# TRAVEL LANE COUNT FY22 Combined Marketing Plan





### FY22: Making Meaningful Matches As We Grow Visitor Volume



#### Partners, Stakeholders and Friends,

Travel Lane County champions the branding and reputationbuilding of the Eugene, Cascades & Coast region and serves as a destination expert for visitors, matching them up with meaningful experiences as we meet our mission of growing visitor overnight stays.

Our destination delivers enriching, authentic, approachable experiences for all ages and abilities.

All of our work honors this sense of ease, engagement, and enjoyment for all ages and abilities. Whether sharing about an outdoor adventure, a road trip or cycling tour, a food and beverage trail, or a cultural immersion, our filter is on enriching, authentic, and approachable experiences.

Our focus heading in to FY22 is on growing visitor travel demand and economic health in sync with:

- 1. Government guidelines and recommendations.
- 2. Traveler and planner sentiment and ability to resume travel and events.

As always, against the backdrop of our core mission to grow overnight visitors, we work to:

- 1. Understand and respect resident sentiment and values as part of our brand promise.
- 2. Reinforce pride and awareness in our destination's many assets and qualities.
- 3. Inspire the delivery of exceptional experiences to visitors and neighbors.

We #LoveLane and look forward to growing back stronger,

Turi Westlund





We are Professionals who provide informed, friendly, prompt and respectful service.



- We greet visitors with information and resources to plan experiences.

We partner with communities and organizations to provide the right experience for the right person at the right time.



#### Why We Do What We Do

We believe our work inspires people to experience and appreciate Lane County, creating opportunities, a sense of place and stronger communities.

#### How Do We Do it

We provide Leadership in the development of the region's year-round tourism sector.

We are Brand Ambassadors who are committed to knowing our destination from one border to the other and living our brand promise.

We Value our staff, members/partners and customers.

We practice Good Stewardship of resources.

We are Welcoming and oppose discrimination of any kind.

#### What We Do

We market Lane County to leisure travelers, sports planners and meeting

We create content that is inspiring, available and valuable.

We provide member benefits that create value.

We communicate timely and accurate information to our stakeholders.

We develop tools that allow staff to be effective and efficient.

### **KEY GOALS FOR FY22**



**Travel Lane County** Marketing Plan FY22

#### strong collaboration and partnerships

awareness, engagement and support for the Sports Commission and the indoor track development

### CHAMPION

the value of tourism and Travel Lane County's role in achieving a healthy industry and prosperous community

the community to host visitors for the **World Athletics Championships in 2022** and beyond

### **OUR KEY DIFFERENTIATORS**

# ETHOS

# ENERGY



Nature **Sustainability Food and drink Maker culture Tech/intellectual capital** Art

**University of Oregon Hospitality development Active sports culture Hayward Field Riverfront development Parks and recreation** 

**Travel Lane County** Marketing Plan FY22







**Excellent highway access Passenger rail** Air service Affordability No sales tax **JEDI / Accessibility** Safety

### **OUR COMMUNITIES**



#### EUGENE

#### TrackTown USA

Where urban trails are uncrowded, the performing arts unbounded and the eateries uncommon. Walk or run along the river, find peace in the forest, or take in the view from the top of a butte. Then catch a show at one of many unique venues, and pick a place to eat – from fine dining to food carts, the focus is fresh and local.



#### SPRINGFIELD

Where public art is plentiful, craft beer beckons and river paths are picturesque. Cycle or saunter along the Willamette River. Tour outdoor art and murals. Wander through quaint, downtown shops. See familiar sites from "The Simpsons" TV show. Try a new brew.



#### **MCKENZIE RIVER**

Where the waterfalls and rapids will quicken your heart and leave you breathless. Hike or bike the magnificent McKenzie River Trail. Scout waterfalls and old growth forests. Fish from the shore. or cast a line from a legendary McKenzie River drift boat.



