director, Lee County Sports Development







MEN'S TOURNAMENT
MONDAY, NOV. 20- WEDNESDAY, NOV. 22, 2023

MEN'S TOURNAMENT
MONDAY, NOV. 20- WEDNESDAY, NOV. 22, 2023

























WOMEN'S TOURNAMENT THURSDAY, NOV. 23- SATURDAY, NOV. 25, 2023

WOMEN'S TOURNAMENT FRIDAY, NOV. 24- SUNDAY, NOV. 26, 2023





















Help Pack The House For National TV!

## the forward

