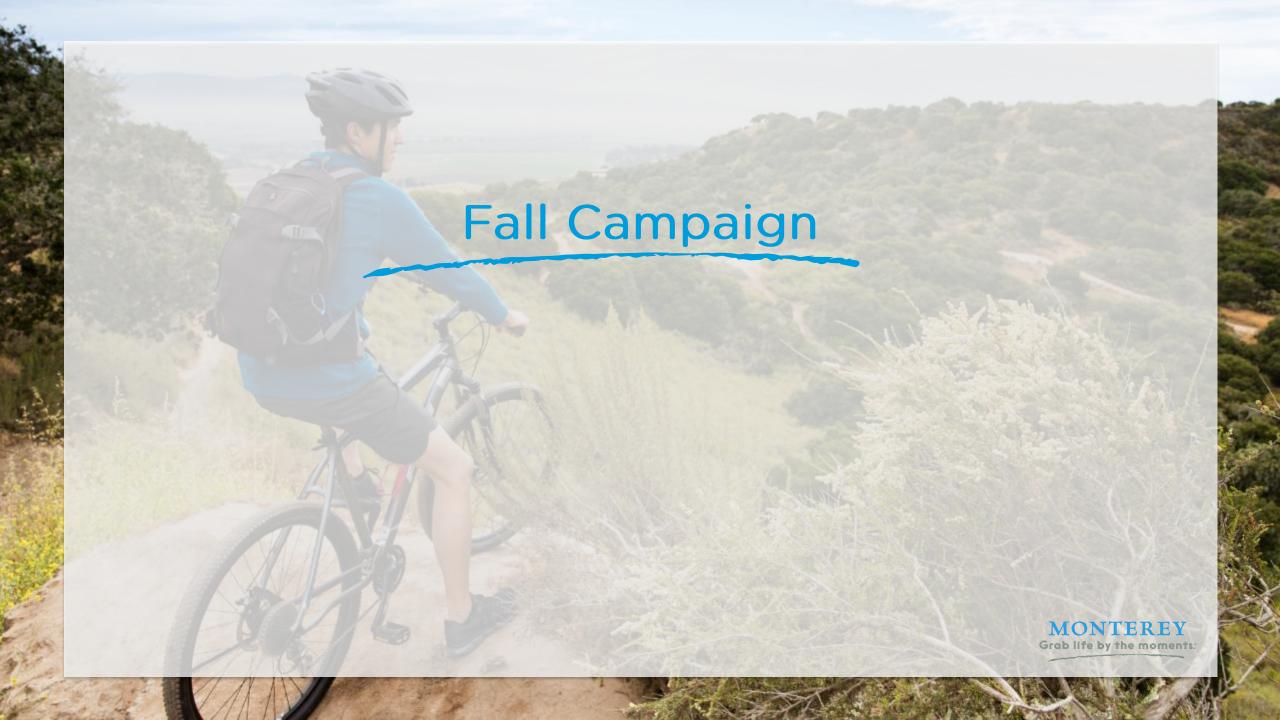




## **MCCVB UPDATES**

- Fall Campaign: Fall to the Fullest
- Denver Flight Promotion
- Group Marketing
- Sustainable Moments
- Highlights & Scorecard





#### THE CAMPAIGN CONCEPT

#### Fall to the Fullest in Monterey County

Monterey County during fall is the place to live life to the fullest. The weather is the warmest it is all year, the wine is the freshest and the activities are always topnotch. There's so much to do and so much to see, sip and eat, it seems nearly impossible to take it all in. From sun-up to sun-down, your days will be filled with Monterey's best, from Big Sur to Carmel Valley and stops between, your weekend up the coast and through the county will be one to remember.





## **CAMPAIGN CREATIVE**













## FALL TO THE FULLEST

#### **FALL TO THE FULLEST**

From sunup to sundown, Monterey County is brimming with its best during the fall. The weather is warm. The wine is straight from the barrel. And the activities are at their peak. There's so much to do, see, sip and eat, it seems nearly impossible to take it all in. Trust us, we've tried! From Big Sur to Carmel Valley and every stop in between, your weekend up the coast and through the hills will be one to remember.

#### WINE & DINE

#### to the Fullest

The "Salad Bowl of the World" awaits.



