# MONTHLY SUMMARY

### TRENDS FOR THE MONTH:

• The Top Overseas Countries for August 2023 visitor arrivals were between the United States and the United Kingdom 395.944, India 220,570, Germany 199,662, Japan 197,589 and France 189,458.

• The Top 5 Overseas Countries YTD 2023 visitor arrivals were between the United States and the United Kingdom 2,497,092, India 1,193,199, Germany 1,159,112, France 1,059,213 and South Korea 1,021,537.

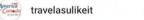
• Top Foreign Ports in October 2023 serving U.S. locations were London Heathrow (LHR) 1.589 million, Toronto (YYZ) 1.045 million, Cancun (CUN) 825,000, Paris (CDG) 750,000 and Mexico (MEX) 665,000.

	FY24 Goals	October	November	December	FY24 Y-T-D Total
Sales Calls	35	19	3		42
GTE	8 clients	0	0		9
Guide Distributions	10,000	32	8923		9,081
Training Sessions	4	1	0		9
Sales Mission	1	0	0		0
Consumer Shows	2	0	0		0

### America As You Like It

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### travelasulikeit Charlottesville and Monticello American Viticultural Area has been named wine region of the year in wine enthusiast's 2023 wine star awards. The region's history with wine dates to the days of Thomas Jefferson, who believed Charlottesville and Albemarle County's terroir to be ideal for growing grapevines. See

https://www.americaasyoulikeit.com/wine-trails-culinary-delight -capitalregion to plan your next trip. @capitalregion\_usa



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travelasulikeit Charlottesville and Monticello American Viticultural Area has been named wine region of the year in wine enthusiast's 2023 wine star awards. The region's history with wine dates to the days of Thomas Jefferson, who believed Charlottesville and Albemarle County's terroir to be ideal for growing grapevines. See

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### #capitalregion #Virginia #Charlottesville #wineregion #monticello #albemarle #winetrails #holidayseason #travelgoals

Photo credit: Charlottesville Albemarle Convention & Visitors Bureau



Charlottesville and Monticello American Viticultural Area has been named wine region of the year in wine enthusiast's 2023 wine star awards. The region's history with wine dates to the days of Thomas Jefferson, who believed Charlottesville and Albemarle County's terroir to be ideal for growing grapevines. See

https://www.americaasyoulikeit.com/wine-trails-culinary... to plan your next trip. Capital Region USA

#capitalregion #Virginia #Charlottesville #wineregion #monticello #albemarle #winetrails #holidayseason #travelgoals

Photo credit: Charlottesville Albemarle Convention & Visitors Bureau





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### Trailfinders

Capital Region USA product included in 10 November e-newsletter

Trailfinders To: Lisa Chamberlain Epic USA Escapes 10 November 2023 11:08 Hide Details

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Latest Offers Destinations Holiday Styles



#### Now is the time to book your next USA getaway.

Whether you are looking to embrace the endless natural splendour, soak in the buzz of a live sporting event, sample sumptuous local cuisine or perhaps visit a location from your favourite movie, the USA really has it all.

Starting from £1,979 you can explore the best the country has to offer, from the destinations you know to hidden gems just waiting to be uncovered, start planning your next United States adventure today.





### Capital Region & The Blue Ridge Mountains

Holiday Style: Duration:

Fly Drive 12 nights

Guide Price £2,099pp in Economy £5,029pp in Business

Priced for selected February departures

Explore the mountains of Virginia, beautiful bays in Maryland and iconic buildings in Washington DC on this journey through the Capital Region.

#### Highlights:

Washington DC 
 Shenandoah National Park
 Eastern Shore

### Including:

Direct flights
 10 days fully inclusive car hire
 3★ to 4★+ hotel



### Best of Eastern USA by Rail

Holiday Style: Duration: Multi Centre, Rail 14 nights

Guide Price £2,349pp in Economy £4,249pp in Business

Priced for selected February departures

Ride Amtrak's Acela Express between the iconic cities of Washington, Philadelphia, New York and Boston. Take a photo at the White House, visit the Statue of Liberty and explore Boston's Faneuil Hall on this holiday of highlights.

#### Highlights:

Washington DC • Baltimore • Philadelphia • New York
 Boston

#### Including:

Direct flights 
 • 3★+ to 4★ hotels
 • Business Class rail between Washington DC - Philadelphia Boston

# 3) Visit unique & inviting neighbourhoods

Make your own discoveries in the neighbourhoods of Washington, DC.

Washington, DC is a city where people live and visit, where restaurants and pubs buzz, where cabs are hailed, hotels are busy, and friends laugh. No politics. No power plays. No problem. There's so much to love about each one of DC's neighbourhoods, from history on Capitol Hill and high-end boutiques in Georgetown to the beauty of Southwest Waterfront and the hustle and bustle of H Street NE. There's also performing arts in Penn Quarter and a 24-hour diner in Adams Morgan. Get familiar with the lay of the land on Trailfinders' Washington DC Unveiled tour where you'll get to join a small group all-electric Red Roadster adventure! This small vehicle is the perfect way to nip around the crowds whilst taking in the key sights in no time.



For more USA capital city inspiration, take a look at our Washington DC holiday page.



#### Explore Washington, DC like never before

Indulge in world-class dining, discover exciting nightlife, take in the iconic monuments & memorials and explore family friendly attractions. Experience this walkable, cosmopolitan city just like a local would; wander on foot past colourful neighbourhoods, hop on a guided cycle tour and soak up the history & culture en-route or paddle on the Potomac River to see DC from a different perspective.

To go with its monuments and memorials, the National Mall boasts an impressive line-up of FREE museums. Visitors should take advantage of the wide range of experiences on hand, from immersing themselves in America's history to marvelling at the wonders of aviation and our natural world. Just a couple of the FREE museums include: • National Air and Space Museum • National Museum of African American History and Culture & many more...

Washington, DC is the perfect choice for a long weekend away or as a starting point for a longer tour of the Capital Region or even a grand USA exploration - with Trailfinders, almost anything is possible!

Click here for the chance to win a fabulous FREE city break, courtesy of Trailfinders and Washington, DC!





#### The Mayflower Hotel

Holiday Style: City Breaks, Luxury Duration: 4 nights

£1,399pp in Economy £2,949pp in Business

Guide Drice

Priced for selected February departures

This landmark hotel is steeped in presidential history; J Edgar Hoover ate at the same table here for 20 years and Truman proclaimed if the second best address in DC/. With its refined and elegant atmosphere, a stay at the Mayflower will be as memorable at the city in which it resides.

#### Highlights:

Fantastic location - 10 minute walk from the White House
 Traditional, elegant decor 
 Restaurant & a bar
 Fitness centre

#### Including:

Direct flights • 5★ hotel • Monuments by Night tour

Tailormade Travel Worldwide 020 7795 459 First & Business Class Travel 020 7368 146

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### Washington City Break

Holiday Style: City Breaks Duration: 4 nights

Guide Price £1,379pp in Economy £3,099pp in Business

Priced for selected April departures

From The West Wing to House of Cards, television presents Washington as a montage of monuments, imposing federal buildings and eclectic neighbourhoods. In reality they are even more impressive, from the White House to the Lincoln Memorial and everything in between.

#### Highlights:

Washington's Memorials and Monuments
 The Smithsonian Museums - Georgetown

Adams Morgan Neighborhood 
 Potomac River 
 Shopping



### Washington DC & Stunning Shenandoah

Holiday Style: Fly Drive Duration: 7 nights

Guide Price £1,749pp in Economy £3,079pp in Business

Priced for selected June departures

Enjoy an exciting city break in Washington DC before heading out to explore the mountains and sensational scenery of magnificent Shenandoah National Park.

#### Highlights:

See Washington DC's museums & monuments
 Explore characterful DC neighbourhoods
 Wander the cobbled streets of nearby Alexandria
 Discover the beautiful mountains of Shenandoah National
Park

Enjoy the spectacular scenery of Skyline Drive
 Be awed at the incredible Luray Caverns

#### Including:

Direct flights • 4 days fully inclusive car hire
 4 nights Washington DC hotel
 3 nights Shenandoah National Park hotel

Tailormade Travel Worldwide 020 7795 4592 First & Business Class Travel 020 7368 1467 Share

#### Capital Region & The Blue Ridge Mountains

Holiday Style: Fly Drive Duration: 11 nights

Guide Price £2,099pp in Economy £4,799pp in Business

Priced for selected February departures

Explore the mountains of Virginia, beautiful bays in Maryland and iconic buildings in Washington DC on this journey through the Capital Region.

#### Highlights:

Washington DC - Shenandoah National Park
 Eastern Shore



Iconic Cities of America

Holiday Style: Multi Centre, Rail Duration: 14 nights

Guide Price £2,829pp in Economy £7,099pp in Business

Priced for selected February departures

Combine five of the USA's most legendary cities on one incredible cross country trip. Start with the monuments and skyscrapers of the east before heading west to the bright lights of Vegas and Los Aneeles.

#### Highlights:

Washington DC 
 New York 
 Chicago 
 Las Vegas
 Los Angeles

#### Including:

 Direct Rights - 4\* hotels - Washington, DC Unveiled New York 2 Day Hop on Hop off Bus Tour Chrisge Cuture & Architecture Vegas Views Holicopter Flight Los Angeles 2 Day Hop On Hop Off Bus Tour Businees Class rail from Washington DC - New York J breakrats

> Tailormade Travel Worldwide 020 7795 4592 First & Business Class Travel 020 7368 1467

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### **Trailfinders**

## Capital Region USA product included in DC sponsored 14 November e-newsletter

 Trailfinders
 14 November 2023 10:29

 To:
 Lisa Chamberlain
 Hide Details

 Experience the Best of Washington, DC
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#### Now is the time to book your Washington, DC getaway.

