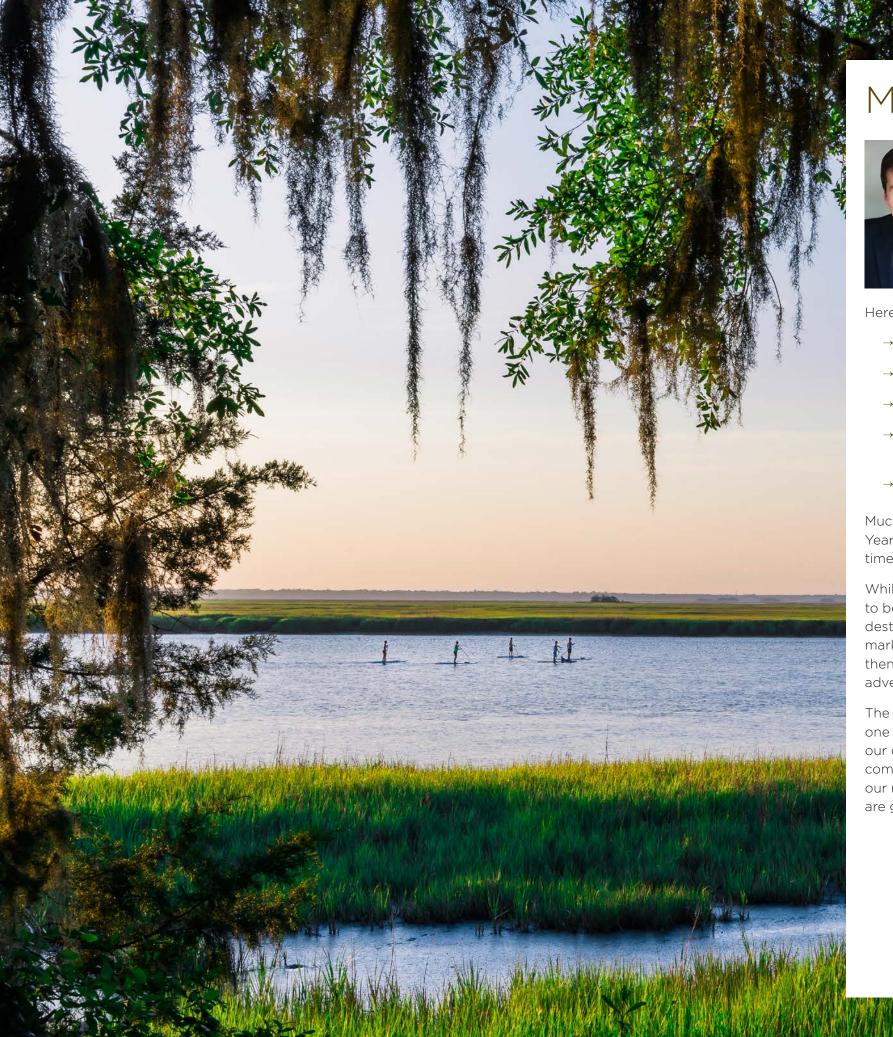
Golden Isles Convention and Visitors Bureau

2017 Marketing Plan





Message from the President



ver the past six years, the Golden Isles Convention & Visitors Bureau (GICVB) has worked strategically to establish Golden Isles as a brand synonymous with destination travel. Harnessing the power of the four Georgia barrier islands and mainland city of Brunswick collectively has strengthened the region's tourism, created jobs and grown the intent to travel to the Golden Isles exponentially. The GICVB is the dedicated driver of sustaining the tourism industry and is focused on improving the quality of life for our residents by advocating for best management practices in the community.

Here are a few statistics to demonstrate how tourism is essential to the Golden Isles' economic fabric:

- \rightarrow In 2016, we welcomed 2.8 million visitors, up from 2.2 million just a few years prior.
- \rightarrow 20,000 local jobs are created and sustained as a result of visitor spending
- new businesses, renovations, expansions in recent years
- \rightarrow Tourism is the #1 economic driver in Glynn County, GA

Much of our recent focus has been on increasing overnight visitation during shoulder and winter seasons. Year-round tourism brings stability to our businesses and reduces pressure on capacity during peak times. This strategy has been effective for the Golden Isles and will be a continued focus of the GICVB.