#### **JUNCTION CITY**

Where agriculture and viticulture is the culture, and small-town events make you feel right at home. Cruise the back roads. Go wine tasting. Swing a golf club overlooking valley vineyards. Buy grains, produce and meat straight from the farm. Learn about beekeeping, or sample some honey.



#### **FLORENCE**

#### **Oregon's Coastal Playground**

Grab a sandboard and carve your way through North America's largest coastal dunes. Hop on a horse. Go clamming or crabbing. Stroll along the boardwalk. Savor a bowl of chowder. Shop local boutiques and enjoy live entertainment at the casino.



#### **DUNES CITY**

#### It's Simply Paradise

Where the dunes meet Woahink and Siltcoos Lakes. Take a wild and scenic ride on an OHV or dune buggy. Opt for a peaceful paddle on the Siltcoos River or tread wooded paths that lead to wide-open beaches. Set up basecamp at the foot of the dunes near freshwater lakes.



#### **COTTAGE GROVE**

#### Covered Bridge Capital of the West

Where local history is as long as the bike paths. Pedal or walk through six historic covered bridges. Amble along Bohemia Mountain in search of wildflowers. Tour more than 20 outdoor murals. Then settle into small-town Americana and grab a bite to eat.



#### LOWELL

Where a tranquil setting meets the great outdoors. Explore three big beautiful lakes. Tour five historic covered bridges. Look for wildflowers and wild blackberries while you hike the trails. Or try a round of disc golf.



#### **VENETA-FERN RIDGE**

Where wineries meet wildlife. Go road cycling through Oregon's famed wine country and sample some of the best Pinot. Go sailing and camping. Watch the mist rise from the marshes and a Great Blue Heron take flight at Perkins Peninsula.









#### **OAKRIDGE**

#### Mountain Biking Capital of the Northwest

Where you'll find miles of single track, without lots of people. Bring your bike or rent one; there's a trail for everyone. After your downhill ride, swap stories and battle scars over a pint. See Oregon's second-highest single- drop waterfall, then hike or camp at nearby Waldo Lake.

#### **WESTFIR**

Where Oregon's longest covered bridge marks the beginning of epic mountain biking and hiking trails. Raft a fast and fun Wild and Scenic section of the North Fork of the Middle Fork of the Willamette River. Journey down the Aufderheide Scenic Byway in search of wildflowers. Cap it off with a local beer under the stars.

#### COBURG

Where delightful 1800s architecture is complemented by antique shops, farms and the McKenzie River. Shop for antiques. Explore the back roads on the Willamette Valley Scenic Bikeway and visit a u-pick farm.

#### **CRESWELL**

#### The Friendly City

Where scenic country roads lead to a friendly small town. Visit part of the Applegate Trail. Try a giant cinnamon roll. Say hi to the alpacas and hit the golf course.

### **OUR AUDIENCES**

## TRADE

#### **Convention and meeting planners**

**Primary** State, Regional and National Planners hosting Association, Education, Faith, Third-Party and LGBTQ+ meetings

Secondary State, Regional and National Planners hosting Medical, Agriculture, Corporate, Military and Government meetings

#### **Sports events planners**

National/International Planners on summer outdoor events

**Regional Sports Planners on** summer outdoor and field venue events and indoor winter events

State/Local Planners on summer outdoor and field venue events and indoor winter events

#### **Travel trade**

**Primary** Domestic and international operators, receptive tour operators

**Secondary** Travel advisors

## **CONSUMER**

**Key 500-mile drive markets** including: Portland, Seattle, Bay Area, Boise

Key flight markets including: LA, Bay Area, Dallas, Chicago, Denver, Oakland, Las Vegas, Seattle

Lane County residents who may travel to different parts of the county

Travelers in-market: leisure, sports and conventions attendees

**Consumer interests including:** road trips, waterfalls, farm-to-table culinary travel, adventure travel, outdoor adventures, breweries, urban wineries and wine country