#### Prize Package includes:

- 2 night stay at Portola Hotel & Spa
- · 2 passes to Carmel Food Tour
- · 2 passes to Monterey Museum of Art
- 2 wine tasting flights at Cima Collina
- 2 ATV vineyard tours at Hahn Family Wines
- \$250 gift certificate to Del Monte Shopping Center
- Dining certificate to Whaling Station Steakhouse
- Dining certificate to Montrio Bistro
- · Dining certificate to Cantinetta Luca

#### **FAMILY FUN**

#### to the Fullest

Feel free to have fun.



#### Prize Package includes:

- 2 night stay at Embassy Suites with \$50 dining credit
- · 4 VIP passes to Monterey Mirror Maze
- 4 passes and tour to Monterey Bay Aquarium
- 4 passes to Monterey Segway Tours
- Family Portrait with Randy Tunnell Photography
- Dining certificate to 400° Burgers
- Dining certificate to Rio Grill
- Dining certificate to Big Fish Grill
- · Dining certificate to Estéban Restaurant



#### **ADVENTURE**

#### to the Fullest

Choose your adventure and go for it.



#### Prize package includes:

- 2 night stay at Hotel Abrego
- · 2 tee times at Poppy Hills Golf Course
- 2 e-bike guided tour with Big Sur
  Adventures
- 2 condor tours with Ventana Wildlife Society
- · 2 wine tasting flights at Bargetto Winery
- Dining certificate to The Steinbeck
   Haves
- Dining certificate Salumeria Luca
- · Dining certificate Lugano Swiss Bistro
- · Dining certificate to Haute Enchilada

SeeMonterey.com/Fall

9/5/18 - 11/14/18

- 107,100 unique page visits
- 57,000 sweepstakes entries
- 78,000 social impressions
- 6,000 social engagements

Results as of 11/5/18



### OWNED CHANNELS



MEETING PLANNERS TOUR & TRAVEL MEMBERS MEDIA WEDDINGS SUSTAINABLE MON

Win Two Tickets

LODGING THINGS TO DO EVENTS FOOD & WINE RESOURCES DESTINATIONS



MAP Q SEARCH

#### FLY UP AND AWAY FROM **DENVER TO MONTEREY**

Getting to Monterey from Denver has just gotten easier! Starting October 4th United Airlines flies non-stop from Denver to Monterey twice daily.

Monterey County offers iconic California experiences, with a little something special for everyone, just waiting to be enjoyed. Experience the top road trip in the United States as you wind along the breathtaking Big Sur coastline on Highway 1 or taste your way around Monterey County with fresh produce from the Salinas Valley and award-winning wines from Carmel Valley. Those looking for coastal adventures can head out on a whale watching tour from Old Fisherman's Wharf, watch a sunset at Carmel Beach or tee off at the world famous Pebble Beach Golf Links. Choose your own adventure and further explore Monterey County's regions here.

#### ENTER TO WIN!

Now is your chance to experience this brand new convenient connection on us! You could on United Airlines.

Enter now to grab your moment and win a trip to Monterey!

Prize Package includes:

- 2 round trip airfare tickets from Denver to Monterey provided by United Airlines
- 2 nights' accommodations at Tally Ho Inn in Carmel
- · 2 passes to the Monterey Bay Aquarium
- ATV Vineyard Tour at Hahn Family Wines
- . Dining certificates to the Beach House at Lovers Point, Tarpy's Roadhouse and A







Now is your chance to experience this brand new convenient connection on us! Enter now for a chance to win two tickets to fly round-trip from Denver International Airport to Monterey Regional Airport.



#### SeeMonterey.com/Denver:

9/17/18 - 10/14/18

- 6,200 unique page views
- 2,370 sweepstakes entries (ends 11/14/18)

Promoted posts on Facebook targeting Denver and/or Colorado residents:

- 450+ social engagements
- 59,000+ social impressions

## **DENVER MEDIA FAM**

October 4 - 7, 2018









#### 2 Journalists:

- Alison Gwinn, Denver Life Magazine
- Kim Fuller, Vail Daily and CO YOGA +
   Life Magazine

#### 2 Influencers:

- Kelly Calvillo @kellycalvillo
- Lauren Monitz @Imonitz,
   @anadventurestory and
   @onetastytrip