While the Golden Isles brand has come a long way in a short period of time, there is still much work to be done toward our mission of making the Golden Isles a successful, nationally recognized resort destination. The regional recognition of the brand is now strong and was established through a marketing method that started with solid research into Golden Isles' appeal to potential visitors. We then use that research to make data-driven decisions about the content and placement of Golden Isles advertising. As resources allow, we spread the brand to new markets.

The Golden Isles Convention & Visitors Bureau is all about partnerships, and the GICVB has ignited one of the most robust and successful partnership programs in the tourism industry. Through our cooperative marketing efforts, we are able to spread our message further than many of our competitors. On behalf of the Golden Isles CVB board of directors and our staff, we are proud to share our marketing plan. The plan provides insight of where we've been, where we are now and where we are going. It is a vision for the future of Golden Isles tourism.

→ Visitors spent \$1.3 billion in the Golden Isles this past year, up \$200 million in that same timeframe.

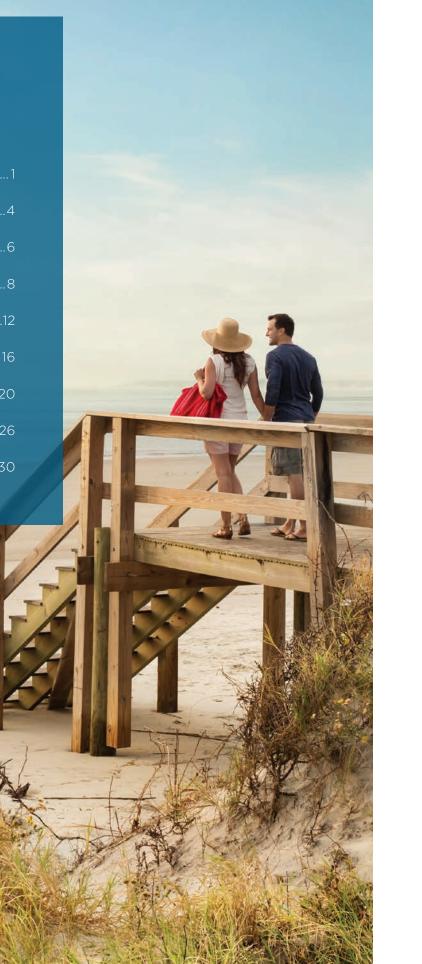
 \rightarrow Nearly \$1 billion has been made by private & public investors in new hotels, conference centers,

loff Munde

Scott McQuade President and CEO Golden Isles Convention & Visitors Bureau

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About the Golden Isles CVB

The Golden Isles Convention & Visitors Bureau (GICVB) is the official destination marketing organization dedicated to promoting tourism in Glynn County, Georgia.

Mission: To promote the Golden Isles to become a nationally recognized resort destination. We advocate for the best quality visitor experience to remain competitive and protect the economic sustainability of the community.

Shared Vision Statement: Working together to make the Golden Isles an exceptional place to live, work, and visit by strengthening our communities and by enhancing the quality of life.

The Golden Isles Convention & Visitors Bureau is responsible for driving and growing the \$1.3 billion in visitor spending that employs more than 20,000 people in tourism in our region. GICVB is an accredited member of Destination Marketing Association International. The CVB is primarily funded by accommodations tax paid by visitors staying in local lodging, as well as cooperative advertising opportunities with the GICVB. The Golden Isles CVB would not be successful in its mission without the partnerships of Glynn County, City of Brunswick, hotels, attractions, airports, restaurants, retail and community partners.

The Golden Isles CVB is focused on optimizing use of our partners' overnight accommodations to stimulate the economy. We are focused on attracting overnight guests, as they have a greater impact on the overall economy and create less demand upon the community infrastructure. We acknowledge day visitors do travel from within the county and neighboring counties in large numbers to enjoy the same amenities of the overnight traveler, but the GICVB does not focus its resources in stimulating local travel.

Our marketing systems have been set up to be able to read, analyze and quickly adjust to the market to maximize the impact of every dollar spent promoting visitation to the Golden Isles. Our team is overseen by the CVB Board of Directors, who keep us focused on the mission at hand.

Scott McQuade has been leading the Golden Isles CVB since 2011 as the CEO. Under his leadership, hotel tax collections have grown by over 50% and tourism is running at all-time record levels. McQuade has focused on establishing the Golden Isles brand by bringing community partners together under a unified focus and vision. He has also built marketing systems designed to grow the Golden Isles brand platform and visitation to the area.