No other place combines more than 100 free things to do, worldclass dining, acclaimed arts and culture, must-watch pro sports, thousands of acres of green space and a National Mail with the United States' most beloved monuments and memorials.

#### Plan your trip today with a selection of our favourite DC holidays!









#### A Guide of What to Expect in Washington, DC

Capture a sunset moment on DC's two rivers. Explore the oldest urban national park. See the only Da Vinci in the Americas. Visit the largest library in the world. Do it all in the only place you can in Washington, DC.



### 

### TALES FROM THE TRAIL



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Perched on the East Coast of the USA, Washington, DC is an incredible place to visit full of fun and exciting attractions brimming with historical monuments and cultural sights that can't be missed.

Join us as we outline our top 3 must do's..

# The city features a great, family-friendly line-up of things to see and do for little ones. Choose from a wide range of experiences, from introducing the kids to classic artists at the National Gallery of Art to exploring the power of language at Planet World to visiting their favourite animals at the Smithsonian's National Zoo.

## 2) Take it all in from a rooftop

It's always the right time to head out on the town to find a rooftop bar and luckily for you, Washington, DC has a plethora of hip and boutique rooftops bars to choose from.

One of our favourite spots to capture the city's bright lights is from the glamorous Watergate Hotel. There's not too many better places where you can combine a refreshing beverage within somewhere as historical as this. Located by the banks of the Potomac River, the luxurious Watergate offers sleek style and polished service, just a short walk from the upmarket shops and restaurants of Georgetown. Admire the 360-degree rooftop views of the nation's capital while sipping specialty cocktails and sampling on upscale bites.

### 1) 100+ FREE things to do

No city provides as many world-class activities for FREE as Washington, DC - Welcome to the 'Capital of Free!'

Washington, DC offers attractions and activities for every visitor, whether traveling on a budget, looking for added value or even a family fun excursion. With unmatched access to incredible museums, monuments, memorials and one-of-a-kind events, DC is in a class by itself.

Visitors should take advantage of the wide range of experiences on hand, from immersing themselves in America's history to marvelling at the wonders of aviation and our natural world. Just a couple of the FREE museums include the National Air and Space Museum, the National Museum of African American History and Culture & many more...



### **Trailfinders**

10 Night 5\* Twin Centre Malaysia just £1,399

Trailfinders

To: Lisa Chamberlain

## Capital Region USA product included in 15 November e-newsletter

15 November 2023 11:40

Hide Details



Enjoy a FREE room upgrade at one of the capital's most elegant hotels, The Majestic Hotel Kuala Lumpur, perfectly situated to explore this bustling city. Then head to the stunning Pangkor Laut Resort and relax in luxury...

### Read More

#### Introducing G Adventures' Geluxe Collection

Take a look at some of our favourile tours from the brand new Geluxe Collection, brought to you by G Adventures. With upgraded accommodation and unique experiences, *FIND* your touring adventure today.



Read More



#### 6 Unmissable USA Experiences

To celebrate the release of the 2024/25 Trailfinders USA brochure, we've selected some of our favourite new adventures. From aweinspiring landscapes and exciting cities to thrilling theme parks and sensational beaches, order your new brochure today.







#### Find my local Travel Centre - Search Q =VIEWTRAIL



USA holidays offer an incredible variety of attractions with awe-inspiring landscapes, exciting thrilling theme parks and sensational beaches.

Boosting 62 national parks, the scale and variety of the USA's natural wonders is astounding. Bucket list national parks include the souring peaks of 'issemite, the magnificent Grand Canyon and Yellowstore's geothermal workdrand. Logendravid USA cities such as New York and Chicage also showscase iconic skylines and world-class sightseeing, while Las Vegas and Miami boast buzzing nightlife and endies sambine.

Whether it's the history of the east coast cities, the beaches of Florida, California and Hawaii, or the musical heritage of the Deep South, you'll find a dazting array of holidays within our new USA brochure.

Click Below To Order Your Brand New USA 2024/25 Brochure Today!

### Washington DC to Nashville - Monuments, Mountains & Moonshine

Duration: 14 nights

#### Overview:

Combine majestic Washington DC with music loving Nashville on a journey through stunning national parks and characterful towns of the Appalachian Mountains.

#### Highlights:

Majestic Mountains 
 Appalachian Moonshine 
 Dynamic Cities

### Inclusions:

• Direct flights • 9 days fully inclusive car hire • 3 \* to 4 \* hotels

£2,899pp in Economy

BOOK NOW: 020 7795 4592

£4,549pp in Business

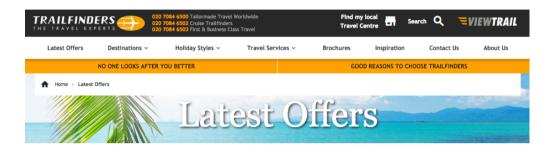
BOOK NOW: 020 7368 1467

Priced for selected June departures

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### Trailfinders

Capital Region USA product included in Latest Offers





Best of Eastern USA by Rail

Location:Eastern USA

### Including:

- Direct flights
- 3★+ to 4★ hotels
- Business Class rail between Washington DC -Philadelphia - Boston

### 14 nights £2349pp

📕 Multi Centre 📕 Rail



Capital Region & The Blue Ridge Mountains

### Including:

- Direct flights
- 10 days fully inclusive car hire
- 3★ to 4★+ hotel

### 12 nights £2099pp

Fly Drive



### Iconic Cities of America

Location:USA

### Including:

- Direct fights
- 3 nights 4 Washington hotel
- 3 nights 4★ New York hotel
- 2 nights 4★ Chicago hotel
- 3 nights 4★ Las Vegas hotel
- 3 nights 4 Los Angeles hotel
- Washington DC Unveiled

### 14 nights £2629pp

Multi Centre

### Trailfinders



## Trailfinders

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Capture a sunset moment on DC's two rivers, discover more than 100 free things to do, explore thousands of acres of green space and a National Mall with the US' most beloved monuments and memorials. There's Only One DC. Plan your trip today. Discover more at trailfinders.com/washington



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Capital Region USA product included in 11 November e-newsletter

### Deluxe Tours to the USA

11 November 2023 10:31

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Details

27

# growth, the 18th-century social and religious movements, political diversity and so much more. More information



IN FREEDOM'S FOOTSTEPS

10 night deluxe tour

Starting in Philadelphia and ending in Washington, DC, this historic journey

allows you to discover the nation's economic expansion and industrial

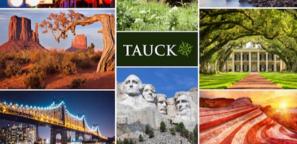


MICHIGAN'S LAKES & MACKINAC ISLAND 7 night deluxe tour

Idyllic vistas prevail as you tour through Michigan's countryside and beside beaches scattered with sand dunes, hugging the shores of Lake Michigan. There's also a stay on Mackinac Island, which doesn't allow motorised vehicles, and the German-settled village of Frankenmuth.

More information





LUXURY ESCORTED TOURS ACROSS THE USA & CANADA

a great range of escorted tours for you to choose from. We partner with guality and service. Every motorcoach tour is guided by a Tour Director, or travel. Guests stay in the finest  $\overline{\sim}$ cuisines and enjoy extraordinary



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### **IN FREEDOMS** FOOTSTEPS

10 NIGHT DELUXE TOUR

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A historical journey from Philadelphia to Washington, D.C.

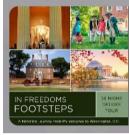
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10 NIGHT

DELUXE

TOUR

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10 NIGHT

DELUXE

TOUR

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IN FREEDOM'S FOOTSTEPS - 10 night deluxe escorted tour

Starting in Philadelphia and ending in Washington, DC, this historic journey allows you to discover the nation's economic expansion and industrial growth, the 18th-century social and religious movements, political diversity and so much more.

More information: https://www.northamericatravelservice.co.uk/.../in.../



# IN FREEDOMS

A historical journey from Philadelphia to Washington, D.C.





10 NIGHT DELUXE

TOUR

# IN FREEDOMS

A historical journey from Philadelphia to Washington, D.C.



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DELUXE

TOUR

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northamericatravelservice IN FREEDOM'S FOOTSTEPS - 10 night deluxe escorted tour

Starting in Philadelphia and ending in Washington, DC, this historic journey allows you to discover the nation's economic expansion and industrial growth, the 18th-century social and religious movements, political diversity and so much more.

### More information:

https://www.northamericatravelservice.co.uk/itinerary/in -freedoms-footsteps-philadelphia-to-washington-dc/



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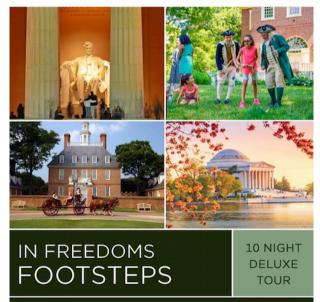
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### More information:

https://www.northamericatravelservice.co.uk/itinerary /in-freedoms-footsteps-philadelphia-to-washington-dc/



A historical journey from Philadelphia to Washington, D.C.

### **North America Travel Service**

Capital Region USA product added to blog 15 November



Virginia Wins Wine Region of the Year 2023

### 15TH NOV 2023

The Charlottesville area and the Monticello American Viticultural Area have won Wine Region of the Year in Wine Enthusiasts 2023 Wine Star Awards.



