

AGENDA COMBINED BOARD MEETING Bay County Tourist Development Council Panama City Beach Convention & Visitors Bureau, Inc. Panama City Beach 9:00 a.m.

Council Room, PCB City Hall

#### I. CALL MEETING TO ORDER

#### II. ROLL CALL

Tuesday, September 8, 2020

- A. Invocation
- B. Pledge of Allegiance

#### III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)

#### IV. CONSENT AGENDA

- BEACH NOURISHMENT Approve APTIM Coastal Planning & Engineering, Inc. Invoice #500124, Invoice 499323-RI-00636 & Invoice # 498126
- B. Approve the write off of previously allowanced bad debt expense
- C. Approve the Co-op/Magazine Advertising/Sponsorship Participation Policy

#### V. PRESENTATIONS

- A. TDT Collections for July, Mr. Dan Rowe
- B. Visitor Sentiment Survey results, Mr. Dan Rowe
- VI. PRESIDENT'S REPORT
- VII. CHAIRMAN'S REPORT
- VIII. AUDIENCE PARTICIPATION
- IX. ADJOURNMENT



APTIM 2481 NW Boca Raton Blvd. Boca Raton, FL 33431 Tel: +1-561-391-8102 Fax: +1 561-391-9116

August 19, 2020 Invoice # 500124

Charlene Honnen Panama City Beach Convention/Visitors Bureau, Inc. 17001 Panama City Beach Parkway Panama City Beach, FL 32417	
Billing Period: through 7/31/2020 Consultant's Project #636220954 Phase: 2016- 2019 Engineering Services w/o Reimburseables	
DIRECT LABOR:	HOURS
Coastal Engineering Services SK Project Manager	2.00
EXPENSES:	2.00
Coastal Protection Engineering LLC- Invoice # 305 (June 2020 services)	\$507.50
	\$507.50
PERSONNEL SUMMARY: Stephen KeehnHOURS 2.00HOURLY RATE \$175.00TOTAL HOURS:2.00TOTAL WAGES:	<b>TOTAL</b> \$350.00 \$350.00
EXPENSES:	
Coastal Protection Engineering LLC- Invoice # 305 (June 2020 services)	\$507.50
	\$507.50
TOTAL CURRENT AMOUNT DUE THIS INVOICE	\$857.50

#### Detail Summary:

Coordination and technical review of USACE documents.

#### Please remit to:

P.O. Box 847958 Boston, MA 02284-7958



Dan Rowe Bay County TDC 17001 Panama City Beach Pkwy. Panama City Beach, FL 32413

Billing Period: through 7/31/2020 Consultant's Project # 1570003532

Professional Engineering Services Invoice For:

Phase 2 Geophysical and Geotechnical Sand Search for Mexico Beach, Florida Task Order # 16

TASK	APPROVED CONTRACT AMOUN	PERCENT IT COMPLETE	TOTAL
Phase 2 Sand Search & Numerical Modeling	\$439,110.00 98%		\$430,327.80
Sub-Total:	\$439,110.00		\$430,327.80
		LESS PREVIOUS INVOICE:	425,936.70
TOTAL CI	URRENT AMOUNT DU	E THIS INVOICE	\$4,391.10

Please remit to:

P.O. Box 847958 Boston, MA 02284-7958 APTIM 2481 NW Boca Raton Blvd. Boca Raton, FL 33431 Tel: +1-561-391-8102 Fax: +1 561-391-9116

8/10/2020 Invoice # 499323-RI-00636

#### **Coastal Protection Engineering LLC**



#### **APTIM Environmental & Infrastructure LLC** 2481 NW Boca Raton Blvd

Boca Raton, Florida 33431 (561)361-9116 
 Date:
 07/06/2020

 Due date:
 08/05/2020

 Invoice no:
 305

Billing period: 06/01/2020 to 06/30/2020

Professional Engineering Services Invoice For:

Bay County Hourly Services - APTIM#636220954 PO# 214182

#### **DIRECT LABOR & EXPENSES:**

Item Description	Quantity	Price	Sum
Bay County - Sr. Coastal Engineer (TB)	3.5	145.00	507.50
		Subtotal:	507.50
		Tax:	0.00
		Total (USD):	507.50

#### TOTAL CURRENT AMOUNT DUE THIS INVOICE 507.50

Please remit to: Coastal Protection Engineering LLC 5301 N. Federal Hwy, Suite 335 Boca Raton, FL 33487 +15615655100



APTIM 2481 NW Boca Raton Blvd. Boca Raton, FL 33431 Tel: +1-561-391-8102 Fax: +1 561-391-9116

July 28, 2020 Invoice # 498126

Charlene Honnen Panama City Beach Convention/Visitors Bureau, Inc. 17001 Panama City Beach Parkway Panama City Beach, FL 32417	
Billing Period: through 6/30/2020 Consultant's Project #636220954 Phase: 2016- 2019 Engineering Services w/o Reimburseables	
DIRECT LABOR:	HOURS
Coastal Engineering Services SK Project Manager	1.00
EXPENSES:	1.00
Coastal Protection Engineering LLC- Invoice # 255 (May 2020 services)	\$1,076.25
-	\$1,076.25
PERSONNEL SUMMARY: Stephen KeehnHOURS 1.00HOURLY RATE \$175.00TOTAL HOURS:1.00TOTAL WAGES:	<b>TOTAL</b> \$175.00 \$175.00
EXPENSES:	
Coastal Protection Engineering LLC- Invoice # 255 (May 2020 services)	\$1,076.25
	\$1,076.25
TOTAL CURRENT AMOUNT DUE THIS INVOICE	\$1,251.25

#### **Detail Summary:**

Coordination and technical review of USACE documents.