#### PAID MEDIA







- Print and digital ads as well as radio spots in the Denver market
- 2.1 mm+ impressions
- Ad retargeting resulted in400+ sweepstakes entries



## PRESS RELEASE

# Monterey County Welcomes the Launch of United Airlines Direct Flight from Denver Colorado



FOR IMMEDIATE RELEASE

MONTEREY COUNTY WELCOMES THE LAUNCH OF UNITED AIRLINES DIRECT FLIGHT FROM DENVER, COLORADO BEGINNING OCTOBER 4, 2018

Monterey, Calif., October 1, 2018 – Beginning October 4, Monterey County Convention & Visitors Bureau (MCCVB) will welcome the launch of direct United Airlines flight service between Monterey, California and Denver, Colorado. Known for its scenic beauty and picturesque coastline, Monterey County, California draws millions of visitors each year and is now planning on welcoming a greater number of visitors from the Rocky Mountain region and beyond. The new route will offer visitors nearly 100 connection opportunities to key domestic and international destinations throughout the country. With two daily flights, passengers will be able to travel seamlessly between California's golden coast and the "Mile High City."

"The launch of United's non-stop flight from Denver is a tremendous opportunity to grow tourism and welcome new visitors to the Monterey region," says Tammy Blount-Canavan, President & CEO, Monterey County Convention & Visitors Bureau. "Now more than ever, Monterey County is positioned as an easily accessible destination for both business and leisure travelers from across the country and all over the world."

#### Results:

- 208 total exact match pickup
- 82M+ potential audience













#### WHAT ELSE

See Monterey



It's almost here! Starting October 4th United Airlines starts direct air service

from Denver to Monterey.





Getting to Monterey has just gotten a in whole lot easier! Thanks United Airlines for the new direct flight from

Denver into Monterey Regional Airport.

#### Promotion to Groups & Meeting Planners:

- 2,000+ LinkedIn users reached
- 100+ engagements



First City Beer & Wine Festival Saturday, November 10th at Colton Hall

#### **Bringing Denver to Monterey!**

- Music by Denver based musician Rob Drabkin
- Outer Range Brewing Co. a featured brewery



## **GROUP SALES Q1 RESULTS**





## The Campaign Concept

In Monterey County, Big things happen.

# ENT

Space to think leads to bigger thinking. A history of creativity Inspires future Innovation. A breath of fresh air Sparks fresh ideas. So take In the Moment. On the trail by the water or deep in the hills. Drink In the Moment. From vineyards to backyards, breweries and beyond. And meet In the Moment. On the shore in the boardroom or where Inspiration Strikes.

MONTEREY
Inspired moments in meetings.

## IN THE MOMENT VIDEO



# IN THIS SECTION



#### IN THE MOMENT IN MONTEREY COUNTY, CA

#### INSPIRED MOMENTS IN MEETINGS

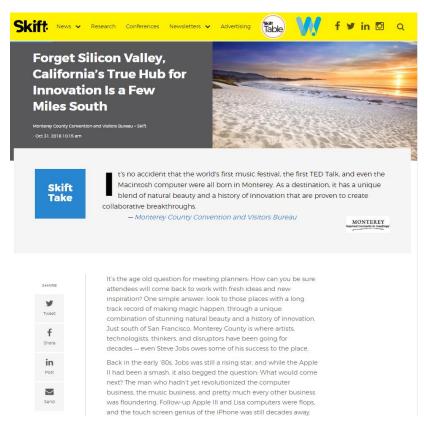
Big things happen in Monterey County when you get away from it all. The breathtaking views keep your focus, delicious foods feed your thinking and its history of creativity leads to future innovations.

When you're here, you can decide what invigorates and inspires your attendees. You're free to take in the moment on the trail, by the water or deep in the hills, at a vineyard, brewery or the newly renovated conference center. It's entirely up to you.

Our staff is ready to help you create the perfect Monterey County meetings moment. Download our meetings brochure to learn the highlights of what the MCCVB and our beautiful destination have to offer.

## IN THE MOMENT





**Landing Page** 

**Digital Brochure** 

First Skift Article

## **BLOG POSTS**

#### STAY IN THE MOMENT

Posted on: Friday, August 24, 2018 10:00 AM



When you come to Monterey County for a meeting, the place you stay is as important as the place you meet. With more than 60 lodging facilities with meeting space ideal for groups, choosing the perfect one can get overwhelming. Follow this list of inspiring places so you can make the right choice for you and your team.