**Travel Lane County** Marketing Plan FY22

## **STAKEHOLDERS**

- Partner businesses
- **Chambers of Commerce**
- **Elected officials**
- **Civic and community groups**
- Local, state and county agencies

**MEDIA** 

**Trade media** 

Local media

**Regional lifestyle and travel** media

**National media** 

### **FY22 BUDGET OVERVIEW**

	FY22	% of FY20
		Budget
Projected TRT:	\$2,487,68	88%
Overall Revenues:	\$2,725,839	85%
Overall Expenses:	\$3,001,777	93%
<b>Convention Marketing:</b>	\$474,722	93%
Tourism Marketing	\$830,168	83%
Visitor Services	\$219,386	61%
Integrated Marketing	\$499,456	111%
Administration	\$159,866	94%
Stakeholder Relations		
& Destination Dev	\$379,925	125%
Sports Commission	\$438,255	86%

% of FY19	
Actual	
89.9%	
86.3%	
93.4%	Includes use of \$275,938 accumulated reserves
100.7%	
83.3%	Destination Development to Stakeholder Relations
54.8%	Reflects full AC costs in FY19 and half of FY20
117.3%	
74.6%	Reduced conference and travel costs from FY19
131.8%	Moves Destination Development from Tourism
105.2%	

Within Department Budgets on following pages: \* Includes 1/7 CEO \*\* Includes 1/3 VP Destination Marketing + 1/7 CEO

### **TOURISM MARKETING**

#### Purpose

Drive local spending and visitor demand to Lane County.



### **TOURISM MARKETING**

Goal	<b>Objectives/ Outcomes</b>	
Create Data-Driven Marketing Strategies	Increase first party data for marketing efforts	Grow e-nev
onatogree		Target 150
	Report on Tourism Economy impact and use intelligence tools to reinforce marketing efforts	Optimize ca
		Track and tourism co
Build Structure and Scale into	Increase reach to target audiences with intent to drive visitation and increase local spending	Establish a
Marketing Programming		Grow reac
		Secure 15- and/or the
		Host 2 influ
		Work with
		Align key t
<b>Optimize Efforts to Drive Visitor</b>	Support content, bookable experiences and activities to drive visitor demand	Build booka
Demand		Create web
		Refine trave

#### **Strategies**

- ews subscriber base by an average of 200 monthly sign-ups
- 0 visitor guide orders per month
- campaign efforts with KPIs associated to overnight booking
- d report visitation indicators and motivator findings to committees within the county
- always-on marketing channels to support local business
- ach in key markets
- 5-top tier stories in target publication that support key destination messages emes
- fluencer collaborations
- h tourism industry partners to optimize Lane County opportunities
- themes, messages and marketing efforts with in-market communications
- kable activities and key products with destination development
- ebsite content to support overnight booking KPIs
- wel trade work to align with landscape and timely opportunities

### **TOURISM MARKETING - BUDGET OVERVIEW**

Total Expenses	\$830,168
Three FTE plus **	\$191,800
Burden, Rent, Equipment, Supplies	\$101,000
Research	\$ 27,000
Advertising Production	\$ 34,400
Traditional Ad Placement	\$ 68,236
Online/Digital Advertising	\$206,000
Brochure Production	\$ 9,500
Distribution/Display of Guides	\$ 24,740
VG Storage / mailing	\$ 33,750
ABAE Support	\$ 5,000
Adventure ELEVATE	\$ 23,000
Sales/Conferences	\$ 11,225
Fams /Site Visits	\$ 48,520
Trade Shows	\$ 10,300







Feeling a little stir-crazy? It's time to discover just how much Oregon has to offer! Here are some favorite places to stay within a short drive for a mini-break this season.