Lodging Tax Total by YEAR OVER YEAR Comparison

The team at the Golden Isles CVB gathers data in order to understand current visitors and potential visitors, adjusts its marketing campaigns to maximize effectiveness and continually monitors data to make real-time adaptations to the strategy. It is a system that has resulted in an increase in visitation, intent to visit the Golden Isles and a growth in the Golden Isles brand as a destination of choice.

Objectives:

The Golden Isles CVB seeks to:

- \rightarrow Bring Georgia's growing film industry to the \rightarrow Serve as an economic engine for Glynn County, GA Golden Isles, maintain a positive relationship with \rightarrow Drive hotel stays, attraction visits, restaurant, golf the national & local film community and recruit course and retail spending, event and wedding new film opportunities that drive local spending in attendance and all things that contribute to the our community
- local economy and create jobs in Glynn County
- \rightarrow Grow the brand platform for the Golden Isles in the region and expand its reputation and brand recognition nationally as a destination of choice
- → Engage community members and local leaders in a sustainable plan to improve the quality of life for → Create, recruit and grow sporting and yearresidents of the Golden Isles through adopting best round events in the Golden Isles that bring practices in facility management and planning in overnight visitors
- \rightarrow Fill the convention centers, meeting rooms and event spaces in Glynn County with business that drives hotel stays and local spending



- \rightarrow Shine a spotlight on the Golden Isles as a destination for leisure, meetings and sports events through regional, national and international media coverage highlighting the local attractions and reasons to visit the Golden Isles
- \rightarrow Expand events that drive visitation and bring cultural opportunities to the community



he Golden Isles CVB is the tourism marketing arm of Glynn County. This is a responsibility taken very seriously by the entire CVB team. The marketing system utilized by the CVB has three major elements to maximize the effectiveness of the CVB's marketing dollars.

Visitor Research - The CVB engages one of the most respected research agencies in the travel space, RRC Associates, to gather details about visitors and potential visitors to the Golden Isles. We gather data on visitors' demographic characteristics, trip characteristics, information sources used to plan the trip, spending patterns, booking and accommodations patterns, geographic residence of visitors, activities participated in during the trip, length of stay, and satisfaction with various attributes of the Golden Isles area. The last research was conducted from 2012-2014, with a new round of research planned for 2017. A total of 4,238 completed surveys were gathered in the initial research effort, including 2,203 kiosk surveys and 2,035 online/Facebook surveys.

About the Visit

Visited St. Simons 10% Sea Island



Jekyll Island



Golden Isles by the Numbers

44% 77% 75% Enjoyed Laid Back Feel Most Visitors About the Golden Isles Visitor from Visit for Highly Likely to Enjoyed Scenery Most Georgia Recommend Recreation **35%** Empty Nesters OVERNIGHT VISITORS Out of 5 - Overall Cleanliness **77%** Highly Likely to Return Out of 5 – Lodging Quality 72% Went to the Beach Average Number of Visits WITH CHILDREN Plan More than a Month Out **69%** ATE OUT 53% Shopped \$113,458 Average Household Income Average Age of Visitor AVERAGE NIGHTS SPENT **Data-Driven Decision Making** - The CVB uses the data gathered from the research to make major decisions about brand, audience and strategy. The 2011 and 2014 shifts in brand and targeted audiences were driven by the research data. This resulted in visitors staying longer and spending more money to help reach Spent Per record levels of tourism economic impact in the Golden Isles. Visiting Party 25%**Real-Time Feedback** - The CVB has also set up real-time data feedback to make guick adjustments to the marketing strategy. Online analytics, hotel tracking data, industry partnerships and community input VISITORS factor into the weekly and even daily decision making at the CVB to allow for course correction on the Average Number of People in Party FROM marketing expenditures. This means that precious time and money is redirected to the highest performing ATLANTA marketing initiatives. This also gives the CVB the ability to test new marketing initiatives, constantly innovating and moving the community forward in a highly competitive industry with a cutting-edge, highly responsive marketing system.