The Charlottesville area and the Monticello American Viticultural Area have won Wine Region of the Year in Wine Enthusiasts 2023 Wine Star Awards.

The Charlottesville area was just one of five wine regions nominated around the world for this prestigious award and was the only nominee located in North America. Wine Enthusiast'sexecutive media team made its winning selections based on many factors, including impact on consumers and trade in the wine space, company or brand vision, and trendsetting. The Wine Star Awards celebrate the innovation of individuals and entities that have significantly contributed to the success of the wine and alcoholic beverage world.

The region's history with wine dates to the days of Thomas Jefferson, who believed Charlottesville and Albemarle County's terroir to be ideal for growing grapevines. While Jefferson's intuition about the land was correct, the varieties of grapes he chose were not. After several failed grape-growing experiments at Jefferson's mountaintop home of Monticello, the region did not see successful vineyard ventures until the mid-1970s, when winemakers began experimenting with grapes better suited for the land. Since that time, the Montecello Wine Trail was created and has flourished, currently boasting more than 40 vineyards within a 25-mile radius of Charlottesville.

"Words cannot express my excitement on behalf of our community, our wineries and the CACVB," said Courtney Cacatian, Executive Director. "I am beyond thrilled that our high-quality wines and our approach of collaboration, inclusivity and welcoming has won us this recognition on a global stage. We look forward to welcoming visitors from all over the world to taste our wine."

LUXURY VIRGINIA EXPERIENCE - 8 night fly drive

Linking deluxe resorts, spas and golf courses with beautifully scenic byways, this luxury itinerary stays in the very best hotels whilst allowing time to sip fine wines, savour award-winning cuisine and partake in a wide-range of pursuits and activities.

More information



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## North America Travel Service

VIRGINIA AWARDED WINE REGION OF THE YEAR 2023

The Charlottesville area and the Monticello American Viticultural Area have won Wine Region of the Year in Wine Enthusiasts 2023 Wine Star Awards. One of just five wine regions nominated from around the world, and the only one in North America, this award reflects the regions wine history which dates back to the days of Thomas Jefferson. More information and holidays to Virginia:

https://www.northamericatravelservice.co.uk/virginia.../



## WINE REGION OF THE YEAR 2023

### CHARLOTTESVILLE & MONTECELLO AREA, VIRGINIA

AS VOTED BY THE PRESTIGIOUS WINE ENTHUSIASTS 2023 WINE STAR AWARDS



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VIRGINIA AWARDED WINE REGION OF THE YEAR 2023

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## WINE REGION OF THE YEAR 2023

### CHARLOTTESVILLE & MONTECELLO AREA, VIRGINIA

AS VOTED BY THE PRESTIGIOUS WINE ENTHUSIASTS 2023 WINE STAR AWARDS



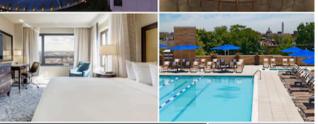
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WASHINGTON HILTON, WASHINGTON, DC - Special Offer

Save up to 10% and receive two complimentary cocktails on selected stays of three nights or more between November 24th 2023 and February 29th 2024, when booked by January 31st 2024. Restrictions apply. Call for full details.

More information: https://www.northamericatravelservice.co.uk/hotel /washington-hilton/





**STAY 3 NIGHTS** 

OR MORE &

SAVE UP TO 10%

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SELECTED 2023 & 2024 TRAVEL DATES, BOOK BY JANUARY 31ST 2024

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SAVE UP TO 10%

northamericatravelservice WASHINGTON HILTON, WASHINGTON, DC - Special Offer

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### More information:

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More information: https://www.northamericatravelservice.co.uk/hotel /washington-hilton/



SELECTED 2023 & 2024 TRAVEL DATES, BOOK BY JANUARY 31ST 2024

WASHINGTON

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### **American Holidays**

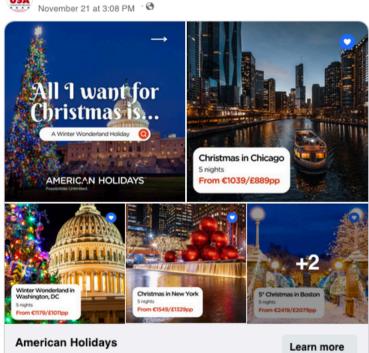
## American Holidays • Follow

♠ ☆ Get swept away in the enchanting Christmas spirit of New York, Boston, Chicago, or Washington D.C.! Glide across the ice rinks, marvel at the window displays, and catch a Nutcracker performance in New York. In Boston, take a festive walking tour of the city's historical sites, while In Chicago, a visit to the famous Christkindlmarket brings a taste of Germany to the heart of the Midwest. Don't forget to stop by the National Christmas Tree in Washington D.C. for a heart-warming dose of Christmas cheer. Mattine So, what are you waiting for? Book your winter city break now!

Request a quote from one of our expert team: IE 
https://bit.ly/3R7y2Db NI 
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### American Holidays

November 21 at 11:53 AM

▲ → Get swept away in the enchanting Christmas spirit of New York, Boston, Chicago, or Washington D.C.! Glide across the ice rinks, marvel at the window displays, and catch a Nutcracker performance in New York. In Boston, take a festive walking tour of the city's historical sites, while In Chicago, a visit to the famous Christkindlmarket brings a taste of Germany to the heart of the Midwest. Don't forget to stop by the National Christmas Tree in Washington D.C. for a heart-warming dose of Christmas cheer. So, what are you waiting for? So what are you waiting for?

Request a quote from one of our expert team: IE a https://bit.ly/3R7y2Db NI https://bit.ly/47JWArm

AMERICAN HOLIDAYS

Learn more

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### **Purely Travel** London Life Magazine advertorial - December issue

mmerse yourself in the authentic American experience by visiting Capital Region USA. From the inspiring monuments and remarkable museums of Washington, DC to the beautiful beaches and majestic mountains of Maryland and Virginia, history, culture and natural beauty abound.

Follow a scenic byway and discover the charms of the Chesapeake Bay or the serenity of Shenandoah National Park, two of America's greatest natural wonders. History buffs will marvel at the region's collection of historic attractions and Civil War driving trails.

### DESTINATIONS NOT TO BE MISSED

Within about an hour drive of Washington, DC visitors can explore a variety of cities across Maryland. Head east from Washington, DC to the waterfront cities of Annapolis, Maryland's capital city, and Baltimore, the largest city in Maryland. Travel west towards the Appalachian Mountains to explore the hip and historic city of Frederick.

Take a quick trip across the Potomac River from Washington, DC to Arlington, Virginia, home to inspiring memorials and skyline views of the nation's capital. Further into Virginia, visitors should be sure to visit Charlottesville, Thomas Jefferson's hometown in the Blue Ridge Mountains, and Williamsburg, where you can experience America's beginnings. If you're looking for a relaxing beach holiday, Virginia Beach is home to the world's longest pleasure beach. In Capital Region USA you're never far from

one of the region's 400+ wineries - earning awards and accolades from visitors and critics around the world. Wine trails, festivals and local brew pubs make it easy to plan your own tour and tasting itinerary.

Purely America is a fully ATOL bonded specialist tour operator to Capital Region USA. With competitive airfares, car hire, pre-planned but flexible self-drive tours, rail tours, escorted coach tours and Washington, DC city breaks, no other UK tour operator offers you a wider choice of holiday options to Capital Region USA. Call us today to speak with someone who has been there, let us inspire you and help plan your dream holiday to this exciting, historical & stunning region. ■

### THE DETAILS

PurelyCapitalRegionUSA.co.uk Call us on 0844 80 444 80.

Follow us on Instagram for travel inspiration, offers and competitions @purelytravel TRAVEL

## DISCOVER THE CAPITAL REGION USA



mmerse yourself in the authentic American experience by visiting Capital Region USA. From the inspiring monuments and remarkable museums of Washington, DC to the beautiful beaches and majestic mountains of Maryland and Vinginia, history, culture and natural beauty abound.

Follow a scenic byway and discover the charms of the Chesapeake Bay or the serenity of Shenandoah National Park, two of America's greatest natural wonders. History buffs will marvel at the region's collection of historic attractions and Civil War driving trails.

DESTINATIONS NOT TO BE MISSED Within about an hour drive of Washington, DC visitors can explore a variety of cities across Maryland. Head east from Washington, DC to the waterfront cities of Annapolis, Maryland's capital city, and Baltimore, the largest city in Maryland. Travel west towards the Appalachian Mountains to explore the hip and historic city of Frederick.

Take a quick trip across the Potomac River from Washington, DC to Arlington, Virginia, home to inspiring memorials and skyline views of the nation's capital. Further into Virginia, visitors should be sure to visit Charlottesville, Thomas Jefferson's hometown in the Blue Ridge Mountains, and Williamsburg, where you can experience America's beginnings. If you're looking for a relaxing beach holiday, Virginia Beach is home to the world's longest pleasure beach. In Capital Region USA you're never far from



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### Visit USA

Visit USA News 13 November 2023 09:03 To: Lisa Chamberlain Hide Details Reply-To: shani.kunar@bmipublishing.co.uk What's new in the USA!



Your USA trade news

NEWS TO USE FROM VISIT USA MEMBERS

## Give thanks to multiple festive options

Visitors looking to travel to the U.S. for Thanksgiving have plenty of festive destinations to choose from.