#### LA PLAYA CARMEL

La Playa Carmel is the ultimate venue and place to stay. It combines inspiration and creativity for meetings and corporate retreats alike. It's the perfect place to take in the

## IN THE MOMENT AND IN THE ELEMENTS

Posted on: Friday, August 24, 2018 10:00 AM



You're looking for the perfect destination to unlock greater potential – for your company, your team and your clients. Monterey County's connection to nature is exactly what you need. Being away from it all and on the shore, among the trees and above the coast is the perfect place to be in the moment and find inspiration.

Monterey County's coastline, with its rocky edges, crashing waves and sandy beaches, provides a great place to sightsee and relax after a long day of meetings. Take a ride down

#### **MEET IN THE MOMENT**

Posted on: Friday, August 24, 2018 10:00 AM



Monterey County is the ideal place to meet in the moment. With beautiful natural surroundings, an array of historical landmarks within driving range and world-class options for corporate dinners, it's got plenty to offer businesses. For starters, the 40,000-square-foot Monterey Conference Center was just renovated – but beyond that, Monterey County has some very unique meeting spaces.

Below, we've listed a few of the most interesting meeting venues in Monterey County to get inspired.



Monterey County: The Crossroads of Innovation & Inspiration



Since California's first constitution was written in Monterey in 1849, Monterey County has always been a destination for great minds to come together and gain perspective. It has been a retreat and meeting place for scientists, thinkers, artists, musicians, inventors, business barons and venture capitalists alike.

There's just something about Monterey County that leads to big ideas. The breathtaking views keep your focus, delicious farm-to-table foods feed your thinking and its legacy of creativity leads to future innovations.

When you're here, you decide what invigorates and inspires your attendees. Most of Monterey County's go-to venues are located within walking distance of stunning beaches, award-winning restaurants, must-see attractions and so much more. Go ahead, take in the moment — on the trail, by the water or deep in the hills — at a vineyard, brewery or at the newly renovated Monterey Conference Center.

The Strategic Client Services team at the Monterey County Convention and Visitors Bureau is ready to help you create the perfect Monterey County meeting moments. Head to our meetings homepage to start planning now.

#### <u>Learn More</u>

5 Tips for Engaging with Social Media Content

### PAID MEDIA





Refresh preview . Report a problem

water or on the trails - every moment leads to ... more



October 2018

#### Take in the Moment in Monterey County, CA

Experience the best of Monterey County when you plan your meeting here. The breathtaking views keep your focus. Delicious farm-to-table food feeds your thinking. And a legacy of creativity leads to future innovations. Click here to learn more.

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## PAID MEDIA



Take in the moment on the brail, by the water or deep in the hills. At a vineyard, browery or the newly renovated conference center – every place in Monterey County leads to new innovative ideas. Come get away, take a breath and leave inspired to take on the next big thing.

BIG SUB - CASHEL BY THE SEA - CASHEL WALLEY - DEL REY CANS - MASINA - MONTEREY MOSS LANGING - PACIFIC GROVE - PERBLE SEACH - SALINAS - SAND CITY - SEASIDE

MONTEREY
subset moments in montered

NeetlaHeatersgrown



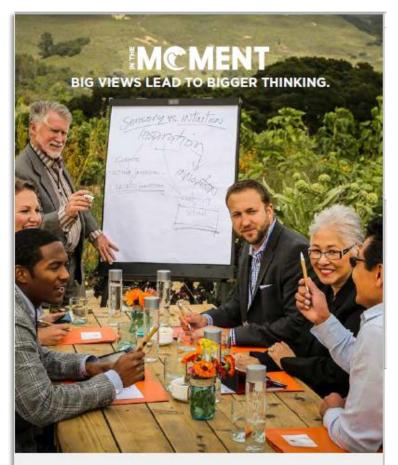




Take in the moment on the trail, by the water or deep in the hills. At a vineyard, brewary or the newly renovated conference center - every place in Monterey County leads to new innovative ideas. Come get away, take a breath and leave inspired to take on the next big thing.