#### Please remit to:

P.O. Box 847958 Boston, MA 02284-7958

#### **Coastal Protection Engineering LLC**



#### APTIM Environmental & Infrastructure LLC

2481 NW Boca Raton Blvd Boca Raton, Florida 33431 (561)361-9116 
 Date:
 06/05/2020

 Due date:
 07/05/2020

 Invoice no:
 255

Billing period: 05/01/2020 to 05/31/2020

Professional Engineering Services Invoice For:

Bay County Hourly Services - APTIM#636220954 PO# 214182

#### DIRECT LABOR & EXPENSES:

Item Description	Quantity	Price	Sum
Bay County - Senior Marine Biologist (LF)	4.75	135.00	641.25
Bay County - Sr. Coastal Engineer (TB)	3	145.00	435.00
		Subtotal:	1,076.25
		Tax:	0.00
		Total (USD):	1,076.25

TOTAL CURRENT AMOUNT DUE THIS INVOICE 1,076.25

Please remit to: Coastal Protection Engineering LLC 5301 N. Federal Hwy, Suite 335 Boca Raton, FL 33487 +15615655100 Previously Allowanced Bad Debt Expense

Name	Open Balance
Counts Total	15,005.16
Grand Lagoon Business Coalition Total	1,226.00
Mojo Sportswear Co Total	60,000.00
Shores of Panama Total	687.00
Grand Total	76,918.16

This write off will not have an impact on current year budget

#### Co-op/Magazine Advertising/Sponsorship Participation Policy

The Panama City Beach Convention and Visitor Bureau (the CVB) exists to market and promote Panama City Beach as a tourist destination. As part of these efforts, the CVB develops discounted marketing programs (the "Co-op Program") to assist tourism-related businesses to cooperatively promote their businesses in concert with the CVB. Co-op Programs include, but are not limited to digital advertising programs, social media programs, official visitor guide advertisements and sponsorships of CVB events. Participation in the Co-Op Program is subject to the following conditions and approval of the CVB board, such approval shall be granted solely within the discretion of the CVB Board.

Prompt Payment Required. In order to participate in any Co-op Program, the requesting business and any principal of the business must be current with the payments for all previous co-op programs. To be current, payment for the co-op program must be received within 30-days of the issuance of the invoice by the CVB, unless an alternative payment structure is approved in writing at the time to co-op program placement is made.

If a tourism-related business fails to remit payment in a timely basis, that tourism-related business shall be removed from any co-op programs until all outstanding balances are paid in full including payment of any late fees, penalties or interest incurred.

The prohibition of future participation in co-op programs for non-payment extends to all principals of the participating business at the time of enrollment and individuals signing the participation agreements even if those principals no longer represent the participating business that accrued the outstanding balance. For the purposes of this section, principal means a shareholder, member, owner, manager or any other person acting under the actual or apparent authority of a tourism-related business.



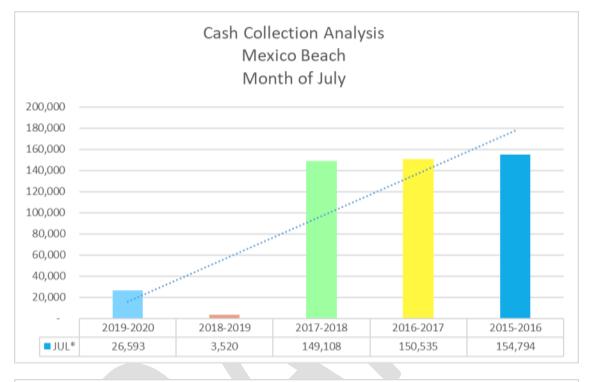
#### Tourist Development Tax, Bay County, Florida

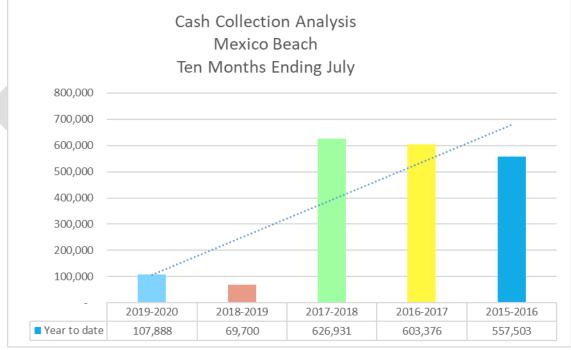


Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402 Express Delivery: 840 w 11th St Suite #3000, Panama City, Florida 32401 Phone: (850) 747-5226 Fax: (850) 747-5212 Visit us at: https://TDC.BayCoClerk.com/TouristTax/ Email: TDC@BayCoClerk.com



#### Tourist Development Tax, Bay County, Florida

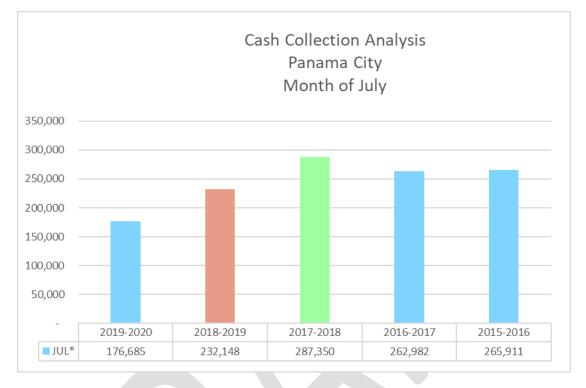


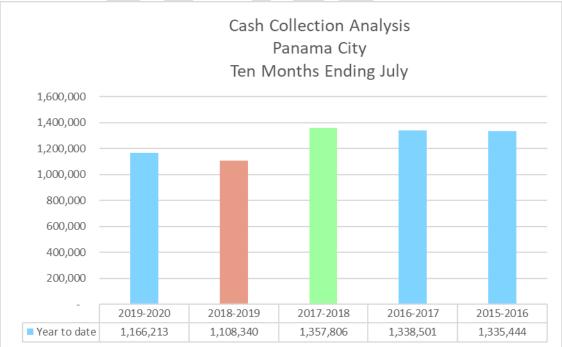


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#### Tourist Development Tax, Bay County, Florida





Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402 Express Delivery: 840 w 11th St Suite #3000, Panama City, Florida 32401 Phone: (850) 747-5226 Fax: (850) 747-5212 Visit us at: https://TDC.BayCoClerk.com/TouristTax/ Email: TDC@BayCoClerk.com

#### PANAMA CITY BEACH

# TRAVEL SENTIMENT

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PANAMA CITY BEACH

### Research Objectives & Methodology

#### **Research Objectives**

**Establish the leisure travel intention for the remainder of 2020 among travelers in Alabama, Georgia and Tennessee**. Determine what motivates consumers to travel and the most inspiring media/messaging for those making travel decisions.

**Identify target demographics and potential strategies** with the optimal ROI to attract visitors from the core feeder markets.

#### Methodology

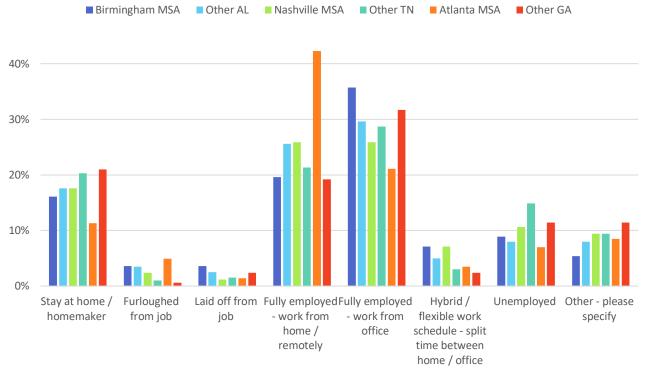
An online survey instrument was prepared by the Young Strategies research team and approved by the PCBCVB. The survey was distributed to a panel of pre-certified respondents who met specific demographic guidelines. A total of 1,735 people were contacted and asked a series of pre-qualification questions in order to participate in the survey. Pre-qualification questions were based on several demographics and travel behavior criteria; respondents had to be from Georgia, Alabama or Tennessee; between the ages of 20 - 59 and express some minimum desire to travel in 2020. A total of 851 respondents qualified to complete the survey based on this criteria. All questions in the survey were required therefore all 851 people that responded to each question unless otherwise noted.