Options include a 19th century Thanksgiving meal in Virginia, boat rides in Washington, DC, and 'Winesgiving' in Greater Palm Springs.

In Virginia, wine lovers can now indulge in some Virginia wine at Little Washington Winery's free Thanksgiving food pairings.

They can buy a flight of wines and learn how these can be perfectly matched to a Thanksgiving feast.

Or they can join Ben Lomond Historic Site on November 18 as chefs there prepare a 19th Century Thanksgiving meal. Visitors are invited to take advantage of what is billed as a "historic event" and learn how to prepare a holiday meal using techniques and equipment commonly used in the 19th century.

They will explore food preparation using wood fires and Dutch ovens to bake bread and rustle up dessert.

In Washington D.C., cruise along the Potomac River with City Experiences and enjoy a Thanksgiving Day afternoon lunch cruise. Guests can tuck into a celebratory dinner buffet offering all the trimmings while taking in the views of the capital, including the Washington Monument.

In Palm Springs, celebrate Thanksgiving under a warm winter sun or ride the Palm Springs Aerial Tramway and take in the spectacular views of the entire Coachella Valley.

The Aerial Tramway takes visitors to the Santa Rosa and San Jacinto Mountains National Monument where they will find 50 miles of trails. The Tramway is offering special holiday ride' n' dine ticket that includes both the tram ride and dinner at Pines Café featuring a holiday menu including traditional dishes such as turkey, a choice of sides and pumpkin pie.

Bouschet tasting room and marketplace, situated in Coachella Valley, is offering a winesgiving wine tasting on November 25.

...

## Visit USA Ireland



Absolutely delighted that the USA 贓 won the Best Destination Worldwide category at the ITTN, Ireland's Travel Trade Network awards last night.



#### Visit USA Committee Ireland VISIT November 25 at 6:20 PM · 🕲



...

Platinum Travel P November 25 at 10:29 AM · 😪

We are over the moon! ITTN Luxury Travel Agent of the Year! This means so much to us, and we are extremely grateful. Thank you so much to everyone who voted for us and for all the wonderful support. We love what we do and being able to look after our extremely valued clients is such a privilege. Thank you all! 🙏 🏅 🏆

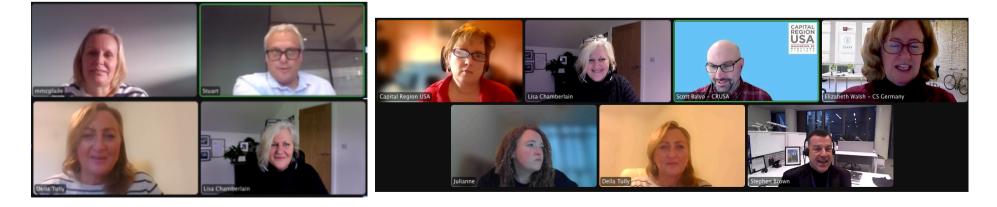
#ittnawards2023 #travelagent #luxurytravel #tailormadetravelforyou #tiktoktravel #tailormadetravel #fyptravel #irishpassport #itaa #irishtravelagent #travelagenttraveltips #Irishtravelagentadvice #luxurytravelagentoftheyear

# SALES CALLS UK

America As You Like It Cath Pusey – Product Manager cath@americaasyoulikeit.com	Meeting with Cath and congratulated them on their recent win at the Wanderlust Awards and confirmed mission meeting .Sent through Charlottesville announcement re: Wine Region of the Year award which they posted on Instagram and facebook.
North America Travel Service Damian Hayward - Product Assistant damian.hayward@nats-uk.com	Sent through Charlottesville announcement regarding Wine Region of the Year award. Discussed Travel Agent training event with Yvonne Spencer – Balmoral Hotel in Edinburgh been confirmed.
Red Savannah	Posted link to 'Capitals and Colonies – East Coast Road Trip' on CRUSA facebook.
Travel Solutions Graeme Evans – General Manager graeme@travel-solutions.co.uk	Followed up with Graeme who confirmed he would be delighted to attend 2024 GTE.
Carrier Travel Lucy Wybraniec - Product Manager Lucy.Wybraniec@carrier.co.uk	Following Eric Masterton's email from their Travel Week meeting sent Lucy the Global Travel Exchange dates and details.
Gold Medal Leanne Davies - Product Manager les@goldmedal.co.uk	Following Eric Masterton's email from their Travel Week meeting sent Leanne additional links to luxury itineraries and requested to do staff training.
Barrhead Travel Jade Semple – Head of Business Dev jade.semple@barrheadtravel.co.uk	Jade sent through opportunity to participate in an Immersive Training Day but too short notice. Requested instead to do training at HQ in Glasgow during Sales Mission and meet with the Product & Marketing teams.
Discover North America Steven Donovan - MD steve@discovernorthamerica.co.uk	Posted link to 'In Freedom's Footsteps' on CRUSA facebook.
Purely America Andrew Bird– Director andrew@purelyamerica.co.uk	Sent through Charlottesville announcement on Wine Region of the Year award, plus content & images to Andrew for London Life Magazine advertorial. Posted link to new 'Capital Region By Rail' tour on CRUSA facebook and confirmed mission meeting.

# SALES CALLS UK

Bonotel Exclusive Travel Sarah Regan – Director of Sales sarah.regan@bonotel.com	Following meeting with Sarah at BUSA Travel Week – followed up with contact details at hotels and suggested locations where additional hotel inventory would be good. Intention will be to invite contractor to GTE in 2024.
Major Travel Brina Dando – Head of Product abbas@major.travel	Brina confirmed they would be very interested in working with us on a travel agent training event in London or the SE during the Sales Mission. Confirmed tentative budget and awaiting details.
SALES MISSION 10- 15 March 2024	Confirmed London VIP Dinner venue and completed paperwork. Sent Svae the Dates to top 21 VIP guests and collated responses.
American Affair Stuart Rogers - Product Manager stuart.rogers@canadianaffair.com	Zoom meeting with Stuart & Mandy McGlade to discuss new product to be added, GTE attendance and planned Travel Agent Fam for 2Q 2024 in lieu of marketing. Posted link to 'Historic Colonial Highlights' tour on CRUSA facebook.
US Embassy Stephen Brown-Commercial Specialist Stephen.Brown@trade.gov	Zoom meeting with Stephen, Julianne OLeary and Elizabeth Walsh to discuss GTE results and attendance in 2024. Confirmed meeting in Dublin with Julianne during Holiday World Show.



## MONTHLY PUBLIC RELATIONS ACTIVITY REPORT

Office: United Kingdom

Month: November 2023

PR Monthly	November gen	erated coverage:								
Overview	- AVE: £48,554.8 / Approx. \$61,204.12									
	- Total o	- Total circulation: 1,320,704								
		es of coverage								
		-								
	Monthly covera	age titles included:								
	- The He	erald								
	- Wande	erlust								
	- Northe	ern Ireland Travel Ne	ews							
Individual Med	a Individual Media	a Visit								
Visits:	Name	Publication	Dates of travel	VA	MD	DC	Status			
	Jane Knight	Mail on Sunday	20 – 27 August 2023	х	x	х	FINN monitoring for coverage.			
	Lynn Brown	Wanderlust	24 – 29 August 2023	x	х	x	FINN shared Lynn's feature in Wanderlust with the partners.			
	Garry Scott	The Herald	11 – 17 September 2023	x	x		FINN shared Garry's print and online feature.			
	Jamie Harkin	The Scottish Sun	21 – 28 October 2023	x	x	x	FINN monitoring for coverage.			
	Dom Eames	LoveEXPLORING	20 – 27 April 2024 (TBC)	x	x	x	FINN shared Dom's feature angles with partners and awaiting feedback to confirm the trip.			
	Libby Brodie	City AM	21 – 28 April 2024	x	x	x	The partners decided against hosting this opportunity. FINN to relay to Libby and revisit outlets to cover a culinary press trip in 2024.			

Group Press	Group trips:
Trips:	<ul> <li>Coverage has been published in Women's Health (Sarah Coleman), The Sunday Post (Scotland) (Wendy Rigg), Cosmopolitan UK (Sophie Leen) and The Scotsman (Emma Newland)</li> <li>FINN is monitoring the below publications for coverage:</li> </ul>
	<ul> <li>Red Magazine – Fiona Andrews</li> </ul>
	<ul> <li>Cosmopolitan – Sophie Leen (two additional pieces on Maryland and DC)</li> </ul>
Media Mission, 18 – 24 February	<ul> <li>FINN drafted and shared a proposal for the Media Mission including a target publication list.</li> <li>FINN began researching venues in London, Dublin and Brighton including restaurants and hotels.</li> </ul>
2024	
	Press releases and written material in development in November
Materials and Press Releases:	<ul> <li>Press release – Festive season in the Capital Region – FINN shared the November release with the partners for approval and will begin pitching in December</li> </ul>
	• FINN continued to pitch 'Autumn in the Capital Region' and followed up with key media
Media Enquiries:	• FINN shared an all-agency pitch on alternative Thanksgiving destinations including DC, Maryland and Virgina
	• FINN shared information on the new Biscuit Run Park set to open in 2024 with Sarah Baxter for her feature on new walking trails for 2024 for The i paper
	<ul> <li>FINN shared information on scenic rail journeys around the Capital Region with Hannah Rose for her feature in LoveEXPLORING</li> </ul>
	<ul> <li>FINN shared information on why the Capital Region is a top travel destination for 2024 with Bella Magazine</li> </ul>
	<ul> <li>FINN shared news on Charlottesville being awarded wine region of the year for 2023 with key trade, food and drink publications</li> </ul>
	<ul> <li>FINN shared information on Christmas markets around the region to Jack Rear at The Telegraph for a Christmas Market round-up</li> </ul>
	<ul> <li>FINN shared feature angles on the Capital Region to Jimmy Nsubuga who was looking for USA press trips for the Metro</li> </ul>
	<ul> <li>FINN pitched 2024 as being Maryland's year of Civil Rights to key trade media</li> </ul>
Meetings and	• FINN attended the Visit USA Thanksgiving event with trade individuals and other US partners including Aer Lingus, Wanderlust, Travel Gossip and Delta Airlines.
Events:	<ul> <li>FINN met with Jessica Prupas, Editor at Vera Magazine, to discuss 2024 news including the Civil</li> </ul>
	<ul> <li>Rights Anniversary, culinary travel highlighting Virgina's wine, Maryland's oyster history and DC's Michelin-starred restaurants.</li> </ul>
	• FINN met with Jacqui Agate, freelance US specialist, to discuss editorial opportunities for the
	Capital Region including 2024 events, culinary travel and unique story angles
	<ul> <li>FINN met with Gemma Bowes, Travel Editor at The Times to discuss what's new in the Capital Region</li> </ul>
	• FINN met with producers from Euronews to discuss broadcast opportunities with CRUSA in 2024

