Fredericksburg®

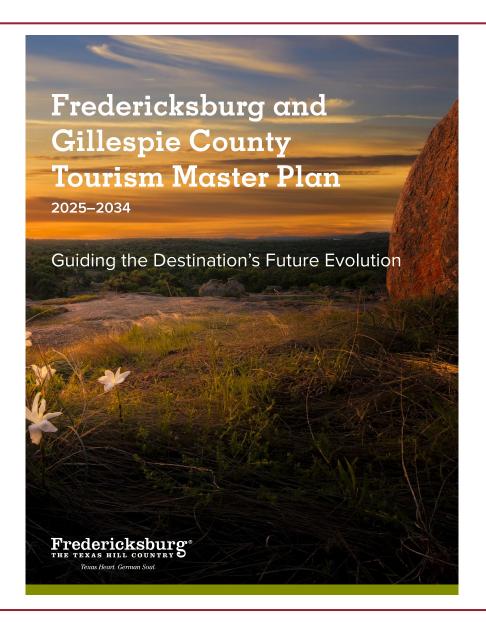
Texas Heart. German Soul.

Fredericksburg CVB Partner Meeting

Welcome

- Overview
- Tourism Master Plan-update
- Destination Performance
- FY24 Sales Team updates
- FY24 Marketing Team updates
- April 2024 Eclipse (yes, it's still happening)
- Partner updates
- Q&A

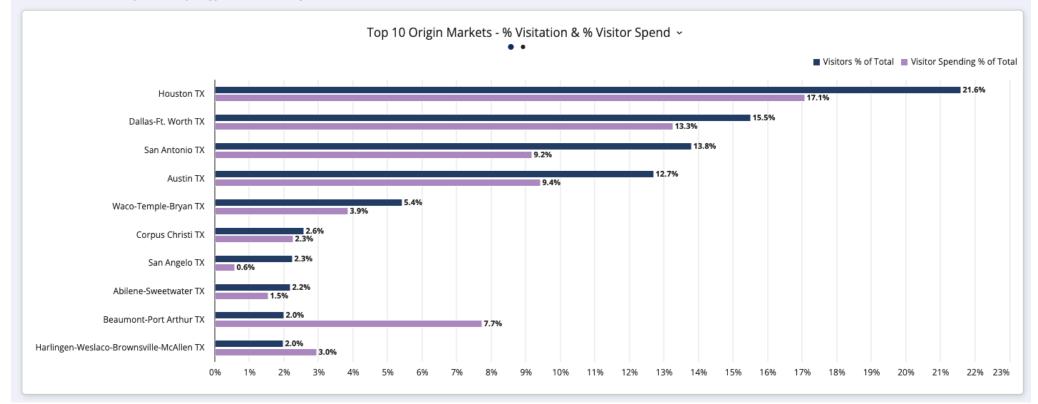




Date range County City Visitor Market Area 10/01/2023 - 03/20/2024 V All V All V

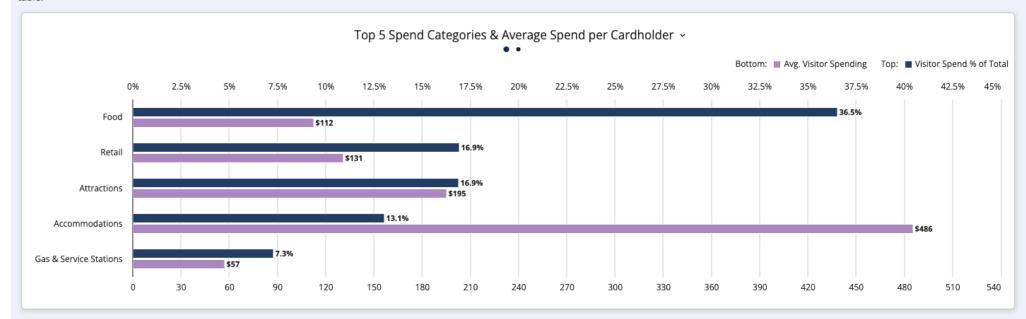
How do your visitation origin markets compare to visitor spending origin markets?