SPONSORED CONTENT

#### Get Back To Exploring Oregon's Outdoors

In the heart of the South Willamette Valley, Eugene and Springfield make the perfect nearby getaway for the change of scenery you've been craving this year.

des & Coast • What's This? • 4/30/2021 at 12:03pi

#### f 🍠 🦻 🥌 🔤 🤤



These urban hubs are located central to many adventures and are the perfect home base for exploration. Eugene and Springfield offer excellent restaurants; great craft beer, wine and spirits; and hotels that prioritize safety and comfort.





OREGON-

500 x 500

### **CONVENTION SALES & MARKETING**

#### Purpose

Increase overnight stays in Lane County by marketing the Eugene, Cascades & Coast region as a premier destination for conventions and meetings.

#### Tier 1 (Awareness)

Research new accounts and available business. Evaluate opportunities for our destination.

#### Tier 2 (Interest)

Move 125 events into Tier 2. This stage includes qualified events with interest in the destination.

#### Tier 3 (Consideration)

Move 30 events into Tier 3. This stage includes sourcing the RFP, sending out a lead and working until decision for location/venue is made.



### **CONVENTION SALES & MARKETING**

#### Goal

Confirm meetings and conventions that will utilize Eugene, Cascades & Coast venues and hotels

Provide exemplary services

Strong collaberations and partnerships

#### **Objectives/Outcomes**

Book 10,000 room nights	Analyze, ma and moving Target marke
	Develop inno Build relation
	their events
Highly satisfied meeting planners	Collaborate Welcome att
Partners and community stakeholders recognize value of convention marketing and sales efforts	Present part

#### **Strategies**

- maintain and monitor a healthy sales pipeline by qualifying prospect planners ng qualified prospects through the buyer journey until conclusion of events
- arketing and sales efforts to key prospect event planners
- nnovative strategies with venues and hotels to book overnight stays
- tionship in the local business community to help them see the value of hosting nts here

- ate with planners and assist in the planning and execution of the event
- e attendees to the destination

- partners with marketing opportunities and showcase successes
- involvement with the local business community

### **CONVENTION MARKETING - BUDGET OVERVIEW**

Total Expenses	\$474,722
Three FTE plus **	\$196,848
Burden, Rent, Equipment, Supplies	\$ 84,744
Research	\$ 13,200
Online/Digital Advertising	\$ 93,680
Event Hosting/Incentives	\$ 4,000
Fams /Site Visits	\$ 30,700
Trade Shows	\$ 20,600

#### **Meeting Planner Guide**

Use the arrows on the right and left sides of the guide to navigate through the planner. Learn from one section or jump to the section you are interested in from the Table of Contents page. Enjoy your journey through the hotels, amenities and services in the Eugene, Cascades & Coast region.



#### **Meetings Blog**

Gordon Hotel Opens in the Art of It All Published: February 24, 202



Located in Eugene's walkable downtown just steps from its sister boutique hotel, Inn at the 5th, the new art-centric Gordon Hotel offers 82 eclectic guest rooms, two restaurants, a hidden speakeasy, rooftop bar, meeting space and more.



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**Meetings Blog** 

Meet Safely and Explore



Meeting planners are ready to get back to doing what they do best-hosting in-person meetings. All industry research indicates that the third and fourth quarters of 2021 are when most planners expect in-person meetings to return in some form.



### **EUGENE, CASCADES & COAST SPORTS COMMISSION**

#### Purpose

Increase overnight stays in Lane County by marketing the Eugene, Cascades & Coast region as a premier destination for sports events.

#### Tier 1 (Awareness)

Research new accounts and available business. Evaluate opportunities for our destination.

#### Tier 2 (Interest)

Move 20 events from Tier 1 into a new lead. Gauge interest from local clubs and communities, availability of venues, determine total event costs.

#### **Tier 3 (Consideration)**

Move 10 events into Tier 3. This stage includes bid creation, site visits, hotel proposals, detailed event logistics.