Social Media:	FINN posted November content across Twitter, Instagram, and Facebook						
		Channel	Number of Posts				
	-	Instagram	30				
		Facebook	30				
	FINN amended the November content calendar based on CRUSA feedback						

	FINN drafted December content for Twitter, Instagram and Facebook and shared with CRUSA for approval
	*See social media report for full details and statistics
Future Activity	In addition to usual on-going media activities, FINN will:
Plan:	Monitor publications for media press trip coverage
	Liaise further with media to confirm details for individual press trips
	Begin the 2024 PR plan
	Continue planning the February 2024 media mission
Submitted by and Date:	Amy Skelding, Anna Beketov, Rachel Santa Cruz and Elly Babe on 9 December, 2023





## Monthly Update Report Germany November 2023

### Main PR Activities

### Media Fams

We are working with freelance journalist **Mrs. Flora Jaedicke**, whom we met during the CRUSA Media Mission 2023 in Munich, on her next visit to the Capital Region USA. Flora is interested to tell the story about strong women of the region – from historic characters to current personalities (Harriet Tubman, Maggie Walker, reopening of National Museum of Women in the Arts, etc.). Flora negotiated in October with the publishing house NOW Medien, that they will publish the article. The travel date and details for the itinerary still needs TBC.

### Media Calls/Support

Image support for *dpa* regarding the article of journalist **Mrs. Verena Wolff** about six alternatives to celebrate the holiday season in the US. We supported the photo editor of dpa with several images from DC, Virginia Beach and Baltimore.

Image support for **Mrs. Cornelia Bruckner**, editor-in-chief of German magazine GolfWomen. Cornelia received our press release about the renovation of the Omni Homestead Resort and is planning to include the hotel in one of their next features as the Omni offers two golf courses. We provided additional images.

### **Highlights Media Results**

In the online magazine *reisenundgolfen.de*, editor-in-chief **Mr. Bernhard Obst** published on November 10, 2023 an article about the Golden Horseshoe Golf Club in Virginia (UVPM: 41,000).





Journalist **Mrs. Verena Wolff** published an article via the leading German newswire *dpa* about six alternatives to celebrate the holiday season in the US, where she included Baltimore, Washington, DC and Virginia Beach. We already saw 16 articles online and print with a total ad-value of over 750,000 USD.



In a news update on *iwanowski.de* (UVPM: over 134,000), journalists **Mrs. Margit Brinke and Mr. Peter Kraenzle**, who visited Virginia and Maryland in October 2023 included Charlottesville.







Journalist **Mr. Carsten Heinke** published an additional article about the ponies of Chincoteague in the women's magazine *tina* (circulation: nearly 220,000; ad-value: over 100,000 USD).



An additional article of journalist **Mr. Michael Juhran** (Media Group Fam June 2023) about the Historical Triangle in Virginia was published on November 3 in the travel supplement of newspaper *Südwest Presse* (circulation: over 930,000; ad-value: more than 38,000 USD).



### **German Media Mission 2024**

Claasen Communication worked on the organization of the German CRUSA Media Mission, which will take place from January 28 – February 3, 2024. Start point will be Zurich, Switzerland, and the tour will end in Frankfurt, Germany.



### Media Cooperation with USA Entdecken

Last year, the online magazine and monthly newsletter *USA Entdecken* started in Germany, which focuses on travel news, interviews and in-depth stories about the U.S. As we supported the editor-in-chief **Mr. Christian Dose** from the beginning, CRUSA received its own section on the online portal and was highlighted with a banner in the June newsletter, which linked to the CRUSA subpage at *usaentdecken.de*.

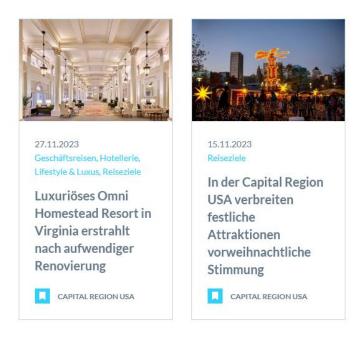


### **Press Releases & News Updates**

In the month of November 2023, we researched and wrote the following press release(s), which were delivered to up to 700 main media contacts each:

- Twinkling lights and stalls: Festive attractions spread a pre-Christmas atmosphere in the Capital Region USA
- Luxurious Omni Homestead Resort in Virginia opens finalized major renovation

Press releases are also posted on the website <u>www.claasen.de</u>, which is visited mostly by editors, travel writers, bloggers, publishing houses and corporate PR departments in- and outside our travel industry. All CRUSA press releases can be found in the press lounge section on <u>www.claasen.de</u> as a special service for media inquiries.

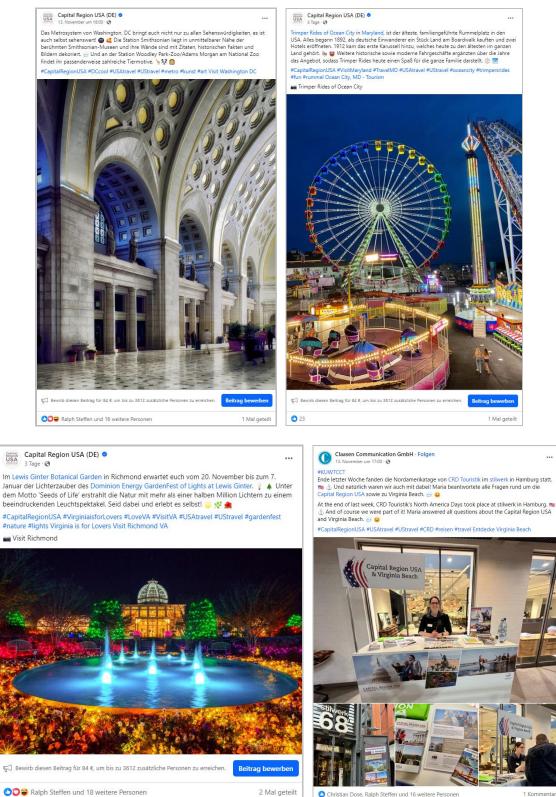




### **Ongoing Social Media Activities**

### 1) Facebook

Constant updates on our German CRUSA Facebook page (13 posts in November) as well as on Claasen Communication's Facebook page, including inspirational images, news and general travel information. We also deliver consumer support by answering questions via Facebook.



Christian Dose, Ralph



### Facebook ad campaign:

In November, Claasen created an ad campaign to increase the followership for the German Facebook page, spending 400 Euros. In total, the ad was liked by over 500 people and the total reach was nearly 22,000. Furthermore, we proactively invited everyone, who liked the ad to follow our page and we got additional new followers. All in all, we achieved about 400 new followers via the ad and the invitations.



### 2) XING – social network for business professionals

Claasen Communication uses its own company profile on the largest business social network in Germany XING to post news about the Capital Region USA for reaching out to high potentials with a big interest in traveling. More than 20.7 million members worldwide (most from German-speaking countries) use XING for their networking.







### **Cooperation with Austrian Travel Trade Magazine**

In November, Austrian travel trade magazine *tip - travel industry professional* published one issue that also included a "tip-exclusive USA" special supplement. We negotiated with the magazine to add 5,000 copies of the German Holiday Guide as additional supplement.

### Consumer & Media Support/Advice Desk

This includes the helpdesk/phone support service for consumers planning to travel to the region as well as for media and travel agents looking for CRUSA stories, image support and news. Here, we act as CRUSA's experienced information office and provide various advices concerning travel options and sightseeing opportunities, for example about the Scenic Byways, destinations in Maryland and Virginia as well as Washington, DC.

### Media Documentation

On-going media documentation for the Capital Region USA, including weekly/daily coordination with clipping service Landau-Media in Berlin which delivers the clips to Claasen Communication on a weekly basis. Major results were sent immediately to the CRUSA partners via email.