- Birmingham MSA 56
- Other Alabama (AL) 199
- Nashville MSA 85
- Other Tennessee (TN) 202
- Atlanta MSA 142
- Other Georgia (GA) 167

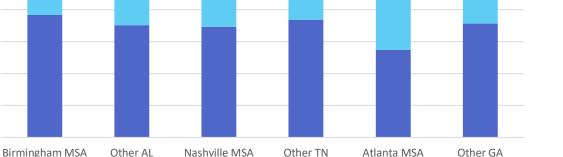
### **RESPONDENT DEMOGRAPHICS**

#### Observations

- Respondents were required to come from Panama City Beach's top visitor origin markets: Alabama, Georgia or Tennessee.
- The gender breakdown was approximately 2/3 female and 1/3 male which is reflective of the typical travel planner in a most travel parties.
- Respondents were targeted between the ages of 20 59 to capture those with the most potential to travel for the remainder of 2020. Responses from people over 60 were not sought due to travel limitations during COVID-19 for those over 65 and those with health issues.
- Respondents sorted by decade were: Fifties (32%), Forties (23%); Thirties (26%); Twenties (19%).
- A large majority of respondents were employed or stay-at-home homemakers with approximately 20% of the respondents unemployed or furloughed/laid off from their jobs.
- 29% of other responses were from people stating they were retired.

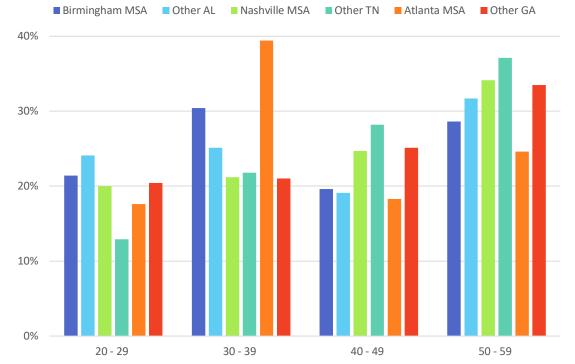


#### EMPLOYMENT STATUS



Prefer not to answer

#### AGE RANGES



#### PCB Travel Sentiment- August, 2020

GENDER

Male

Female

100%

80%

60%

40%

20%

0%



# **INCOME & TRAVEL INTENT**



#### Observations:

- Respondents came from a range of household incomes with 77% under \$100k in annual household income and the remaining 23% from incomes over \$100K.
- Three-fourths (75%) of respondents indicated some level of desire to plan travel or travel while 25% expressed being unsure about planning a leisure trip for the remainder of 2020.

#### Q. What is your household income

Q. How would you describe your intent to travel for leisure during the remainder of 2020?



■ Birmingham MSA ■ Other AL ■ Nashville MSA ■ Other TN ■ Atlanta MSA ■ Other GA



PCB Travel Sentiment- August, 2020

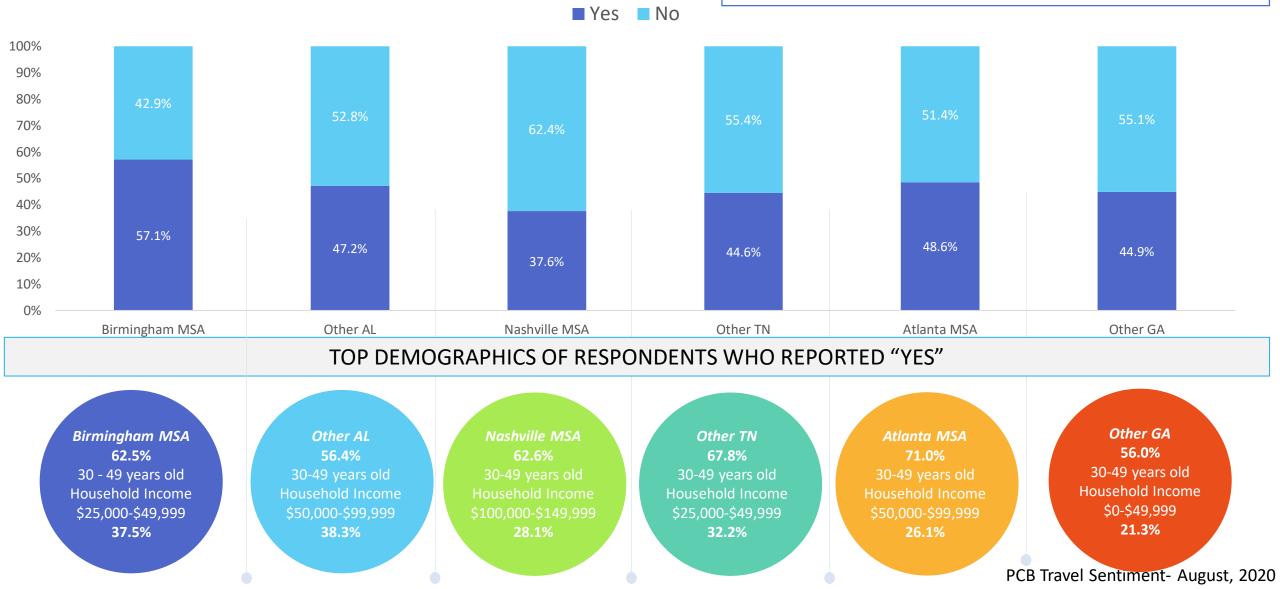
#### YOUNG strategies, inc.

## **CHILDREN AT HOME**

Q. Do you have any children living at home with you, or for whom you have regular responsibility?

Observations:

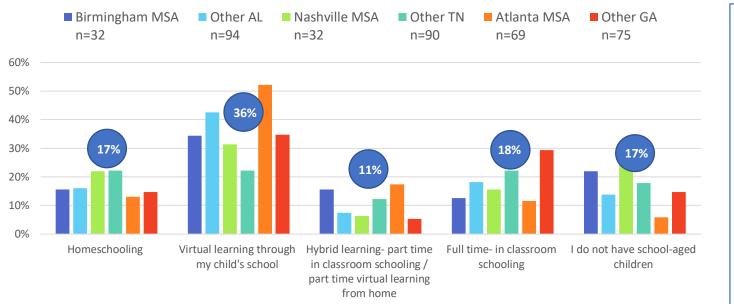
- Nearly half of respondents (46%) indicated having children at home
- Most respondents reporting having children at home were in their thirties and forties (63%) and 77% had a household income under \$100K.