### **EUGENE, CASCADES & COAST SPORTS COMMISSION**

Goal	<b>Objectives/ Outcomes</b>	
Confirm sports events that will utilize Eugene, Cascades	Book 25,000 rebook (including assists) and 5,000 new room nights	Analyze, m and moving
& Coast sports venues and hotels		Target mar
		Provide su
	Book one citywide or marquee event within the next two years	Source ma
Provide exemplary sports event	Achieve an average 4.0-star rating	Collaborate
services	on planner post-event surveys	Welcome e
Strong collaborations and	Partners and community stakeholders recognize	Drovido op
partnerships	Partners and community stakeholders recognize value of sports commission marketing and sales	Provide op Continue in
	efforts	Cultivate a
	Develop funding resources for events	Develop re
		Work with a opportunitie
	Events are being hosted at peak capacity allowed	Advise pla

#### **Strategies**

- maintain and monitor a healthy sales pipeline by qualifying prospect planners ing qualified prospects through the buyer journey until conclusion of events
- arketing and sales efforts to key prospect event planners
- support for local event planners businesses
- najor event opportunities that can be funded and staged in the region

ate with planners and assist in the planning and execution of the event

- e event participants and spectators to destination
- opportunities for partners to engage with planners
- e involvement with the local business community
- an active and engaged Sports Advisory Council
- relationships with potential event sponsors
- h Sport Oregon, Travel Oregon and others and encourage them to include ities for sports events/planners and venues
- lanners on operating within mandated guidelines and safety protocols

### **SPORTS COMMISSION MARKETING - BUDGET OVERVIEW**

Total Expenses	\$ 438,255
Three FTE plus **	\$ 178,981
Burden, Rent, Equipment, Supplies	\$ 89,952
Bid Fees	\$ 10,500
Online/Digital Advertising	\$ 59,714
Event Hosting/O22	\$ 54,130
Fams /Site Visits	\$ 1,250
Trade Shows	\$ 13,037



#### **Sports Blog**

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#### **Sports Impact on Economic Recovery**

Published: March 11, 2021





### **INTEGRATED MARKETING**

#### Purpose

Manage and optimize platforms, tools, creative and content to achieve business goals.



### **INTEGRATED MARKETING**

#### Goal

Champion the Eugene, Cascades & Coast and Sports Commission brands to maximize consistency and awareness.

#### Position

EugeneCascadesCoast.org as the authoritative resource for destination travelers and planners (leisure, conventions, sports, trade).

Provide staff, partners and stakeholders with original, compelling photography and video that is well-organized and easy to use and find.

Provide support for efficient, effective marketing campaigns through business intelligence, platform knowledge and training.

#### **Objectives/Outcomes**

Create print and digital marketing materials that support brand awareness and achieve marketing goals	Update
Build the base to inform future brand development	Facilita
	Analyze
Optimize website to support user experience, SEO and	Use da
marketing objectives	market
Create unique website content that serves variety of	Maximi
communities, product and perspectives.	Collabo
	DEI init
Update website design to enhance brand authority and	Update
enhance support of partner businesses.	brand a
Capture photo and video that supports the	Suppor
needs of the organization and our communities	photog
Optimize media library platform to ensure assets are	Review
easy to find and use	Respor
	library t
Analyze website and campaign performance	Provide
Provide a central business intelligence for the organization	Manag needeo
Optimize core platforms	Review
	organiz
	Continu

#### **Strategies**

- ate brand manual to reflect and clarify current guidelines
- litate creation of campaign creative across target markets
- lyze geolocation data to provide a base for our Visitor Profile
- data to continually optimize site navigation to maximize user experience and support keting objectives
- imize use of forms to collect first-party data
- aborate with third-party content creators to fill content gaps and support the organization's initiatives
- ate website templates and listings grid to better serve visitors, partner listings and support d authority
- port organization's DEI initiatives through intentional selection of models in new ography and b-roll
- iew and revise photo and video assets for each of our communities
- pond to photo and video requests and add partners and media as users of our media ry to maximize third-party use of our assets
- vide weekly, monthly, quarterly and annual website and campaign performance analysis
- age an intelligence dashboard, provide insight and analysis and build custom reports as ded for staff
- iew/revise procedures for platform use that are easy to read and effective at modeling anization and limiting clutter
- tinually audit, test and revise our core platforms