### Main Marketing/Sales Activities

	July 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Total FY24	First-half FY 24 Goal
Sales Calls	3	1	4	1	6	14	15
Trainings	0	0	0	0	3	3	5

### Sales Calls and Trainings – Monthly Summary November 2023

	SALES CALLS				
<b>Para Tours</b> Mrs. Isabelle Huber Sales Agent	After meeting Isabelle on the Visit USA event in Switzerland beginning of 2023, we had a call with her to give an update about the Capital Region USA. Para Tours is doing a North America event in spring 2024 and Isabelle will do a presentation about the US East Coast, where she would like to include the Capital Region USA. Besides information, we also supported her with images and videos.				
America Unlimited Timo Kohlenberg Owner	In a sales call with Timo, we talked about new properties in the Capital Region USA and how we can promote the region to their customers. Timo was especially interested in some of the new/renovated luxury hotels, where we followed-up with additional information.				



CANUSA Touristik Rebecca Marcks Marketing Manager	Rebecca took over the responsibility from Julia Marie Hebenbrock and is now our main contact for any joint activities. We gave her an overview about the Capital Region USA and the USPs.
<b>USA-Reisen.de</b> Doreen Sell Marketing Manager	Product update for Doreen. She was interested to get some updates on themed itineraries. We also discussed the opportunity to do a consumer event during the upcoming CRUSA sales mission in April 2024.
Fairflight Touristik Laura Thurm Sales & Product Marketing	Update call after Brand USA Travel Week with Laura. We supported her with some additional fly-drive itineraries and also talked about brochure distribution. Fairflight is participating in two regional consumer shows in Magdeburg and Dresden, where we will distribute the German CRUSA Holiday Guide.
<b>Faszination Fernweh</b> Sandra Kraetsch Product Manager	Meeting with Sandra to discuss some opportunities for CRUSA promotion. They will attend a regional consumer show in Mannheim in January 2024 and will distribute our German CRUSA Holiday Guide.

TRAININGS			
CRD Touristik (Hamburg)	Prior to the CRD North America Days in Hamburg, we did a CRUSA training for 6 new CRD staff members.		
Geoplan Touristik	For the two product managers at Geoplan – Nadine Marquardt and Sebastian Glowacki – we did a CRUSA training highlighting hotels, attractions and scenic byways on a possible fly-drive through the region.		
Knecht Reisen	Prior to the Knecht Reisen trade fam, Anja Meier, Product Manager USA at Knecht Reisen, asked us to do a training for Sonja Staffelbach and Martial Staeger (both participated in the trade fam).		

## **Sales and Marketing Projects**

### **Tour Operator Marketing Coop Proposals FY23/24**

Claasen Communication finalized the proposals with the tour operator partners in the German-speaking market for marketing campaigns in FY23/24. We included the following tour operators:

- America Unlimited
- CANUSA Touristik
- CRD Touristik
- Knecht Reisen
- Ruck Zuck Urlaub
- USA-Reisen.de



### CRD Touristik – Open House Days in November 2023

Capital Region USA participated jointly with Virginia Beach in the CRD North America Days from November 10 till 11, 2023 with an own booth in the stilwerk in Hamburg. The two days where absolutely succesful with a lot of in-depth exchanges with CRD customers, who have already booked or are planning a trip to the Capital Region USA.

The stilwerk counted 6,254 visitors at the entrance over both days. The coat check registered that the majority spend a minimum of 2.5 hours at the show. Furthermore, 1,532 visitors took part in the raffle, which we supported with a voucher for a 5-night stay at the Moxy Virginia Beach Oceanfront and 10 Capital Region TravelGuides.



### **CRUSA Holiday Guide Distribution**

In November, we distributed **in total 5,283 copies** of the CRUSA Holiday Guide on individual requests from tour operators, travel agencies and individual consumers as well as supplement in the Austrian travel trade magazine *tip* and during the CRD Open House Days.

### CRUSA/United Trade Fam – October 25 – 30, 2023

During the U.S. Island Hopping event in Zurich on January 19, we raffled a trade fam to the Capital Region USA in October 2023 for 8 participants. United Airlines sponsored the tickets (ZRH-IAD-ZRH plus 1 ticket FRA-IAD-FRA for the CRUSA escort) and also escorted the fam. In November, Natalie followed up with the participants and forwarded additional information.

### Knecht Reisen/United Airlines Trade Fam

We supported a trade fam trip to the Capital Region USA for 8 travel agents and two escorts from Knecht Reisen and United Airlines from November 16 till 20, 2023. Together with the CRUSA partners, we finalized the itinerary and supported Knecht Reisen with all information they needed prior to the trip (as well as a traing for the staff – see above). After the trip, we did a call to follow-up.



### **Brochure Distribution**

Claasen Communication negotiated different opportunities to distribute the German Capital Region USA Holiday Guide at regional consumer shows as well as for some shows also brochures from our members:

- Reisemarkt Rhein-Neckar Pfalz, January 5-7, 2024 Faszination Fernweh
- Magdeburg Tourisma & Caravaning, January 5-7, 2024 Fairflight Touristik
- CMT Stuttgart, January 13-21, 2024 Ruck Zuck Urlaub
- Dresden Reisemesse, January 26-28, 2024 Fairflight Touristik
- F.re.e Munich, February 14-18, 2024 Visit USA Germany
- Rheinland Pfalz Ausstellung, March 7-10, 2024 Ruck Zuck Urlaub

### Swiss Single Trade Fams in October/November 2023

**Mrs. Silvia Hodel**, travel agent at Knecht Reisen visited the Capital Region USAfrom October 28 till November 1, 2023. Silvia is our main prize winner from the Visit USA Switzerland event in January 2023. We supported her with the hotel stays and ideas for her trip to Baltimore and Virginia Beach. She was absolutely happy with the trip.

### Visit USA Germany Trade Newsletter

We supported the German Visit USA Committee with some news from CRUSA for the trade newsletter which was sent out to 23,000 travel agents on November 7, 2023.

## Capital Region USA – Wiedereröffnung des National Museum of Women in the Arts in Washington, DC

Ab dem 21. Oktober 2023 ist das National Museum of Women in the <u>CAPITAL REGION USA</u> Arts in Washington, DC wieder zugänglich und verfügt nun über eine 20 Prozent größere Ausstellungsfläche mit flexiblen Präsentationsmöglichkeiten. Die anlässlich der Museumswiedereröffnung konzipierte Schau "The Sky's the Limit" wird auf der neuen rund 600 Quadratmeter großen Sonderfläche im zweiten Stock präsentiert. Noch bis zum 25. Februar 2024 werden Skulpturen und Installationen von 13 Künstlerinnen gezeigt. Mehr erfahren

## MONTHLY SUMMARY FRANCE

**TRENDS FOR THE MONTH**: The number of French travelers to the USA from January to October 2023 is on the rise, at 1,348,415 (+21.8% compared to 2022).

France currently ranks 6th worldwide and 3rd in Europe after Canada, Mexico, the UK, Germany and India. Tour operators report that bookings for 2024 are still very good, and that French travelers are increasingly anticipating their trips to the USA. The CRUSA region has been in greater demand in recent months.

	FY24 Goals Semester 1	November	December	January	FY24 Y-T-D Total
Sales Calls	30	6			28
Media Calls	n/a				
Trade FAMs	4	0			12
Guide Distributions	5,321	1,500			5,150
Training Sessions	4	1			7
GTE Tour Ops recruitment	8	11			11
Consumer Shows	n/a				
Sales Mission	1				
Media Mission	1				
Media FAMs	4	0			3
News (Press) Releases	6	1			5
Newsletters (Trade)	6	1			5
Facebook posts	30	7			32

# **FRENCH SALES CALLS**

Les Maisons des Voyages 76, Rue Bonaparte F - 75006 Paris Frida Tassinari - Group Sales Specialist <u>ftassinari@lesmaisonsduvoyage.co</u> <u>m</u>	The Tour Operator is organizing an exceptional trip to the capital region from April 22 to May 1, 2024. It will be guided by a renowned French journalist from <i>Le Monde</i> (Alain Frechon). This trip will focus on culture, and after 6 nights in DC, the group will travel to Arlington, Charlottesville and Fredericksburg. Frida asked us for recommendations on the itinerary, as well as restaurant addresses that could accommodate groups. 1 month before departure, we will organize a presentation session for participants to introduce them to their itinerary. Frida has also ordered CRUSA guides in French to be included in the travel packets.
<b>United Airlines</b> 15, Avenue de l'Opéra F – 75001 Paris Antony Ouinas – Sales leisure Manager	Anthony announced the continuation of expansion efforts, with the return of the second service to Washington Dulles from May 24, 2024. He tells us that flight load factors are still very good (especially for Polaris). Summer looks set to be very good, thanks in particular to the Paris Olympics, which will attract a large number of Americans.
<b>Heaven Travel</b> 10, Avenue Felix Faure FR – 06000 Nice Baptiste Gibaud – Agency Director	Heaven Travel is a Nice-based travel agency (opened in 2010) that organizes events and receptive activities for high-end clientele. The arrival of the new agency manager (formerly head of Comptoir des Voyages in Nice) is helping to develop FIT sales in the USA. Training has been given on the region, and CRUSA guides have been sent out to be promoted in their agencies. Baptiste is currently reviewing production in the USA and will come back to us in the spring to help him create a new program.