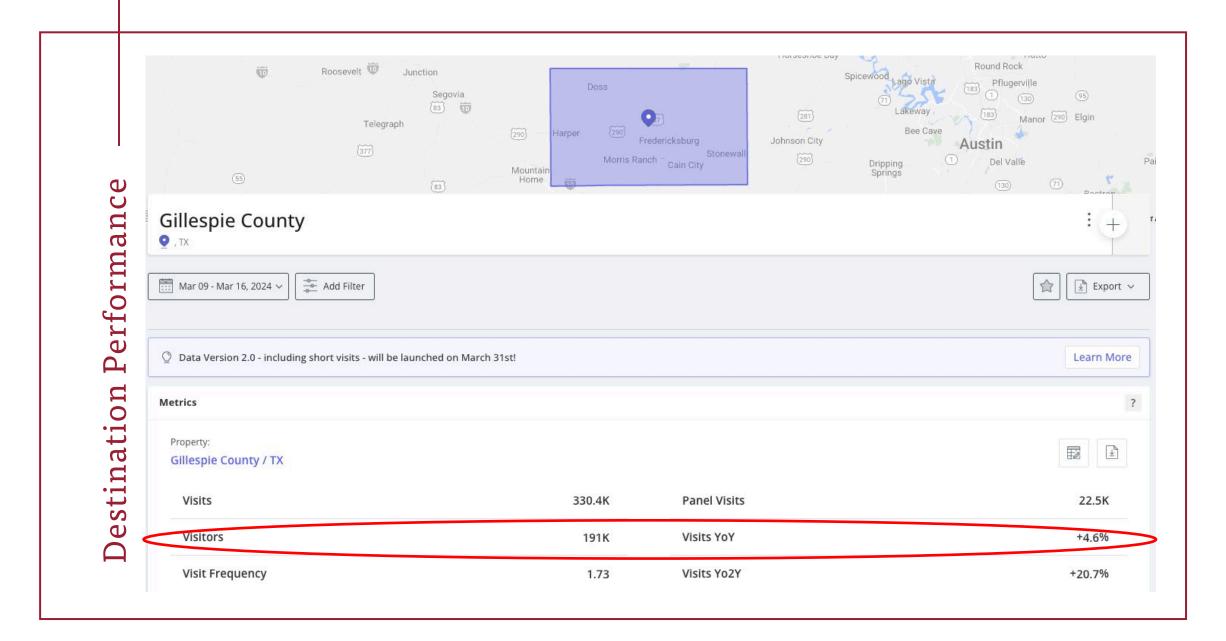
Source: Zartico Geolocation Data, Zartico Spend Data. Note: The insight below is filtered to show the top 10 Market Areas based on total visitation for the date range selected. Tip: Click into a Visitor Market Area to see the metrics by Visitor City. Toggle to the next insight to see all Market Areas in a table format, and click column headers to re-sort the table.