BIG SLR - CARMEL-BY-THE SEA - CARMEL VALLEY - DEL REY OAKS - MARINA - MONTERBY MOSS LANDING - PACIFIC GROVE - PERBLE BEACH - SALINAS - SAND CITY - SEASIDE

MONTEREY
bupled moments to meetings



Take in the moment on the trail, by the water or deep in the hills. At a vineyard, brewery or the newly renovated conference center - every place in Monterey County leads to new innovative ideas. Come get away, take a breath and leave inspired to take on the next big thing.

BIG SUR - CARMEL-BY-THG-SEA - CARMEL WALLEY - DEL REY OAKS - MARINA - MONTEREY MOSS LANDING - PACIFIC GROVE - PORBLE BEACH - SALINAS - SAND CITY - SEASOE MONTEREY



## MONTEREY CONFERENCE CENTER



## **Updated Collateral**

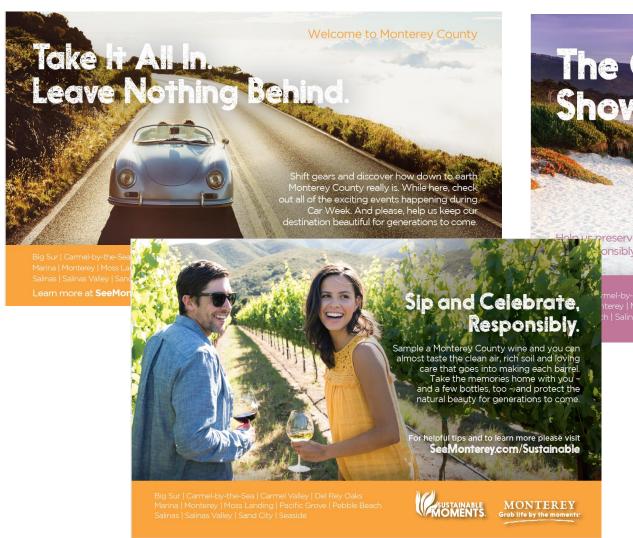


MCC Main Brochure

MCC One Sheet



## **CAMPAIGN CREATIVE**











## SOCIAL HIGHLIGHTS AND BLOGS





- •2,400+ unique landing page visits
- •7,800+ social engagements

## EAT LIKE A LOCAL: A CULINARY GUIDE TO MONTEREY COUNTY

Posted on: Thursday, August 16, 2018 10:00 AM





Posted on: Thursday, September 27, 2018 12:00 PM by Allyson Ryan





## VISIT CALIFORNIA DREAM DRIVE





- Sustainable Moments messaging infused throughout the event
- Tammy Blount-Canavan spoke about the importance of responsible tourism at Ventana Big Sur stop



## MCCVB 2018 ANNUAL LUNCHEON







- Congressman Jimmy Panetta spoke on the importance of responsible tourism
- Sustainable Moment collateral displayed on tables
- Reusable straw kits distributed as table giveaway





## SELECT EARNED MEDIA HIGHLIGHTS







- <u>Town & Country: See Inside Ventana Big Sur's</u>
   <u>Multimillion-Dollar Renovation</u>
- Via: Monterey and Carmel's Natural Beauty
- Elite Daily: <u>I Lived Like I was On 'Big Little Lies'...</u> & <u>I</u>
   Road Tripped in a Classic Convertible...
- Modern Luxury: <u>Big Little Monterey</u> (pgs. 84 & 85)
- Conde Nast Traveler: <u>The Best Cities in the U.S.:</u> <u>Readers Choice Awards</u>
- Meetings Today California Supplement: <u>Resort</u>
   <u>Escapes</u>

## SOCIAL HIGHLIGHTS



See Monterey is in Monterey, California.

Published by Allyson Ryan [?] - September 19 at 8:45 AM - 3

Arr... Today is 'International Talk Like a Pirate Day'! Practice your skills in preparation for the arrival of the Tall Ship Lady Washington used in Pirates of the Caribbean.

Grays Harbor Historical Seaport



SEEMONTEREY.COM

Pirates of the Caribbean Ship Docked in Monterey: November 8-26, 2018

Social promotion of the Tall Ship Lady Washington has garnered viral stats:

- 129k+ reached
- 18,000+ engagements
- 13.7% average engagement
- 100,000 total views to the blog

## Q1 SCORECARD RESULTS