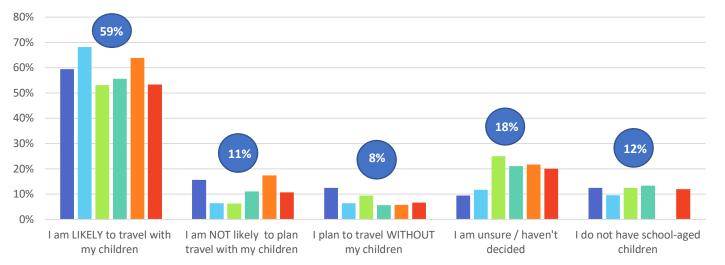
#### YOUNG strategies, inc.

# CHILDREN AT HOME

Q. Currently, what are your plans regarding schooling for your school-aged children?



Q. If your children are home-schooled or participating in virtual learning, what is the likelihood of traveling with your school-aged children for the next three months?

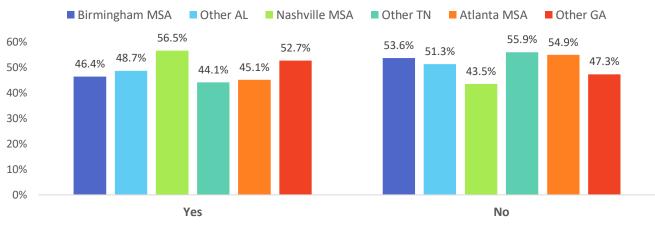


#### Observations:

- Only those who reported having school aged children at home responded to these questions. The lower case n reflects the number of respondents from each geographical area as indicated under the legends. There were a total of 392 respondents who indicated having children at home
- When asked their current plans regarding schooling for their children slightly more than one-third (36%) reported virtual learning at home with an additional 17% reporting homeschooling. An additional 17% reported not having school aged children. These three groups represent 70% of the respondents with children that could possibly travel to PCB in the fall months allowing those that have children to participate in virtual learning from the beach.
- Full-time in-classroom learning (18%) and hybrid learning (11%) total 29% of respondents with children who would have less flexibility to travel to PCB during school weeks.
- It is encouraging 59% reported they are likely to travel with their children and 8% plan to travel without their children. Only 11% reported they are not likely to travel with their children.

# **LEISURE TRIPS**

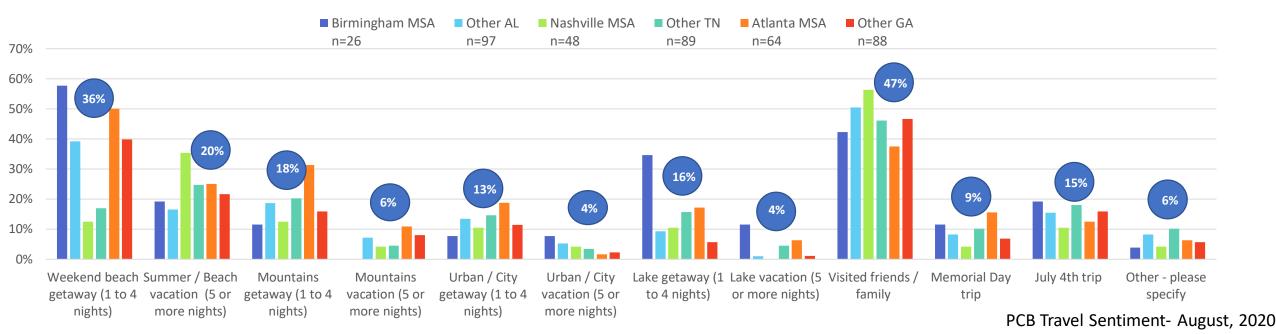
Q. Have you taken a leisure trip more than an hour from your home since MARCH 2020?



Q. What types of leisure trips have you taken since March 2020?

**Observations:** 

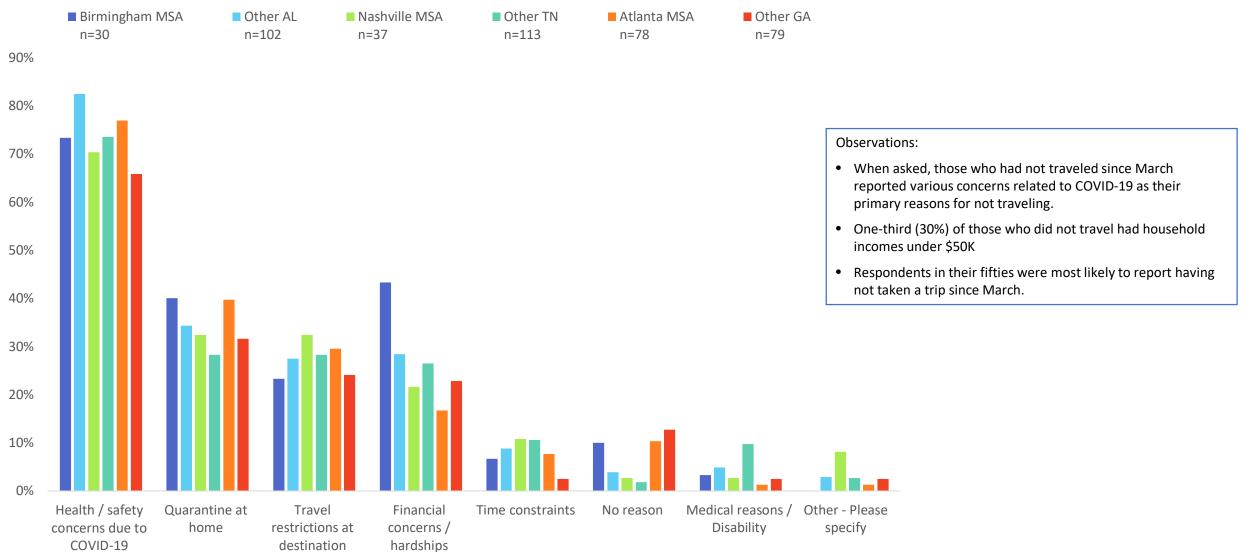
- Half (49%) of the survey respondents have traveled since March, 2020 with trips to see friends and family (47%) most likely for all geographic groups.
- Weekend beach getaways were reported as the second most popular travel option since March for one-third (36%) of all respondents. Nearly half of Alabama respondents (48%) and 45% of Georgia respondents reported taking a beach getaway while only 15% of Tennessee respondents had a beach getaway.
- Twenty percent of all respondents reported taking a summer beach vacation in 2020 with Tennessee respondents (30%) reporting the most beach vacation trips.
- Of those respondents who reported taking a beach trip since March nearly one-third (31%) were in their thirties followed by 23% either in their forties or fifties respectively. Fifty-nine percent of those traveled to the beach with children.
- Additionally, 59% of those who have traveled to a beach destination since March say they anticipate traveling as much or more for the remainder of 2020 compared to prior years.
- Among those respondents who said they have traveled, one-third overall (31%) were in their fifties. The top age group of travelers in each market: Birmingham (thirties-39%); Other AL (fifties-32%); Nashville (fifties-33%); Other TN (fifties-36%); Atlanta (thirties-37.5%); Other GA (fifties-33%)
- 57% of people from AL and GA have taken 1 or less short getaways since March which means 43% have taken 2 or more short getaways in that time.
- 79% of AL and GA have taken 1 or less vacations while 21% have taken 2 or more vacations since March 2020.