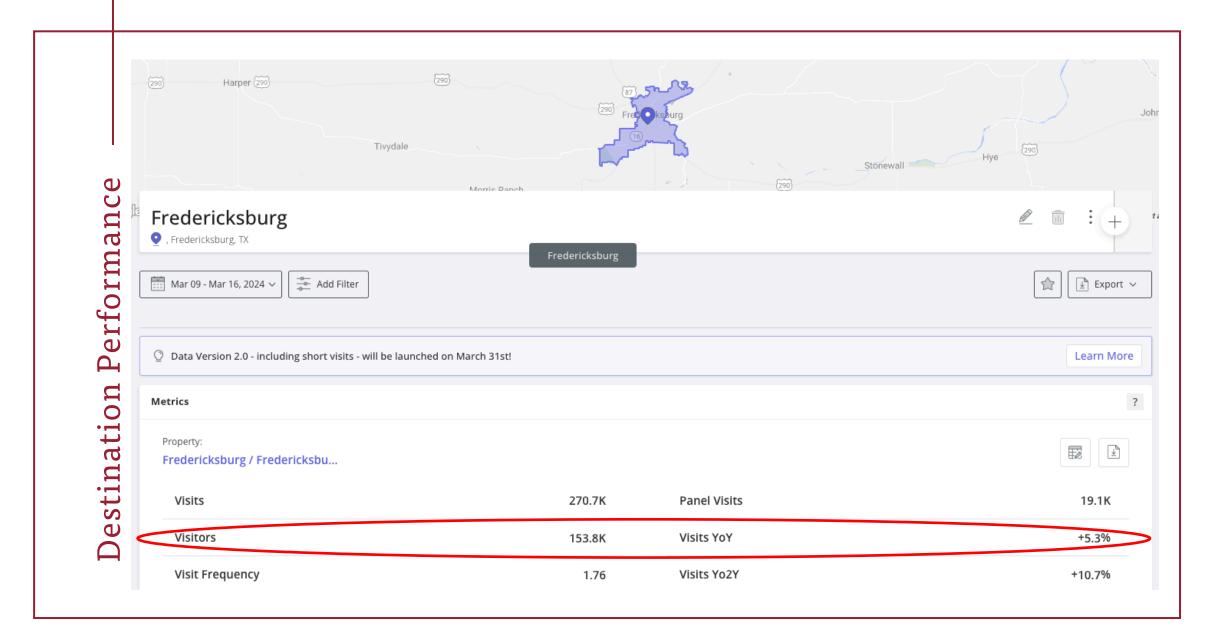


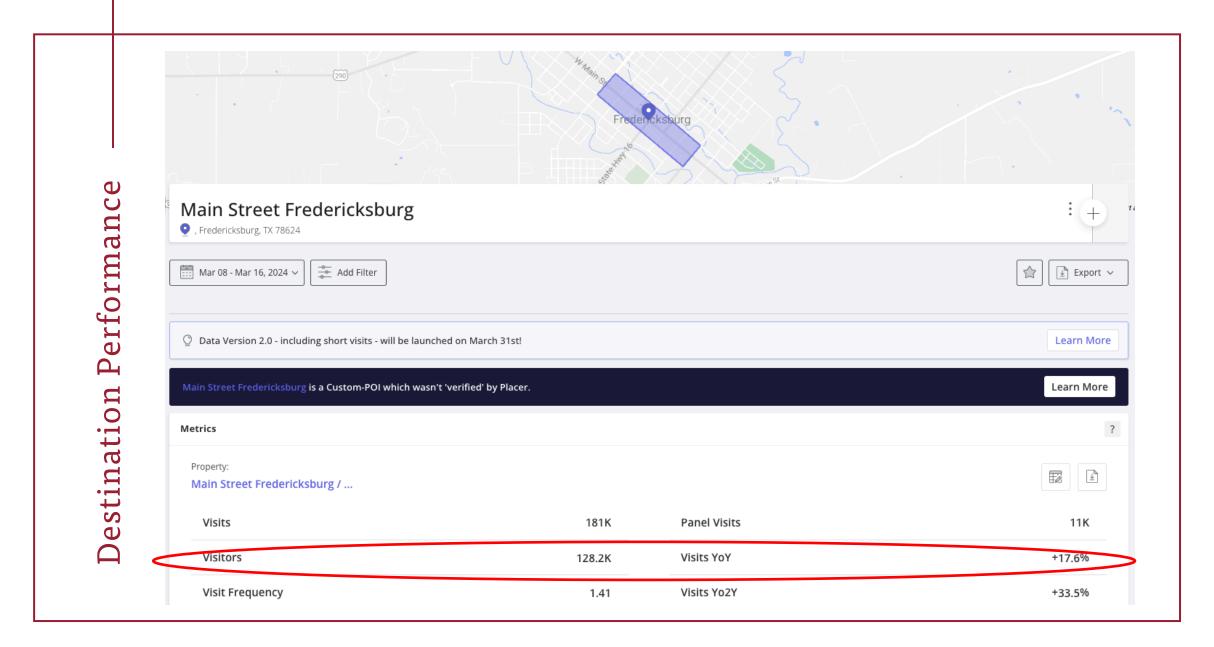
What are visitors spending money on within your destination?