### **INTEGRATED MARKETING - BUDGET OVERVIEW**

Total Expenses	\$ 499,455
Three FTE plus*	\$ 185,124
Burden, Rent, Equipment, Supplies	\$ 83,423
Computer-Web	\$ 99,500
CRM	\$ 27,600
Research	\$ 25,000
Collateral Pad Map	\$ 20,700
Trade Shows	\$ 6,000
Collateral-Sales Aids	\$ 64,670







### **STAKEHOLDER RELATIONS**

#### Purpose

Provide visitor and destination management programs to attract, retain and support communities and partners throughout the region. We support our partners in providing engaging Oregon experiences and we work with our communities to grow and strengthen our industry in an effort to increase overall visitations.



### **STAKEHOLDER RELATIONS**

Oregon22

Goal	<b>Objectives/ Outcomes</b>
Partner Development	Create an engaged, diverse and supportive partnership base that delivers the Experience to visitors and residents visiting the Eugene, Cascades & Coast benefits, programs and opportunities that will drive visitor spending to local be
Industry Advocacy	Effectively establish a clear understanding of the value of tourism and Travel County's role in achieving a healthy industry and prosperous community.
Champion World Hosts program	Better equip the community to host visitors for the World Athletics Champion 2022 and beyond.
Destination Development	Strengthen the appeal of the Eugene, Cascades & Coast Region as a destine developing new tourism products and engaging with regional and statewide initiatives.
Sports Commission	Position the Sports Commission as the central community hub for sports act information, with an emphasis on events and activities that draw visitors but encompassing all sports events.
Indoor Track and Event Center	Create awareness, engagement and demonstrated support for an indoor tra facility (survey responses and stories, endorsements, letters of support, cour input).
World Athletics Championships	Support the organization and the community in creating awareness, engage

Support the organization and the community in creating awareness, engagement support for WCH Oregon22 programming.

#### **Travel Lane County** Marketing Plan FY22

the Oregon st region. Offer I businesses.

/el Lane

onships in

tination by le tourism

activity

rack and sports ouncil/BCC



### **STAKEHOLDER RELATIONS - BUDGET OVERVIEW**

Total Expenses	\$ 379,925
Three FTE plus*	\$ 182,109
Commissions	\$ 31,000
Burden, Rent, Equipment, Supplies	\$ 102,501
Local Advertising	\$ 13,000
Event Hosting	\$ 12,900
Research	\$ 4,000

### **Visitor Services Budget Overview**

Total Expenses	\$ 2	219,386
Three FTE plus*	\$	118,117
Burden, Rent, Equipment, Supplies	\$	45,613
Merchandise and Permits	\$	23,000
Visitor Van	\$	7,840
Champion World Hosts	\$	7,800



Art Director

**Melanie Griffin** 

Juanita Metzler Director of Convention Service Linda Norris

enior Director,

Convention Sales & Marketing Coordinator

Indicates part-time (30 hours/week or less) Vacant <1 year 1-5 years

#### Board of Directors Lane County Board of Commissioners \_\_\_\_\_ ----. Executive Committee Travel Lane County Members President & CEO Kari Westlund Vice President Vice President stination Marketin keholder Relations Natalie Inouye Andy Vobora Director of Partner Director of Partner & rector, Convention Destination Senior Director, Senior Director, Sports Marketing Development ommunity Engageme Hayley Radich elopment Manage Tourism Stephen Hoshaw Sports Commission Philis McLennan Maxine Walton Jeff Malik Joey Jewell Director of Event Director of Visitor Services Operations, Tourism Sales Manager Sports Commission Jessica Joyce Meg Trendler Programs Support Sports Sales & Tourism Marketing Coordinator Manager Marketing Coordinate Brian Saunders Katie Morton Julia Voigt Office & Outreach Specialist

#### **Travel Lane County Organizational Chart**

5-10 years 10-15 years 15 + years

5.17.21

Janae Steele

### **ADMINISTRATION**

#### **Purpose**

**Provide efficient, ethical and** professional direction of operational functions. Inspire outstanding team effort in achieving organizational objectives.