Building the Golden Isles Brand

Building the Golden Isles Brand

Background

While the name "Golden Isles" dates back to the early 1700's, only in recent years has there been a focus on marketing the region and all of its assets together. This form of regional marketing has proven to be successful around the world and elsewhere in the southeastern United States. Strong examples of regions that draw great parallels to the Golden Isles include the Florida Keys and Outer Banks. These destinations have worked for decades to build their brand around the sum of the assets within their region. Marketing the region and the sum of the parts has its benefits, including:

- → Stronger cumulative marketing power
- → Greater ease of brand recognition and recall
- \rightarrow Increase in net promoter score due to greater brand recognition
- \rightarrow Greater awareness of all assets in the region resulting in longer stays
- → Increase in intent to return due to awareness of other things to do / places to stay in the region
- \rightarrow Stronger ability to encourage cross marketing and use of assets

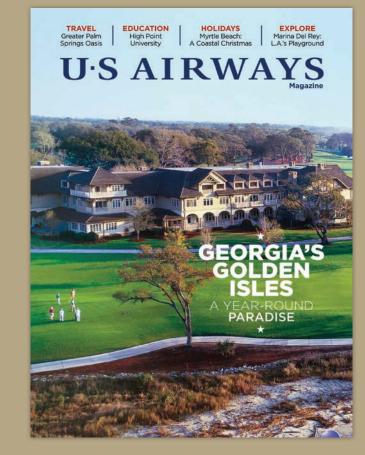
The Golden Isles CVB works every day to unify the region behind the Golden Isles brand and raise awareness of all the destination's assets appealing to a visitor. With a unified long-term vision for the region, Glynn County has reached record heights in tourism dollars coming into the county and local jobs in tourism.

Rebranding Golden Isles

In 2011, the Golden Isles CVB undertook an extensive brand research project and rebranded the community to the "Golden Isles." This simplified the brand for the visitor and incorporated Brunswick into the Golden Isles brand. Previously, the name was "Brunswick and the Golden Isles."

The rebranding also updated the look and feel of the creative elements of the brand to better appeal to a new audience identified by the research. The new desired targeted audience would be more likely to spend more money and stay longer in the Golden Isles. The rebranding left no stone unturned with everything from the welcome centers, the airport, and many private businesses being renamed and rebranded down to a new line of merchandise being created specifically to create Golden Isles advocates. New creative for advertising materials was developed, a new logo designed and a new website launched under the new brand.



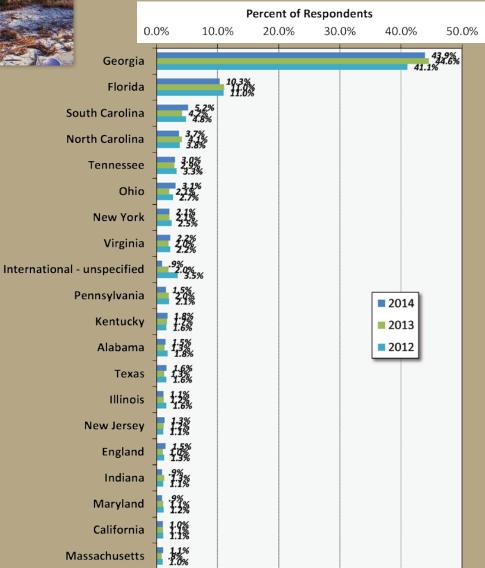


There is still much work to be done. About two thirds of overnight visitors to the Golden Isles come from the Southeast and the majority of those were from within Georgia. Growing the brand beyond the Southeast region will be a primary focus to reach the goal of making the Golden Isles a nationally recognized resort destination.

Building the Golden Isles Brand

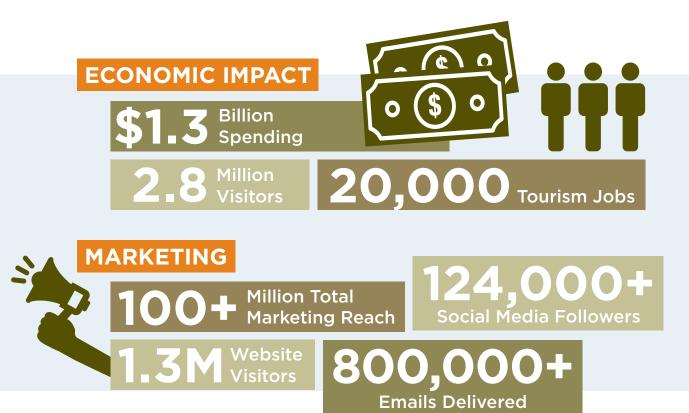
Today the Golden Isles brand stands stronger than ever before. Regional recognition of the Golden Isles as a resort destination is at an all-time high, bringing visitors from the Southeast in record numbers.