Source: Zartico Spend Data. Tip: Click into a spend category to see spend by MCC in that category, or toggle to the next insight to see all categories in a table format, and click column headers to re-sort the table.









YTD – Sourced Leads / Room Nights vs. STLY				
YTD Leads YTD Lead Room Nights				
FY24	90	11,213		

YTD – Definite / Assist Bookings & Room Nights vs. STLY				
	YTD Bookings	YTD Room Nights		
FY24	44 / 53	4,649		

YTD - Smith Travel Research Metrics						
Occupancy ADR RevPAR Supply Deman						
FY24	54.5%	\$123.38	\$68.03	188,599	102,647	

YTD – Key Data Metrics							
	Occupancy ADR RevPAR Supply Dema						
FY24	36.4%	\$295.95	\$107.81	543,500	198,000		

YTD – Blended Metrics					
	Occupancy	Supply	Demand		
FY24	41.0%	\$237.63	\$97.58	732,099	300,647

SALES TAX COMPARISON SUMMARY - MARCH, 2024 (JANUARY SALES)

CITY	% change month	% change ytd	COUNTY	% change month	% change ytd
Fredericksburg	3.87	(1.21)	Gillespie	(1.75)	(2.03)
Kerrville	(3.61)	(4.40)	Kerr	(2.27)	(0.92)
Boerne	11.14	13.63	Kendall	4.80	9.16
Llano	9.75	1.87	Llano	9.96	2.22
Marble Falls	6.18	0.99	Burnet	4.48	3.24
Bandera	10.74	4.38	Bandera	(5.23)	(0.65)
Johnson City	2.90	12.78	Blanco	3.80	7.87
Brenham	2.62	8.84	Washington	(5.19)	(2.46)
New Braunfels	4.03	(8.29)	Comal	1.94	3.31
Rockport	(3.41)	0.03	Aransas	(4.02)	0.41
Corpus Christi	3.48	3.62	Nueces	3.02	3.68
Austin	(3.18)	(0.13)	Travis	(2.86)	(0.10)
San Antonio	6.01	2.51	Bexar	5.01	2.07
Houston	(2.47)	(1.61)	Harris	(1.88)	(1.18)
Dallas	(40.55)	1.79	Dallas	(11.98)	0.15
State (Cities)	(1.72)	0.89	State (Counties)	2.53	0.99

Shaded numbers are worse than ours.



Karyn Mayo
V.P. of Sales, Services and Strategic Alliances



Shannon Overby
National Sales Director



Dianne Sassenhagen National Sales Manager



Lauren Itz
Sales Coordinator, Domestic
Trade & Leisure



Kelly Criddle
Destination Services Manager

Sales

- American Bus Association
- Southwest Showcase
- Destinations Holiday & Travel Show
- Denver Travel & Adventure Show
- International Media Marketplace: UK & France
- Independent Planner Education Conference
- Sales Mission with Brand USA to Mexico
- Sales Mission with VSA to Germany & UK to promote Condor Direct Flight
- Smart Meetings
- Go West Summit

Missions

• Select Traveler Conference

- Dallas Travel & Adventure Show
- Texas Travel Expo
- Unite Marketplace
- Aspire Marketplace
- Small & Boutique Meetings