# Goal **Provide Internal Stewardship** professional staff **Provide External Stewardship** overall value

Lane County

Maintain open communications with Lane County senior management and commissioners about measurements, returns and the budget process

Deliver accurate, comprehensive semi-annual reports to the BCC

Ensure strategic alignments with Lane County's mission

values

Communicate with local stakeholders and provide a connection with the organization's work and local visitor industry

#### **Objectives/Outcomes**

Maintain excellent organizational control and support systems.

Support the board of directors

Ensure a well-trained, motivated, efficient and well-respected

Facilitate long-range planning

Support local purchase decisions based on price, expertise and

Ensure a strong working relationship and grant compliance with

Exhibit community stewardship and an understanding of community

### **ADMINISTRATION - BUDGET OVERVIEW**

Total Expenses	<b>\$</b> 1	59,867
One FTE plus *	\$	85,251
Burden, Rent, Equipment, Supplies	\$	43,013
Staff/Outreach	\$	3,000
Board Meetings	\$	3,100
DMAP Accreditation	\$	750
Dues/Subscriptions/BambooHR	\$	5,706
Conferences/Reg/Travel/Mtngs	\$	6,500

### **Areas of Focus**

**JEDI** Integration

Stewardship

Accessibility

Strategic Planning



\$219,386.02 7%

### **WORLD ATHLETICS CHAMPIONSHIPS OREGON22**

	Goal	<b>Objectives/Outcomes</b>	
	Community Engagement	Engage and prepare business community to be world hosts	Develop a program f Deliver a community (business dressing - Create talking points reasons for commun Champion World Ho build a positive reput
	Visitor Experience	Drive both event-related and future travel demand for Eugene, Cascades & Coast region	Develop a coordinate involved in the comp Generate interest in Create travel deman Provide business pro community and dest
		Enhance frontline hospitality to deliver world-class visitor service during event	Assist our communit Deliver frontline train Encourage business ambassadors and gu Provide easy access
		Provide event-specific support	Provide full accomm villages and more Provide support to fe
	Legacy	Position destination as the heart and home of track & field	Support community Actively participate in
	Develop legacy strategy	Communicate the wa legacy (capital impro legacy	
		Product development	Develop new tourism Improve transportation

#### **Strategies**

n for businesses to maximize their success from the event (business guides, marketing tools, etc)

ity-wide structural mechanism for businesses to participate and feel connected with the event g - banners, welcome signs, etc)

nts and community presentations highlighting our TrackTown legacy, the value of the event and unity pride in hosting the event

Hosts campaign: help our community leverage the opportunity to make our destination shine and putation

ated content calendar for pre, during and post event communications/marketing for media, those npetition and spectators

in TrackTown through a Hayward Field FAM for planners and media and in broadcast viewing audiences (domestic and international)

promotions, trip ideas and a robust calendar of events to engage visitors with our business estination

nities and businesses in dressing the destination to welcome guests

aining, including knowledge of city/region and best practices for translation tools

sses and locals to post their events on Travel Lane County's events calendar so hospitality guests can easily find events

ess to information through hospitality kiosks, QR coded posters and hospitality ambassadors

modations support to Oregon22 staff, federations and spectators including training camps, RV

o federations, teams and other groups holding separate events/conventions during Oregon22

ty TrackTown branding

e in the statewide Heritage Markers & Trail program

ways the community has catalyzed community projects because of the event, notably: physical provements), cultural legacy (arts/culture, sport, heart/home, DEI, sustainability), organizational

sm product in time for Oregon22 that can continue after the event

ation and wayfinding