#### YOUNG strategies, inc.

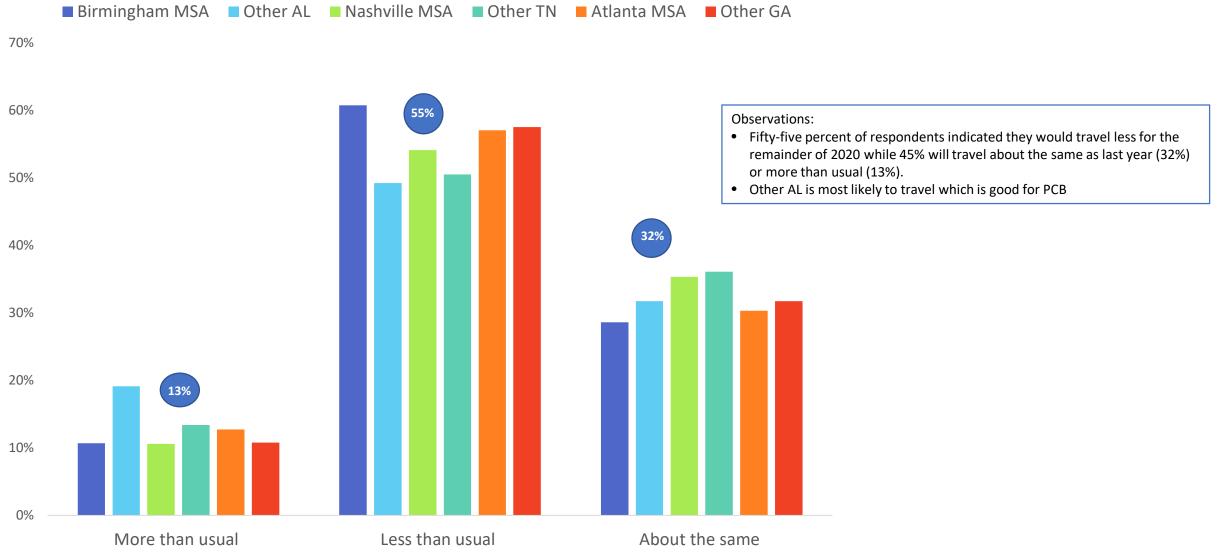
# HAVE NOT TAKEN LEISURE TRIP

Q. Please tell us why you have not taken a leisure trip more than an hour from your home since March 2020



# TRAVEL PLANS REMAINDER OF 2020

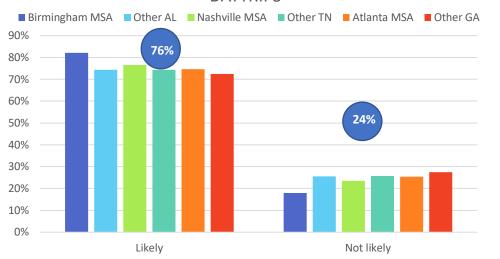
Q. Do you anticipate traveling more or less during the remainder of 2020 compared to prior years?



### TRAVEL PLANS REST OF 2020 – TRIP TYPE

Other GA

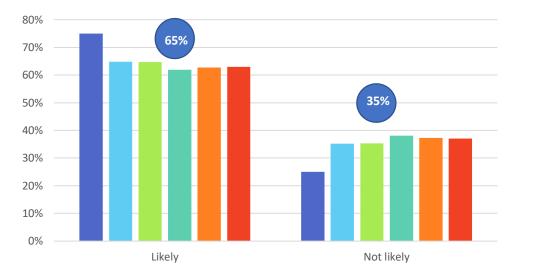
Q. How likely are you to take any of the following leisure trips in the remaining months of 2020?



Birmingham MSA

DAYTRIPS

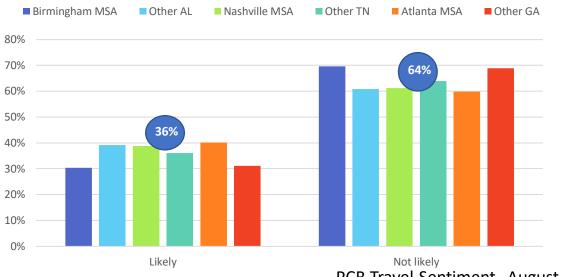
#### **GETAWAYS** ■ Other AL ■ Nashville MSA ■ Other TN ■ Atlanta MSA



#### Observations:

- When asked the types of trips most likely to take for the remainder of 2020 threefourths (76%) of survey respondents indicated desire for day-trips.
- Taking a getaway of a few nights appealed to two thirds (65%) of respondents. •
- One-third of respondents (36%) expressed interest in taking a vacation of five or ٠ more nights in the remaining months of 2020. This stands out as representative of what has been called the "summer stretch season" with travelers taking the summer vacation in the fall months.