- Meetings Today Live
- US Travel's IPW
- Lamont AXS Show
- Oil & Gas Executives Conference
- Military Reunion Network
- Sales Mission with Brand USA to Canada

Partnership Opportunities

Participate in FAMs

- Host clients when in-town on site visits
- Attend Trade Shows alongside the FCVB team
- Work alongside the FCVB with Receptive Operators/BedBanks
- Provide "What's New" Updates for FCVB team to use at tradeshows
- Offer Gift Certificates for brand awareness in Silent Auctions

Trainings

- FTI Touristik Travel Agent training
- Frontier Travel Travel Agent training
- TX Workforce Solutions presentation to meeting planners

Destination Services New Offerings

- Created a midweek "Show Your Badge" discount
- Group Main Street Scavenger Hunt

Prospecting "Wins"

Golfing Group

- Globus working on an itinerary with SA for Globus largest tour operator in the world
- Ameriprise Financial booked 3 meetings for 2024
- Texas Workforce Commission Teams presentation to their meeting planners
- Bonotel Exclusive Travel

- From Vicki Sucher with Assistance League of Montgomery County: "We were very impressed with how both of you reached out to us to offer suggestions and help. It is not often that we get such assistance without having to ask for it. We all send our thanks for your ideas and help."
- From Kay Bilings, Bilbrey Tours: "I have been blessed to work with Kelly several times when we are bringing a motorcoach group to Fredericksburg. Her help has been invaluable. She is so prompt and efficient. She has helped me to find just what I need; whether that is a catered meal or a city guide. She truly believes in helping others to enjoy your beautiful little town. In my dealings with her, she has always done an outstanding job! . .Look forward to working with Fredericksburg CVB in the future."
- From Rhonda at Bilbrey Tours: "Thank you, thank you for this GREAT information... I am super interested in the St. Mary's Catholic Church. Kay will reach out to the church directly to discuss availability, etc. Kay will be in contact with you if we need to take you up on the 10-min step-on guide/ride down Main Street. I will definitely reach out to Kari Johnson to see what we can do in the future at The Preserve. This is too awesome not to add to a future tour. Thank you again for your assistance. It is industry professionals like you that make Bilbrey Tours "look good"."

- From Callie who will be getting married in Fredericksburg: "Hello! I received our goodies! I just wanted to reach out and say thank you again. I am so excited and I think the maps, information book and stickers are going to make the guest feel so special.:) I am truly grateful."
- GoWest Summit –Able to establish relationships with two well-known tour operators, Bonotel & TourMappers who are interested in Fredericksburg product. Currently creating SA/Fred itinerary with



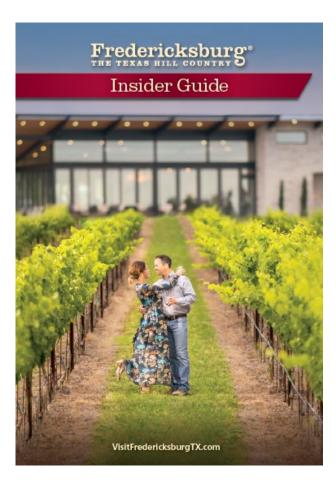
Amanda Koone
V.P. of Marketing and Communications