Key GICVB Accomplishments





Golden Isles Accolades

» Travel & Leisure Best Islands in the Continental US and Canada

St. Simons

- » USA Today Best Coastal Small Town (#2)
- » Conde Nast Traveler Best US Islands for Family Vacation

Jekyll Island

- » Southern Living The South's Most Secret Beaches
- » Coastal Living Beach Retreats for Families

Historic Brunswick

- » USA TODAY Best 4th of July Festival
- » Travel + Leisure America's Most Romantic Towns

Sea Island

- » Travel + Leisure World's Best Hotels
- » U.S. News & World Report's Best Hotels in the USA - #1 The Lodge at Sea Island

Golden Isles CVB Awards

- » Paul Broun Award for Marketing Initiatives -Georgia Governors Tourism Awards
- » Community Image Award Rotary Club St. Simons
- » Bill Hardman Sr. Tourism Partnership Champion Award



Annual Golden Isles Events

- » Island Treasures -**January and February**
- » Southeast Georgia Health System Bridge Run - February
- » Blessing of the Fleet May
- » Turtle Crawl Triathlon & Nest Fest - May
- » Georgia Sea Island Festival June » 4th of July Celebrations - July

- What Visitors Are Saying
- **Facebook:** 110,000+ Followers **Twitter:** 5,400+ Followers **Instagram:** 9,200+ Followers **Pinterest:** 1,800+ Followers
- You YouTube: 550,000+ View Tube Activities in the Golden Isles Video

Still dreaming about a return trip to the @goldenisles."

Twitter: @danahfreeman



» Jekyll Island Shrimp & **Grits Festival** - September

» Brunswick Rockin' Stewbilee - October

» St. Simons Island Food & Spirits Festival - October

» The RSM Classic - November

» Jekyll Tree Lighting Festival & Holidays in History - Nov/Dec

> Even though I have only visited there a few times it feels like home!"

Instagram: cbair5

I believe the Golden Isles is the most beautiful place on earth."

Facebook: Beth Merr

No stress at the Golden Isles...peaceful... comfortable...beautiful, a special place for nice memories."

Key GICVB Accomplishments

Facebook: Maria Duran

@goldenisles has the most beautiful places to photograph."

Twitter: @Tamara Gibson



Partners & Cooperatives

he Golden Isles CVB simply would not be as effective without the dedicated partners that support the mission of the GICVB. In 2017, the cooperative marketing program established by and run through the GICVB will extend the marketing budget of the Golden Isles CVB by over \$400,000 and include 50 marketing partners.

The cooperative marketing program was developed in 2011 with the goal of increasing the reach of the Golden Isles brand in order to positively effect the economic impact of tourism in Glynn County. The program is a mutually beneficial best practice in the tourism industry that extends the reach of the destination by partnering with local tourism entities that could not spread their marketing message as far without a cooperative marketing program. The CVB and its partners benefit through cooperative marketing by...

- → Increasing the size (i.e. print presence) and impact (i.e. impressions) of the advertising purchased
- → Extending the media buy to reach more people in more places
- → Increasing the intent to travel by including the partners that convert browsers to travelers
- → Decreasing the costs by obtaining discounts through larger media purchases
- → Sharing the cost of more expensive media placements that are difficult to purchase alone

Examples of past Cooperative Advertising Placements:

AJC Cooperative Targeted Email



Spring is here, and it's the perfect time to plan a coastal road trip. Plan your sunshine-filled getaway along the Georgia coast, and stop by our favorite destination: the Golden Isles. <u>Learn more</u>.

Featured Lodging Specials



Summer Family Getaway 20% Off Jekyll Island Club Resort The Georgia coast is the perfect vacation destination this summer! Whether your crew wants to relax on the beach or ride the waves at the waterpark, the Jekyll Island Club is the place to be. Call (R88) 292-7566 or visit www.jekyllclub.com for more information.

Surprise Someone You Love with an Island Getaway

Surround yourself with tropical beauty and modern amenities at this historic, oceanfront resort on St. Simons Island. Experience award-winning Southern Hospitality with a variety of accommodations for your memorable vacation.



Call (800) 342-0212 or visit <u>www.KingandPrince.com</u> for more information.

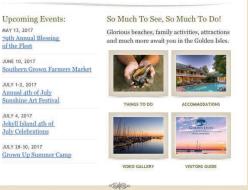
Golden Isles in the News:



The Golden Isles Wins Big with Southern Living Southern Living released its list of the "South's Best," and it's no surprise to use to see that the Golden Isles is represented in many categories. <u>See who our local winners</u> are.