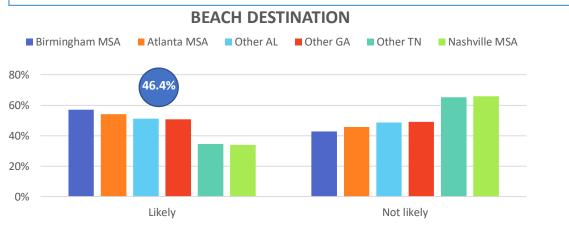
### **TRAVEL PLANS REST OF 2020 - DESTINATION TYPE**

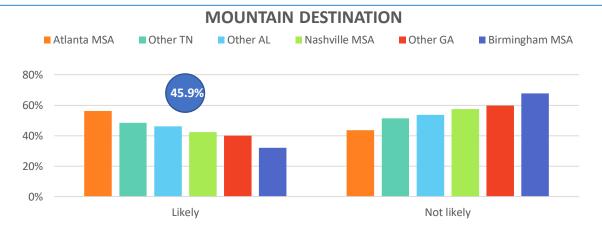


Q. How likely are you to take any of the following leisure trips in the remaining months of 2020?

#### Observations:

- When exploring the desirability of destination types geography and travel time to the destination is critical. The contiguous states of Georgia and Alabama are far more likely to travel to the beach, while Tennessee travelers are more likely to go to the mountains or lakes. This is significant given that fall is traditionally time for mountain trips to see the fall foliage.
- Urban/suburban destinations were least appealing to survey respondents.
- Three-fourths of survey respondents reported they are unlikely to travel by commercial airplane for the remainder of 2020 (chart not provided)

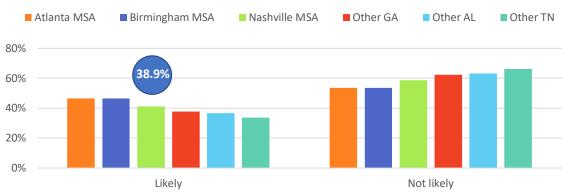




#### LAKE DESTINATION



#### **URBAN/SUBURBAN DESTINATION**

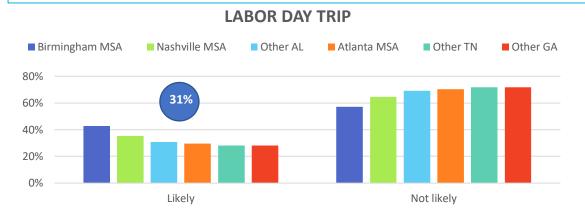


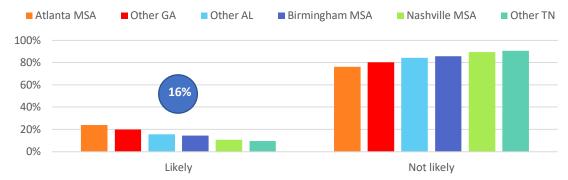
### **TRAVEL PLANS REST OF 2020-HOLIDAYS**

Q. How likely are you to take any of the following leisure trips in the remaining months of 2020?

#### Observations:

- Thanksgiving weekend travel was most appealing to residents of Alabama and Georgia.
- Christmas travel was most appealing of the holidays particularly among those from Alabama and Georgia.
- It is possible that there will be less large family reunion-style gatherings for holidays in 2020 due to COVID-19 and this could drive increased demand for single family unit holiday trips to destinations.





#### **COLUMBUS DAY WEEKEND**

#### THANKSGIVING WEEKEND



#### **CHRISTMAS TRIP**



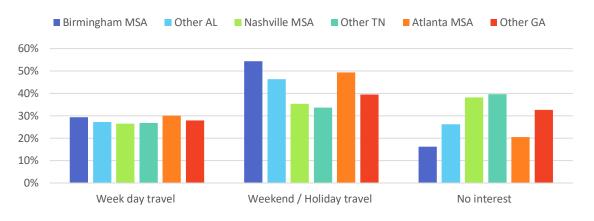


### TRAVEL PLANS REST OF 2020 DESTINATION TYPE BY DAY OF WEEK

#### Observations:

- When asked about the 2020 desirability of destination types by day-of-the-week it is apparent that weekend/holiday travel to the coast is most desired by those in Alabama and Georgia. One-third of Tennessee travelers expressed no interest in weekday or weekend travel to the coast.
- 46% of respondents from AL and GA reported they would travel to a coastal destination on the weekend/holiday, with 28% saying they would travel on a weekday.
- 45.4% of respondents from AL and GA reported they would travel to a mountain destination on the weekend/holiday, with 23.8% saying they would travel on a weekday.
- 37.7% of respondents from AL and GA reported they would travel to a lake destination on the weekends/holiday, with 22% saying they would travel on a weekday.
- 34% of respondents from AL and GA reported they would travel to a urban / suburban destination on the weekends/holiday, with 24.8% saying they would travel on a weekday.

Q. Please indicate if you would travel to any of the following types of destinations during the work week or on weekend / holidays.

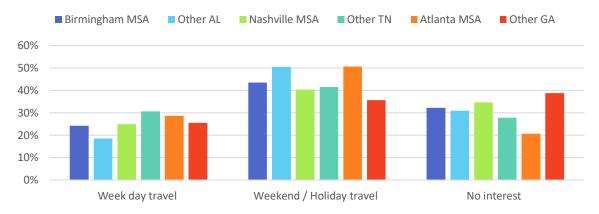


COASTAL DESTINATION

#### LAKE DESTINATION



#### MOUNTAIN DESTINATION



#### URBAN/SUBURBAN DESTINATION



# **ACCOMMODATIONS DESIRABILITY**

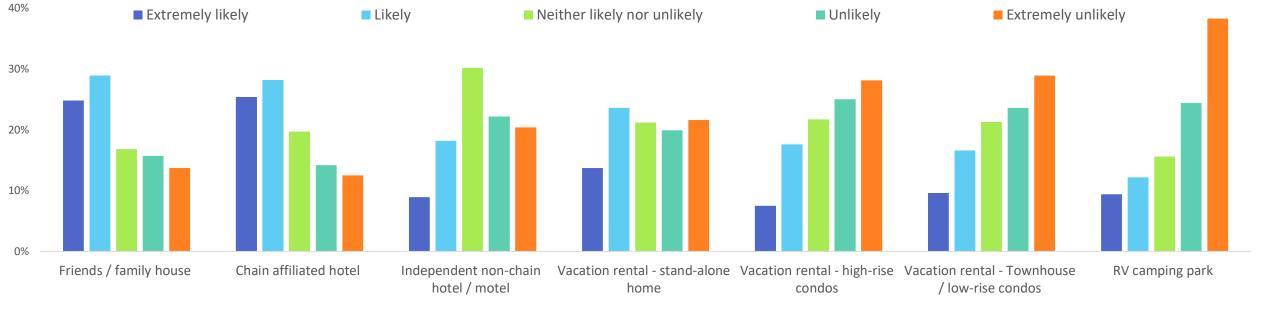
YOUNG strategies, inc.