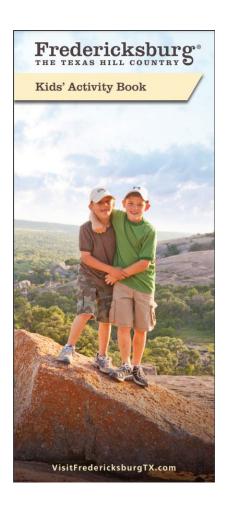
Taitum Trees
Marketing Manager



McKenzie Moellering Communications Manager







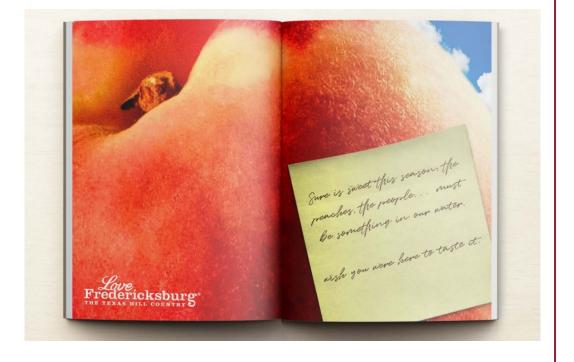
New Creative Territory



New Creative Territory







Newsletters Canada World Financial Post NP Comment Longreads Life Epaper Driving Manage Print Subscription

Texas boasts one of "most picturesque" small towns

With a population of 11,000, Fredericksburg is proud of German roots

Debbie Olsen, Postmedia News

Published Feb 15, 2024 • 4 minute read

■ Join the conversation











FEATURES

FREDERICKSBURG: A FEAST OF FLAVOR & COLOR

Story and photography by Shilo Urban

idiflowers bloom, wineries abound and upscale comfort food finds new expression in the small Hill Country town of Fredericksburg, a perennial crowd-pleaser where there's always something new to sip and savor. Menus full of seasonal, homegrown ingredients are not the exception but the rule here. Family-owned enterprises proliferate, and a spirt of local support enhances the rustic charm. Several buzzed-about eateries had opened in Fredericksburg since my last visit a few years ago, so I set out with some gifrifiends to discover the freshest new flavors around (and visit a few old favorities).

The sensory feast began at Honey Tree's Blue Sage property; a cluster of retor-col cottages about 10 minutes north of town. I stayed in an adorable wooden A-frame bungalow with a swinging papasan chair and a spiral staticase up to the loft's king-sized bed. An oak tree rose through the outdoor deck, and another set of steps led down to a lounge in the dry creek bed below, complete with a hanging daybed and oper-air bathtub (that I wasn't brave enough to try). Thoughtful dealis won me over. It is plants, fuzzy throws, a round window. From the copper cocktail shaker to the vinyl record player, the hideaway's vintage elements belie its 2023 birthdate. While the soon-to-open Albert Hotel on Fredericksburg's Main Street is deservedly drawing all the attention, the many cabins in the countryside are prefect for introvers like me who yearn for naturé's stillness. Next time I'd like to stay at Onera, a dreamy enclave of levated trevbouses and cocon-like domes.

But for now, there was only one decision to make: shopping or wine Both, of course, which is easy to accomplish or rederichsungs of sompact core — home to 150 shops, several tasting rooms and zero parking meters. The picturesque town a historic conservation success story, with numerous limestome buildings from the 1800s being actively reused. The German farmers who settled the area built cabins called "Sunday Houses"

for their weekend trips into town, where they attended church and bought provisions. Today, many function as businesses or upscale B&Bs. Twentieth-century relics are also preserved; Becker Vineyards has transformed an old Buick showroom on Main Street into a stylish tasting room decorated with the dealership's signage. After sippling a flight of six pours, we give the prize to the elusive Vioenier Beerry.

Next door is Piccolina, a cute-as-a-button Italian ice parlor. Making the leap from food truck to brick-and-mortar in summer 2023, Piccolina trades in small-batch flavors like orange vanilla bean and blood orange hibiscus — all made with fresh, natural ingredients. For a fizzy treat, try a scoop in a glass of prosecco.

Two blocks away, we looked up in awe inside Carol Hicks Bolton Antiquities, an artistically current dwarehouse of architectural treasures and furnishings from Europe and beyond. Carved doors, elaborate windows and library cabinets were all waiting to be repurposed as decor. It's conveniently across the street from Blackchalk Home and Laundry, another airy furniture store with adventurous finds. Situated in a century-old laundry building, it's anchored by a neonrous old-timey sheet press out front.