Guide to the Best Spring Ever The best ways to enjoy the season in the Golden Isles? Beaches. Nature. Relaxation. <u>View our guide</u> to the best spring ever for more inspiration.





22017 Golden Isles CVB, 529 Beachview Drive, St. Simons Island, GA 31522

US Airways Magazine: 340,000 Printed, Read by millions of travelers





76 NOVEMBER 2014 | USairwaysmag.com

Cooperative Leisure Travel Ad Placed in Targeted Publications



Partners & Cooperatives

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can day islan Precr Litt bird bird duri

re Marina on S. Simon Iahnd, Little 51. Som Hand ia a paired in Hait Teamington Hand and a paired in Hait Teamington nucleid for nearly 100 years. The Lodge we thin 1970 by the owner of Eagle Perceit mpany, who bought the 10,000-acre iahnd area the teach trace of Meni initial less catef di that the cedar on the iahnd was not eld or parents, the owner decided to keep iahnd as a arterat for family, friends, and cagues. Today, a maximum of 22 guests stay on the iahnd in the six extrags, and tripper can speed a day of ceptoring intische being a faronize beatment beats.

Little St. Simons Island is a favorite of birde the world over. With such a large and divers bird population, the Lodge hosts enthusiast and experts twice a year for week-long semiduring the spring and fall migration seasons Just a short drive across the causeway fro St. Simons Island is **Sea Island**, horne to th

world-famous, five-star resort The Cloister at Sea Island and the five-star, five-diamond The Lodge at Sea Liand Cdf Club — both of which were named to Trorel + Leisure's 2014 list of the World's Best Holels. Surrounded by the breathtaking beauty of Sea Island, guests enjoy luxurious accommodations, amenities, and activities such as termis, fishing.

achting, and vater excursions. After taking part in he Golf Performan



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instruction, golfers will want to hit the champ onship courses at Sea Island Golf Club, inclus ing the Seaside, a links course with ocean views in the tradition of St. Andrews.

airwaysmag.com | NOVEMBER 2014 77



Get Married in the Golden Isle





GEORGIA rhether you and your significant other are looking or an on-the-baach, boss in the -and ceremony of lucury indoor event, the Golden Isles has plenty ceremony and reception venues to choose from. plore traditional and unique locations for a genui Golden Isles destination wedding today!



Objectives & Initiatives

he Golden Isles "core visitor" is the traveler from the southeast region, spending 3-4 nights in the Golden Isles, typically during peak season with a high likelihood of a return visit. The backbone of the tourism economy in Glynn County, this visitor must always remain a focus for our marketing efforts in 2017 and beyond. Reminding this regional visitor of their love for our destination and inviting them to return is essential to maintaining a core group of visitors for the Golden Isles. This group acts not only as the economic core of Golden Isles tourism, but also as the ambassador core of our brand. GICVB will remain in constant contact with this group and provide them with the tools they need to be great ambassadors of the Golden Isles.

In addition, GICVB will launch new objectives in 2017 that will be layered on top of our existing marketing efforts to grow the diversity of markets and audiences visiting the Golden Isles.

Objective: Increase Visitation & Golden Isles Brand Awareness in the Northeastern and Midwest of the **United States**

One of the primary areas of concentration for growing the Golden Isles brand in 2017 will be in the Northeast and Midwest of the United States. These areas have a high concentration of people looking for beach getaways, laid-back getaways, golf vacations and family reunion locations. This audience also has a higher household income and more discretionary leisure time. Visitors from the Northeast and Midwest are more likely to visit via the Golden Isles Airport, stay for longer, come during winter and shoulder seasons and spend more money. As a result, GICVB will be focusing on this area of the country as a new source for visitors to the Golden Isles.

Objective: Increase Shoulder and Winter Season Visitors

Golden Isles CVB has worked for years to place events and groups during the shoulder and winter seasons. A recent initiative to market the Golden Isles to leisure travelers during these off-peak

seasons has resulted in strong growth in the less busy months. In 2017 and beyond, GICVB will continue to grow its emphasis on the months that have more capacity working towards the goal of making the Golden Isles a year-round destination. This will help to relieve pressure on peak time periods and allow more businesses to have a year-round steady flow of income.