# FRENCH SALES CALLS

<b>Esprits de Voyages</b> 103, Bd de la République F – 92420 Vaucresson Norbert Sarde – Owner <u>norbert@espritdevoyages.com</u>	We met Norbert at the VisitUSA workshops. He is the owner of 5 travel agencies in the Paris region. He knows Washington, D.C., but didn't know Maryland or Virginia. We gave him a full training session, and Norbert is interested in having us organize a training session for his teams (9 people in charge of the USA). A date for late January/early February will be set shortly.
<b>Voyages Couture</b> 15, rue des 3 frères Barthélémy F – 13006 Marseille Sophie Durand – US Specialist	Marseille-based travel agency specializing in "Taylor-made only". Sophie is a passionate traveler and knows the USA and the East Coast inside out. We introduced her to the latest developments in the region, particularly in terms of accommodation, and she was interested in new itinerary ideas (more in southern Virginia). We gave her all our recommendations
<b>Nacel</b> 40, rue du Louvre F - 75001 Paris Alexandra Lotito – Sales Agent <u>alexandra.lotito@nacel.fr</u>	Nacel is one of the leading specialists in school and student travel in France. Very interested in Washington, DC as a destination for spring and summer groups, we took the opportunity to talk about Maryland and Virginia, which could be of interest for new trips. Alexandra was especially enthusiastic about Charlottesville, Richmond and Baltimore.

## TRAINING PRESENTATIONS FRANCE

### For each Training:

Company name: Number of Clients Trained: Type of Clients Trained: Comments:

## **Cercle des Voyages** 8 U.S. sales specialists

## VisitUSA France Workshop Paris, Nov, 23

The annual workshop took place in Paris (Hard Rock Café), and Emmanuelle had the opportunity to train travel agents and tour operators in the region. In total 220 Travel agents attended the event.

Our CRUSA guides were distributed (400 copies).



## FACEBOOK FRANCE

### Fans: 12,759

## We've been collecting more and more likes on our publications this November. On the program: Holidays season and culinary scene

#### Région Capitale des USA est à Washington, DC. 29 novembre, 18:00 · 🚱

Les rues scintillent de lumières festives, le National Christmas Tree brille de mille feux, et l'esprit de Noël enveloppe Washington, DC.  $\widehat{}_{\rm m}$ 

Tout le programme des festivités est ici 👉 https://washington.org/.../cant-miss-holiday-displays...

### #CapitalRegionUSA

Région Capitale des USA est à Maryland. 22 novembre, 18:00 · 🚱

#### 😪 🗲 Découverte du Maryland's Crab & Oyster Trail! 🗲 🥟

La côte du Maryland offre une expérience culinaire inoubliable avec ses crabes succulents et ses huîtres fraîches. De la baie de Chesapeake aux charmantes criques de la côte est, chaque arrêt sur cette route gastronomique vous plonge dans l'histoire riche de la pêche locale.

Le voyage le long de la trail conduit à des petits ports pittoresques, à des restaurants familiaux et à des établissements de renommée qui mettent en valeur la fierté de la région pour ses fruits de mer.

Ne manquez pas l'occasion de déguster les crabes bleus emblématiques du Maryland, préparés de manière traditionnelle ou avec une touche moderne. Les huîtres, fraîches et savoureuses, sont un véritable festin pour les amateurs de fruits de mer. 3

#### #CapitalRegionUSA

...

#### USA 10 novembre, 12:00 · 🕄

...

Située sur le fleuve Potomac, à proximité de Washington, D.C., Alexandria (VA) est reconnue au niveau national pour sa riche histoire et son architecture des XVIIIe et XIXe siècles magnifiquement préservée. Élue l'une des villes les plus prisées par Travel + Leisure et Condé Nast Traveler, Alexandria respire le cosmopolitisme et offre un style de vie agréable à parcourir à pied.

C'est un véritable bijou historique avec une touche moderne.

Shopping local: Les petites boutiques le long de King Street sont un incontournable ! Vous y trouverez des trésors uniques, des antiquités aux œuvres d'art locales. N'oubliez pas de soutenir les commerçants locaux.

Photo opportunity à chaque coin de rue : Les ruelles pittoresques, les façades colorées et les jardins bien entrenus font d'Alexandria un paradis pour les amateurs de photographie. Assurez-vous d'avoir votre appareil photo prêt ! m @

#### #CapitalRegionUSA





Boostez cette publication pour toucher jusqu'à 1662 personnes en plus
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## **INSTAGRAM** FRANCE

## Instagram France: @region\_capitale\_usa

## Followers: 200



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## TRADE NEWSLETTER FRANCE



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Washington, DC : fêtes de fin d'année, escapade hivernale.

Les voyageurs s'accordent à dire que la capitale américaine rayonne toute l'année grâce à sa scène artistique, culturelle et culinaire. La période des fétes ne fait pas exception et passer sa fin d'année à Washington DC s'avère être une expérience magique ! La ville scintille de mille lumières et propose de nombreuses activités et attractions festives à découvrir ou redécouvrir, certaines étant même gratuites.

Nous avons recensé quelques-uns des principaux points d'intérêt culturels, évènements artistiques ou activités de saison, proposés à travers la capitale. Que l'on soit explorateur solitaire, en couple, entre amis ou en famille, <u>volci quelques suggestions pour profiter</u> <u>pleinement de Washington DC sur les dernières semaines de</u> l'année, et par extension, en escapade hivernale.



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The Downtown Holiday Market : Les achats de Noël sont un véritable plaisir dans ce marché annuel qui se tient entre la 7th et la 9th Streets. devant la National Portrait Gallery. Le marché est ouvert de midi à 20h tous les jours jusqu'au 23 décembre. Une centaine de vendeurs, créatifs et artisans locaux proposant des produits artisanaux et originaux. Les promeneurs trouveront également des torréfacteurs locaux prêts à les réchauffer avec du café et du thé, ainsi que des gourmandises de Noël comme des mini-donuts ou des pâtisseries. Si une envie de déjeuner ou diner se faisait pressante, certains restaurateurs du quartier ont signé un partenariat avec le marché, proposant ainsi à leurs clients des réductions sur l'addition. C'est l'occasion de tester, par exemple, les tables latines du célèbre chef étoilé José Andres. En effet, sur présentation des tickets d'achat du marché, les clients recevront par exemple 10% de réduction au délicieux restaurant Jaleo ou se verront servir un cocktail gratuit au restaurant fusion China Chilcano.

Shop Made in DC : Les souvenirs de voyage sont d'autant plus sympathiques lorsqu'ils sont originaux et qu'ils proviennent de la région que l'on découvre. Les boutiques « Made in DC », comme le laisse deviner la traduction, regroupent l'artisanat et les créations de près de 200 designers ou artistes locaux qui vivent et travaillent dans la capitale. On retrouve l'enseigne dans différents quartiers de la ville et les fêtes de fin d'année sont l'occasion idéale de trouver un cadeau unique tout en soutenant le travail des Washingtonians lorsque l'on séjourne ici. Sweat-shirts originaux, sacs à main ou sacs de voyage en cuir, papeterie et autres bijoux faits à la main, les résidents apprécient particulièrement l'agencement et le choix de produits dans les **boutiques de The Wharf, Georgetown et Dupont Circle.** 



Afternoon Tea : Dans l'Angleterre de la fin du XIXe siècle, la classe bourgeoise passe ses petits creux de l'après-midi en buvant du thé et en grignotant quelques bouchées sucrées ou salées. Bientôt, l'heure du thé devient un événement social : Les femmes de la société s'habillent, se gantent - et prennent place dans le salon, où le thé est servi accompagnés de scones, de sablés ou de mini sandwiches. De l'autre côté de l'Atlantique, aux États-Unis, les américains s'habiltuent au thé dès le début du 20è siècle. Aujourd'hui, de nombreux restaurants de Washington, DC remettent cette coutume au goût du jour en proposant l'afternoon tea toute l'année, avec quelques variations gourmandes pendant les fêtes et tout au long de l'hiver.

Ainsi, tout le mois de décembre et jusqu'au 7 janvier, Hillwood Estates Museum & Gardens, l'ancien manoir et domaine paysager de la femme d'affaires, héritière et collectionneuse Marjorie Merriweather Post, ouvrira les portes de son Merriweather Café aux voyageurs en famille ou entre amis pour un thé de Noël. Le menu, à \$38 par personne, comprend des petits fours, des scones et des minisandwichs, ainsi que quelques clins d'œil culinaires rappelant les spécialités d'antan de la demeure, comme la tarte à la patate douce ou le sablé citron-lavande. Les réservations doivent être effectuées pour un minimum de 4 personnes, au moins 48 heures à l'avance. Hillwood Estates et ses magnifiques jardins se visitent tout au long de l'année, mais ils sont particulièrement maciques pendant les fêtes. Pour les voyageurs amateurs de gourmandises et de littérature, <u>la</u> <u>brasserie française Opaline</u> située au sein du Sofitel dans Penn Quarter, sert jusqu'au 6 janvier un tea time inspiré du célèbre roman « Le Petit Prince », d'Antoine de Saint-Exupéry. Tous les samedis aprèsmidi de 14h à 16h, « le goûter du Petit Prince » célèbrera les personnages adorés du livre à travers des pâtisseries et des bouchées salées portant le nom de chacun d'entre eux. Le thé est conçu pour être apprécié autant par les enfants que par les adultes, qui pourront choisir parmi une sélection de thés, de cafés, de chocolats chauds et de jus de fruits. Les réservations doivent être faites au moins un jour à l'avance et, pour ce moment inspiré et gourmand, il faudra compter \$78 pour les adultes et \$55 pour les enfants de moins de 12 ans.

Enfin, le <u>restaurant Kingbird</u> situé au sein de l'Hotel Watergate, propose un tea time très élégant où le service en porcelaine délicate à fleurs, les plateaux coquets de gourmandises, l'atmosphère feutrée et le service raffiné, séduira à coup sûr les nostalgiques du genre. \$75, le samedi toute l'année.