After admiring technicolor cowgirl boots at Allens Boots and dog-dessert shaped sculptures at the upscale restaurant Vaudeville, cocktail hour had arrived. We grabbed bar seats under whiskey decanter chandeliers at Chase's Place, an intimate wooden hangout established in spring 2020 (good times!). Chase regaled us with stories, waving his arms for emphasis while also managing to mix prim cocktails named after jazz songs and music by Phish. I sipped the Story of the Ghost, a tequila libation with elderflower liqueur and agave. It was tangy and strong — but I coveded my neighbor's Mustang Padre for its flaming presentation in a bizare goat Tiki mag. I wanted to try the ebuffee corn dog battered egs and the beef poutine with coffee gravy, but our dinner reservations were calline.



s Bar Bus from Hill & Vine



s Boots' multihued cowgirl selection



lla Campagna Italian restaurant opened in 2023, the latest venture of John and Evelyn Washbu



360westmagazine.com February 2024

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As I scoured shops in big cities and small towns, a roster began to form: In Amarillo, I came across Marfa Nights by Allie Falcon, an artist from Lampasas who worked with a pourer in Richardson to evoke "the wanderlust you feel stargazing out in Marfa, Texas, with a whiskey drink in hand." Fredericksburg, as it turns out, is a hotspot for candles. On a recent trip, I picked up varieties by homegrown brands including Circle E Candles, Hill Country Herb Garden, and Fredericksburg Farms. The family behind the Burlap Bag in Austin sent two of their signature hand-poured scents:

Somebody in Texas Loves Me and Texas, Y'all. A few candles eluded me. I failed to get my hands on the frequently sold-out Buc-ee's Beaver Nuggets, which can fetch nearly \$60 on resale sites, and I bent the rules for the popular Texas candle from Homesick, headquartered in New York, because I thought it would be a good outsider comparison. It got lost in the mail.

Surprisingly, the hardest part wasn't picking up on the scents, but rather picking a winner. Live in Concert and Marfa Nights tied in the first category, "Sense of Place," followed closely by Someone in Texas Loves Me and Stockyards, another contender by Rustic Charm Candles. For "On the Range," H-E-B's three-wick Texas Campfire narrowly beat Waterfall Scents' Texan Cowboy, which, to quote one of my single friends, "smells like a man—I like it." The last two categories were more straightforward: Fredericksburg Farms swept "On the Farm" with its subtle Hill Country Lavender and H-E-B fittingly took home the title for "On the Table," winning over even non-coffee drinkers with Cafe Olé. Manready Mercantile's Texas Campfire received an honorable mention for its clever branding and unique vessel in the form of a paint can.

Southern Weekend Getaways To Escape the Winter Blues

Even with the headwinds of a shaky economy and busy holiday season, vacation travel shows no signs of slowing down, with 71% of Americans planning to travel more towards the end of 2023 than last year.

However, budget is still top of mind for travelers struggling to cope with rising inflation. Almost half of people planning to vacation this season cited cost as the primary influence over the length of their trip, according to a recent survey by Vacasa. With many people planning shorter journeys closer to home, weekend getaways can provide a relaxing escape without burning a hole in your wallet.

When planning a weekend getaway, the ease of travel is crucial. No one wants to add stress to their vacation. These mid-size cities make for an ideal venue for your weekend trip with easy-to-get-to locations. If you only have a few days to visit, you want to get a good grasp of the destination instead of feeling your sightseeing list is unattainable. The size of these cities isn't overwhelming to navigate.

When planning your winter vacation, the warmth of the South can be felt not only in the weather but also in the culture.

Fredericksburg, Texas

If you've heard the comparisons of Fredericksburg being "the new Napa," you haven't heard wrong. The mineral-rich soil and the dry weather are ideal for growing grapes. You can sip on local-made wines, shop along Main Street, and feel right at home in the small-town feel of this German settlement. And with its unique German history, Fredericksburg has only grown over the years as tourists have enjoyed various activities.