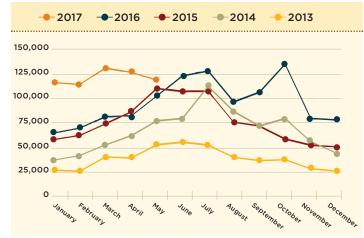
2017 Initiatives

In order to achieve the new objectives for 2017 and beyond, GICVB will launch the following initiatives. These initiatives reflect a commitment to industry best practices and next practices aimed at meeting the needs of future visitors and enhancing the marketing tools available to the Golden Isles region.

» New Website - In 2017, the Golden Isles will launch a new responsive-design website designed from the mobile device on up. The majority of visitors now access GoldenIsles.com from mobile devices and that experience must be our top priority for the user experience. The site will also work beautifully on tablets and desktops/laptops. New photography and storytelling will inspire website visitors to become Golden Isles vacationers.

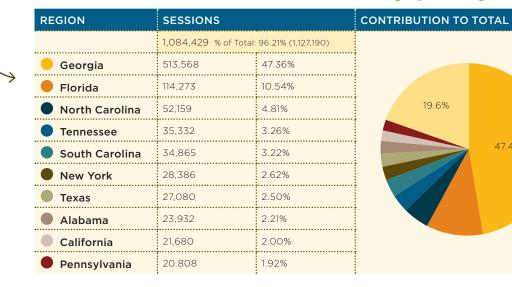
The graph below shows the growth trend of the GoldenIsles.com website. A new site will help continue this trend and better serve our online visitors.

Visitors Over Time



- **» Expanded Digital Platforms** While the printed visitors guide is still the #1 travel inspiring product in our industry, digital has become essential for converting the inspired traveler into a visitor. These platforms are essential in supporting the objective of reaching the Northeast and Midwest audiences where mass media is not cost-effective for the Golden Isles. The incredibly highly-targeted capabilities of digital advertising make reaching the exact right match for the Golden Isles possible and affordable. GICVB will dedicate additional resources to expand our digital platforms including...
- → Conducting new research into how our potential visitors consume digital media
- \rightarrow Launching a new responsive design, mobile-friendly website
- \rightarrow Growing social media followers and referrals and integrating social further into the media strategy
- → Adding in new social media platforms
- \rightarrow Focusing on owned media audience growth
- → Integrating the new Northeast geographical region into the digital marketing strategy

The graph below shows the geographic origin of GoldenIsles.com digital visitor. A campaign in the Northeast and Midwest will help grow those portions of the pie.



- » Proactive Public Relations Outreach Over the years, the Golden Isles has received wonderful media coverage and accolades. However, the media landscape has changed drastically in the past few years and a new strategy to obtain national brand recognition for the Golden Isles as a destination of choice is needed. In 2018 GICVB will engage Public Relations professionals to:
- \rightarrow Work with the Golden Isles team to create a new editorial content calendar that can be used for proactive pitching coverage
- \rightarrow Develop a new press kit for Golden Isles with key messages for the mass media
- \rightarrow Work with the Golden Isles team to create a "Most Wanted" media list that targets GI's key audiences
- \rightarrow Bring in journalists and key online influencers to the Golden Isles for Familiarization Tours or "Fams"
- \rightarrow Actively pitch media outlets for top 10 lists and accolades for the Golden Isles
- \rightarrow Pitch media in key travel markets such as Atlanta
- \rightarrow Report on all media coverage of the Golden Isles, working towards established goals for coverage

~

Geographic Origin of Visitors

47.4%

» Ongoing Focus: Golden Isles Quality of Life

The Golden Isles Convention and Visitors Bureau is committed to improving the quality of life of local residents through the growth of tourism's economic impact. Already, 20,000+ locals rely on the tourism industry for their livelihood, making it the #1 industry in Glynn County. The growth of tourism means more jobs, more money coming into Glynn County and a higher quality of life for all. GICVB works with local partners and the community to ensure the impact of tourism has a positive impact on our daily lives by...

- → Growing tourism during shoulder and winter seasons to stabilize businesses and incomes, while avoiding over burdening the region during peak times.
- → Marketing to visitors that will spend more money and stay longer to increase the economic impact per visitor.
- → Enhancing the Golden Isles brand beyond the Southeast to provide greater economic stability to the region with visitors coming from more markets and a wider variety of income brackets.
- → Spearheading community improvement projects such as gateway & signage improvements, litter control, master planning of prime visitor and resident areas such as the Pier Village, East Beach, Downtown Brunswick.
- → Being the catalyst of private and public investment into the region to attract lowimpact industries that complement our natural surroundings.
- → Support smart growth concepts, best planning practices and complete streets initiatives to protect and enhance the brand.