Q. How likely are you to book the following accommodations for the remainder of 2020?

	Birmingham MSA	Other AL	Nashville MSA	Other TN	Atlanta MSA	Other GA	Averages
Friends / family house	3.8	3.2	3.5	3.3	3.4	3.3	3.42
Chain affiliated hotel	3.4	3.3	3.4	3.4	3.6	3.3	3.40
Independent non-chain hotel / motel	3.0	2.7	2.6	2.7	3.0	2.6	2.77
Vacation rental - stand-alone home	3.0	2.9	2.7	2.7	3.3	2.8	2.90
Vacation rental - high-rise condos	2.7	2.6	2.4	2.3	2.9	2.4	2.55
Vacation rental - Townhouse / low-rise condos	2.7	2.5	2.4	2.4	3.0	2.4	2.57
RV camping park	2.4	2.4	2.2	2.1	2.6	2.2	2.32

Observations –

- When booking accommodations for the remainder of 2020 respondents were most likely to stay with friends/family, followed by chain affiliated hotels and stand alone vacation rental homes.
- Urban travelers from Atlanta and Birmingham were most positive about all lodging types.



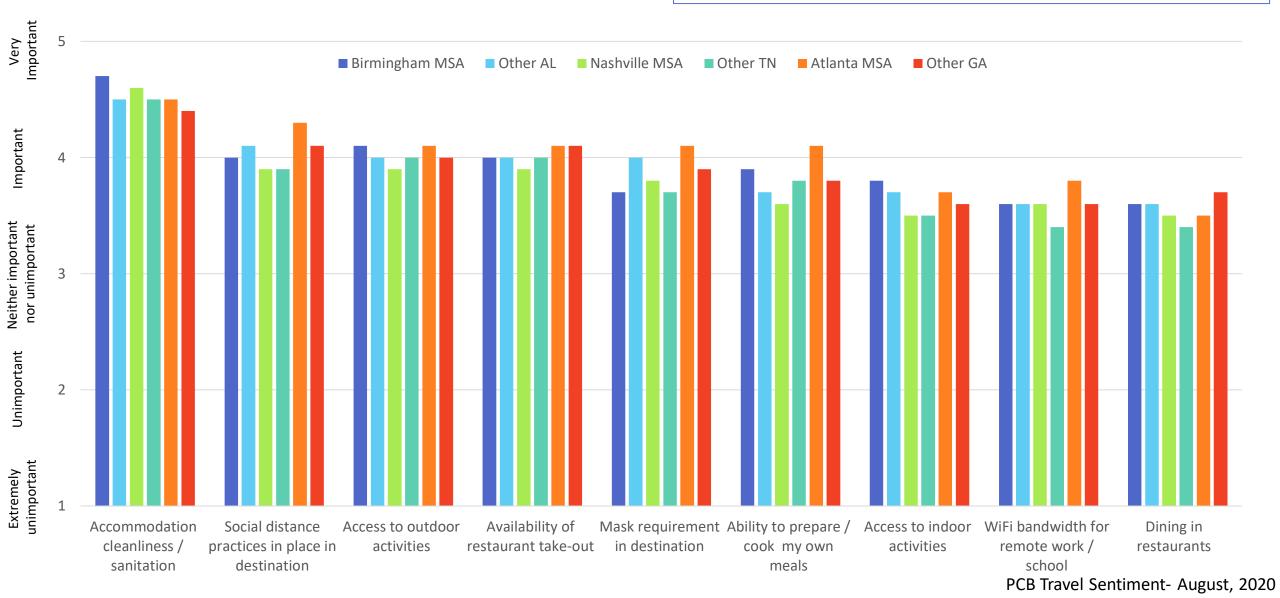
### **PLANNING CRITERIA**

YOUNG strategies, inc.

Q. What criteria will be important to you when booking accommodations for the remainder of 2020?

Observations:

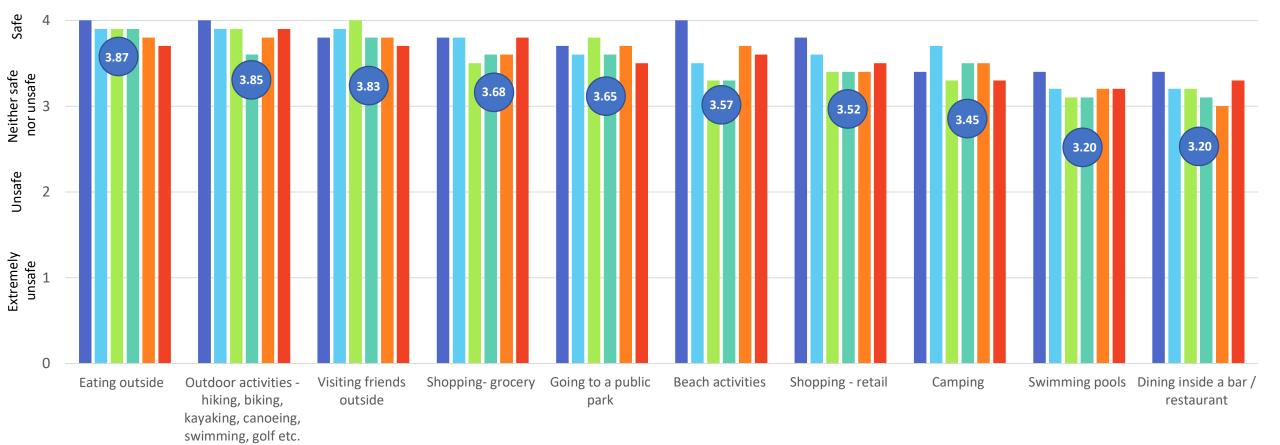
When booking accommodations for the remainder of 2020 health, cleanliness and safety are the most important criteria. These data would indicate that all booking platforms and websites must contain content to address the consumers desire for safety, cleanliness and social distancing.



### **TRAVEL ACTIVITY SAFETY**

Q. While traveling, how safe do you feel when participating in the following activities for the remainder of 2020?







**Observations:** 

- Survey respondents indicated the most sense of safety when participating in the following activities: eating outside, outdoor activities and visiting friends outside. It should be no surprise that indoor activities are considered less safe.
- Alabama and Georgia respondents are more likely to see beach activities as

### MARKETING INFLUENCERS



Q. Please tell us if any of the following are likely to influence your selection of a destination when planning any overnight leisure trip for the remainder of 2020.