"There's a good reason Fredericksburg has recently been voted the most picturesque small town in America by North Carolina Travel Guides," shares Kim Croisant, travel writer and founder of Texas Travel Talk. "And it's hard not to fall in love with this charming town as soon as you arrive. Main Street is the center of attention, with many boutiques, restaurants, and wine-tasting rooms on every corner. You may want to plan your next trip to Texas Hill Country. And, if you're going for the wine, you're in luck - there are over 100 wineries in the Hill Country, and 60 are in Fredericksburg."

Lots of family-run businesses provide one-of-a-kind restaurants and bed and breakfasts. You can hop on a shuttle along 290 and tour vineyards and wineries. Enchanted Rock will put a stamp in your National Parks Passport and allow you to take in scenic views of the lush hill country. You can brush up on your history while visiting the National Museum of the Pacific War.

WEALTH OF GEEKS

Fredericksburg: Small-Town Charm – And An Unlikely Entrepreneurial Success Story

November 9, 2023 by Emily Herrig



Dietz Distillery

Fischer & Wieser: A Fredericksburg Success Story

Case Fischer joined Mark Wieser's company back in 1979 with the job of harvesting peaches. Case became intrigued by the customers' enthusiasm over the products made from fruit right out of Wieser's orchard. Seeing the potential, he knew he would return after college to continue working with Mark.

After studying food science and marketing at A&M University, Case returned to Fredericksburg to become Wieser's business partner and company visionary. Case's vision helped expand the roadside fruit stand into what people now know as Fischer & Wieser Specialty Foods, Inc.

When Case met Deanna at A&M, he told her he planned to move to Fredericksburg and work in the jelly business. Their relationship flourished, and they ended up marrying. And true to his word, Case returned to Fredericksburg with Deanna, who joined forces and became the CEO.

Fischer & Wieser grew from selling only jelly to a company doing \$25 million in annual revenue, creating 95 jobs and a catalog of over 150 products distributed throughout the United States, Mexico, Canada, and beyond.

The oldest son, Dietz, added Dietz Distillery by creating fruit-based spirits with homegrown and locally sourced ingredients. When you visit Fredericksburg, the distillery tour is a must-see.

Dietz is a master of his craft, and it shows as he explains the origins of their signature peach brandy or the detailed process of combining old-world distilling techniques with fresh ideas and ingredients. Dietz, alongside his sister Elle Fischer, created a small artisan spot with unique blends of liqueur and spirits. Their commitment to sourcing fruit only from local Texas orchards is impressive.

85.5 million

TOTAL CONSUMERS REACHED

This cumulative number represents the total number of consumers reached since October 2023 including print circulation and digital visitors per month.

This cumulative number represents the total advertising equivalency for articles produced since October 2023 including pint and digital advertising.

\$ 605,356.00

TOTAL EARNED MEDIA VALUE

MEDIA MARKETING REPORT - JANUARY 2024

GEIGER & ASSOCIATES PUBLIC RELATIONS

- If restaurants will be open for the Eclipse, please let us know asap. 830-997-6523 or visitorinfo@fbgtx.org
- Eclipse glasses are now available at the Visitor Information Center. Quantities are limited and distribution is capped at 10 pairs per visitor. Any extra eclipse glasses will be provided to city staff at Marktplatz, prior to April 8, 2024.
- National Travel and Tourism Week / May 19-25, 2024
- Please submit any 2024 Events on VisitFredericksburgTX.com as soon as possible.
- As always, if partners need brochures for distribution in their business, please let us know and we can drop some off. If they have a rack card or brochure for their business, we are happy to display it in the Visitor Center.

Around the Room

Partner Updates

Q&A

Fredericksburg®

Texas Heart. German Soul.

Thank You

Fredericksburg CVB Partner Meeting

MARCH 20, 2024