Group Tourism, Film Industry, Sports & Meetings

Group Tourism, Film Industry, Sports & Meetings

hile leisure tourism is the #1 driver of tourism in the Golden Isles, business meetings, sporting events, group tourism and the film industry contribute reliably to the \$1.3 billion industry. GICVB's sales team works to recruit these economic drivers to the Golden Isles in a competitive space with the assistance of local partners and government officials. Below, we've highlighted just a couple of the many events the GICVB will be involved in promoting, creating, recruiting or growing for 2017/18:

Southern Grown

September 1-3, 2017, Sea Island

- \rightarrow A Celebration of All Things Southern
- → Award-Winning Chefs & Musical Talent

RSM Classic Official PGA Tour Golf Tournament

November 13-19, 2017, Sea Island

- → \$10+ Million Economic Impact
- → 27,000 Attendees (Including 10,000 Overnight Visitors)

GICVB Sales Activities

These events would not happen without a team of dedicated individuals at the GICVB waking up every day thinking about how to bring more groups to the Golden Isles. Our sales team works with meeting and sporting event planners, group tour operators and the film industry to understand their needs, make sure their needs are met and go above and beyond what the competition is doing to assist in hosting the event. You can be sure just about every tour bus and large group you see on the Golden Isles has been in touch with our sales and support team. In addition to supporting current groups and events as well as handling inbound leads for new groups and events, the sales team proactively pitches the Golden Isles at the following trade show events both domestically and internationally meeting with 40-50 potential clients per show:

- → National Tour Association & American Bus Association Travel Exchange
- → Travel South USA
- → US Travel Association's IPW
- → International Showcase Travel South USA

Film Industry

The state of Georgia has a robust film tax incentive that has fueled industry growth at a significant pace. Currently, the state of Georgia is third in the nation and film production and the Golden Isles have profited from the state's initiative. Although the majority of film projects are commenced in the greater Atlanta area, both Savannah

and the Golden Isles are beginning to see a significant uptick. The city of Savannah has a separate funding mechanism to not only field existing leads in the industry, but to proactively grow the market. The Golden Isles CVB decided to join the state's camera ready film program in 2011 and since has hosted many major motion picture and TV projects.

The CVB acts as the primary liaison between the state's film efforts and the Golden Isles. The CVB has guickly gained the recognition and reputation for being able to facilitate large projects efficiently and effectively. In addition, our hospitality and knowledge of the industry has allowed us to capitalize on the TV market, as demonstrated by our hosting more than 20 television programs in the past five years. The television industry is often more impactful in the long term as the TV shows highlight the area and often sell the destination for us. Although they offer a large economic impact, major motion pictures are generally short-term projects.

These crews fill many hotel rooms, eat in many restaurants and spend millions in the Golden Isles. Since 2011, the Golden Isles has hosted the following films and created over a \$15 million impact on the local economy and over a \$12 million media equivalency impact for marketing.

- \rightarrow 2011 X-Men First Class \$6.8 million economic impact
- → 2013 Anchorman Two \$3.7 million economic impact
- → 2017 Live By Night \$ 4.6 million economic impact





Leadership

Scott McQuade

President and CEO 912-638-9014 Scott@goldenisles.com

Tomee Sellars

Sales & Service Manager 912-638-9014 Tomee@goldenisles.com

Michelle Register

Director of Marketing & Special Projects 912-638-9014 Michelle@goldenisles.com

Marcie Hunter

Marketing & Communications Manager 912-638-9014 Marcie@goldenisles.com

Welcome Centers

The Golden Isles CVB oversees the operation and maintenance of two Welcome Centers in Glynn County: the I-95 Visitor Center and the St. Simons Island Welcome Center.

Golden Isles Visitor Center:



- Sunday, 1:00pm 5:00pm
- → Phone: 912-264-0202

Administrative Offices

- → 529 Beachview Drive
- → Toll-free: 800-933-2627
- → Local: 912-638-9014
- → Fax: 912-265-0629

Golden Isles Welcome Center:

- → Hours: Monday Saturday, 9:00am 5:00pm; Sunday, 12:00pm - 5:00pm
- → Phone: 912-638-9014

St. Simons Island, GA 31522



12

529 Beachview Drive St. Simons Island, GA 31522 800-933-2627 | GoldenIsles.com