#### Observations:

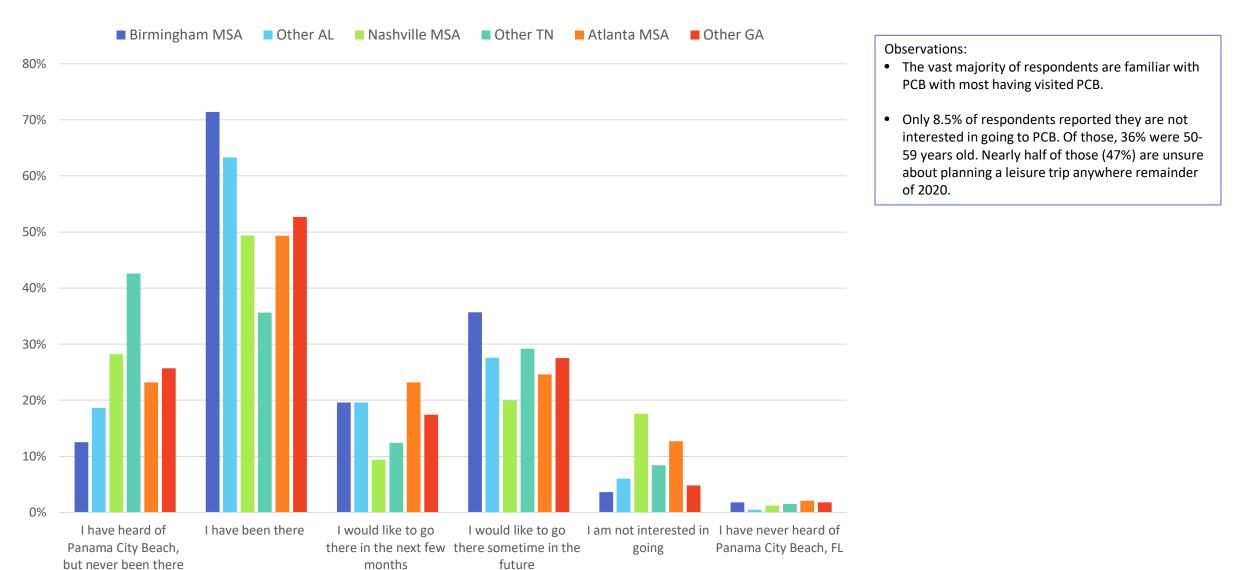
- When provided a list of marketing channels respondents indicated the most trust in recommendations from others which supports the continued use of influencers and user-generated content.
- Packaged travel and last minute travel offers were also of interest.

	Birmingham	Other	Nashville	Other	Atlanta	Other
	MSA	AL	MSA	TN	MSA	GA
Recommendation from others	35.2%	28.9%	36.6%	23.2%	35.5%	34.6%
NONE OF THE ABOVE	20.4%	30.5%	36.6%	34.6%	22.6%	26.4%
Travel package - all inclusive	35.2%	23.5%	23.9%	20.0%	29.8%	23.3%
Last minute online travel offer	24.1%	19.8%	31.0%	24.3%	22.6%	20.8%
Trip Advisor	22.2%	17.1%	18.3%	13.0%	22.6%	16.4%
Social medial post or tweet	13.0%	16.6%	14.1%	15.1%	22.6%	19.5%
TV advertisement	20.4%	10.7%	8.5%	12.4%	25.8%	13.8%
State or regional travel guide	5.6%	11.8%	12.7%	8.1%	13.7%	13.8%
Travel articles / blogs	9.3%	5.3%	11.3%	5.9%	20.2%	6.9%
Magazine advertisement	3.7%	2.7%	7.0%	3.2%	17.7%	11.9%
Other - please specify	11.1%	4.3%	7.0%	5.4%	4.0%	3.8%
Newspaper advertisement	3.7%	4.3%	4.2%	1.6%	11.3%	8.2%
Billboard	3.7%	3.7%	4.2%	1.6%	7.3%	2.5%
Local radio	0.0%	3.7%	4.2%	0.5%	1.6%	2.5%



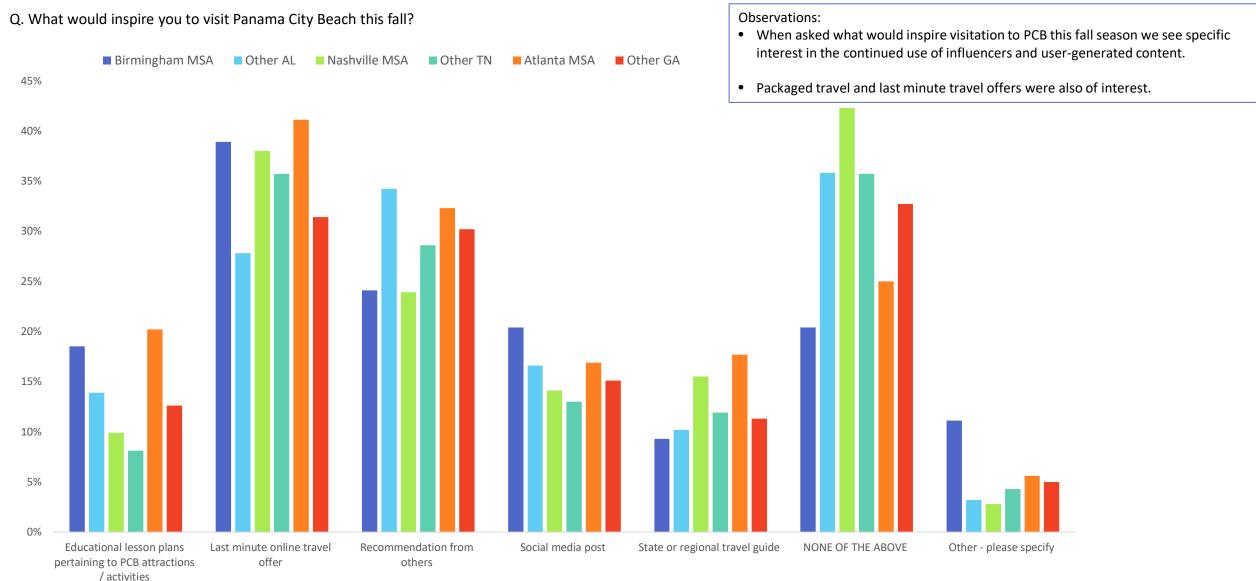
### **PCB FAMILIARITY**

Q. What is your familiarity with Panama City Beach, Florida?



# **DESTINATION SELECTION**





### **SUMMARY OBSERVATIONS**



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#### Most Likely To Travel To The Coast Least Likely To Travel To The Coast N=384 N= Roughly 60% say they ae ready to book or plan travel now 31.8% are either fully employed and work from home or are hybrid workers ۰ 44% make under 50k a year ۰ The contiguous state of AL and GA are more likely to visit than TN AL (34.1%), Ga (40.4%), TN (25.5%) • One-third of respondents (36%) expressed interest in taking a vacation of five or more nights in the remaining months of 2020. This stands out as representative of what has been called the "summer stretch season" with travelers taking the summer vacation in the fall months. It is encouraging 59% reported they are likely to travel with their children and 8% plan to travel without their children. Only 11% reported they are not likely to travel with their children.