Pour tout renseignement complémentaire au sujet des événements en Région Capitale des Etats-Unis, veuillez contacter The Capital Region USA en France, au 01 70 23 06 01 et <u>emmanuelle@repandco-France.com</u>

The Capital Region USA est l'agence de promotion de la région de la capitale des Etats-Unis, Washington, DC, et les deux états qui l'entourent, le Marvland et la Virginie. La ville a beau être compacte. Washington, DC concentre un large éventail d'options culturelles à travers des quartiers éclectiques, une vibrante vie nocturne, une scène culinaire en plein essor et de nombreux divertissements. Le Maryland, quant à lui, constitue un mélange parfait de sensibilités cosmopolites et d'activités de plein air, qui font du « Old Line State » une destination à ne pas manguer. Enfin, la Virginie incarne les terres entre les montagnes Appalaches et l'Océan Atlantique, autrefois terres de figures historiques telles que George Washington et Thomas Jefferson. Ces terres accueillent plus de 300 vignobles et quelque 206 micro brasseries. The Capital Region USA met à la disposition de la presse française un panel de documents et photos libres de droits consacrés à la région, et se tient à la disposition des journalistes, photographes et rédacteurs dans la mise en place de leur sujet sur la région.

The Capital Region USA, France 16 rue Ballu – 75009 Paris - Tel : 01 70 23 06 00 Contact : Emmanuelle Massieu (<u>emmanuelle@repandco-France.com</u>) <u>Facebook.com/RegionCapitaleUSA/</u>



## PRESS RELEASE #1 FRANCE

## CAPITAL REGION USA

ASHINGTON, DC · MARYLAND · VIRGINIA

Paris, Jeudi 16 novembre 2023

### CRUSA – COMMUNIQUÉ DE PRESSE – Novembre 2023

Washington, DC : fêtes de fin d'année, escapade hivernale.

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United States Botanic Garden : Il y a plus de deux cents ans, le premier Président des États-Unis, George Washington, présentait une vision de la capitale américaine qui incluait un jardin botanique pour conserver, exposer et promouvoir l'importance des plantes au sein de la jeune nation. L'US Botanic Garden vit le jour et est de nos jours le plus ancien jardin public en activité aux États-Unis. Souvent décrit comme un musée végétal, il informe sur la valeur souvent irremplaçable des plantes pour l'homme et les écosystèmes de notre planète. Jusqu'au 1<sup>er</sup> Janvier 2024, l'exposition « Season's Greetings » présente des trains miniatures qui circuleront de 10h à 17h dans les jardins extérieurs protégés et illuminés. Le conservatoire, lui, abritera des poinsettias, des décorations de Noël et des monuments ou édifices emblématiques de la capitale fabriqués à partir de plantes et fleurs. La très bonne nouvelle est que l'entrée au jardin botanique et à l'exposition est gratuite !

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Union Station : La sublime gare de Washington, DC a ouvert ses portes en 1907 et a été conçue dans un style architectural néo-classique. Rénovée dans les années 1980 pour restaurer son élégance et sa majesté d'origine, elle est aujourd'hui une icône de la capitale et l'une des plus belles gares du pays d'un point de vue esthétique et architectural. Au moment des fêtes de fin d'année, les voyageurs et résidents s'y attardent pour admirer l'exposition de maquettes de trains miniatures ainsi que le sapin de Noël géant, tous deux offerts par la Norvège en témoignage de l'amitié entre les deux pays. Les trains se trouvent dans le hall ouest de la gare et sont des répliques faites à la main de véritables trains norvégiens. Les amateurs de modélisme et les enfants sont toujours éblouis de découvrir, en plus des maquettes ferroviaires, les moindres détails de l'exposition tels que les skieurs, les montagnes et les fjords représentant à merveille les paysages nordiques.

## PRESS RELEASE #1 FRANCE

The Downtown Holiday Market : Les achats de Noël sont un véritable plaisir dans ce marché annuel qui se tient entre la 7th et la 9th Streets, devant la National Portrait Gallery. Le marché est ouvert de midi à 20h tous les jours jusqu'au 23 décembre. Une centaine de vendeurs, créatifs et artisans locaux proposant des produits artisanaux et originaux. Les promeneurs trouveront également des torréfacteurs locaux prêts à les réchauffer avec du café et du thé, ainsi que des gourmandises de Noël comme des mini-donuts ou des pâtisseries. Si une envie de déjeuner ou diner se faisait pressante, certains restaurateurs du quartier ont signé un partenariat avec le marché, proposant ainsi à leurs clients des réductions sur l'addition. C'est l'occasion de tester, par exemple, les tables latines du célèbre chef étoilé José Andres. En feft, sur présentation des tickets d'achat du marché, les clients recevront par exemple 10% de réduction au délicieux restaurant Jaleo ou se verront servir un cocktail gratuit au restaurant fusion China Chilcano.

Shop Made in DC : Les souvenirs de voyage sont d'autant plus sympathiques lorsqu'ils sont originaux et qu'ils proviennent de la région que l'on découvre. Les boutiques « Made in DC », comme le laisse deviner la traduction, regroupent l'artisanat et les créations de près de 200 designers ou artistes locaux qui vivent et travaillent dans la capitale. On retrouve l'enseigne dans différents quartiers de la ville et les fêtes de fin d'année sont l'occasion idéale de trouver un cadeau unique tout en soutenant le travail des Washingtonians lorsque l'on séjourne ici. Sweat-shirts originaux, sacs à main ou sacs de voyage en cuir, papeterie et autres bijoux faits à la main, les résidents apprécient particulièrement l'agencement et le choix de produits dans les boutiques de The Wharf, Georgetown et Dupont Circle.

Afternoon Tea : Dans l'Angleterre de la fin du XIXe siècle, la classe bourgeoise passe ses petits creux de l'après-midi en buvant du thé et en grignotant quelques bouchées sucrées ou salées. Bientôt, l'heure du thé devient un événement social : Les femmes de la société s'habillent, se gantent - et prennent place dans le salon, où le thé est servi accompagnés de scones, de sablés ou de mini sandwiches. De l'autre côté de l'Atlantique, aux États-Unis, les américains s'habituent au thé dès le début du 20è siècle. Aujourd'hui, de nombreux restaurants de Washington, DC remettent cette coutume au goût du jour en proposant l'afternoon tea toute l'année, avec quelques variations gourmandes pendant les fêtes et tout au long de l'hiver.

Ainsi, tout le mois de décembre et jusqu'au 7 janvier, Hillwood Estates Museum & Gardens, l'ancien manoir et domaine paysager de la femme d'affaires, héritière et collectionneuse Marjorie Merriweather Post, ouvrira les portes de son Merriweather Café aux voyageurs en famille ou entre amis pour un thé de Noël. Le menu, à \$38 par personne, comprend des petits fours, des scones et des mini-sandwichs, ainsi que quelques clins d'œil culinaires rappelant les spécialités d'antan de la demeure, comme la tarte à la patate douce ou le sablé citron-lavande. Les réservations doivent être effectuées pour un minimum de 4 personnes, au moins 48 heures à l'avance. Hillwood Estates et ses magnifiques jardins se visitent tout au long de l'année, mais ils sont particulièrement magiques pendant les fêtes.

Pour les voyageurs amateurs de gourmandises et de littérature, **la brasserie française Opaline** située au sein du Sofitel dans Penn Quarter, sert jusqu'au 6 janvier un **tea time inspiré du célèbre roman « Le Petit Prince »**, d'Antoine de Saint-Exupéry. Tous les samedis après-midi de 14h à 16h, **« le goûter du Petit Prince »**, célèbrera les personnages adorés du livre à travers des pâtisseries et des bouchées salées portant le nom de chacun d'entre eux. Le thé est conçu pour être apprécié autant par les enfants que par les adultes, qui pourront choisir parmi une sélection de thés, de cafés, de chocolats chauds et de jus de fruits. Les réservations doivent être faites au moins un jour à l'avance et, pour ce moment inspiré et gourmand, il faudra compter \$78 pour les adultes et \$55 pour les enfants de moins de 12 ans.

Enfin, le restaurant **Kingbird** situé au sein de l'**Hotel Watergate**, propose un **tea time très élégant** où le service en **porcelaine délicate à fleurs**, les plateaux coquets de gourmandises, l'atmosphère feutrée et le service raffiné, **séduira à coup sûr les nostalgiques du genre**. \$75, le samedi toute l'année.

#### Pour tout renseignement complémentaire au sujet des événements en Région Capitale des Etats-Unis, veuillez contacter The Capital Region USA en France, au 01 70 23 06 01 Et <u>emmanuelle@repandco-France.com</u>

The Capital Region USA est l'agence de promotion de la région de la capitale des Etats-Unis, Washington, DC, et les deux états qui l'entourent, le Maryland et la Virginie. La ville a beau être compacte, Washington, DC concentre un large éventail d'options culturelles à travers des quartiers éclectiques, une vibrante vie nocturne, une scène culinaire en plein essor et de nombreux divertissements. Le Maryland, quant à lui, constitue un mélange parfait de sensibilités cosmopolites et d'activités de plein air, qui font du « Old Line State » une destination à ne pas manquer. Enfin, la Virginie incarne les terres entre les montagnes Appalaches et l'Océan Atlantique, autrefois terres de figures historiques telles que George Washington et Thomas Jefferson. Ces terres accueillent plus de 300 vignobles et quelque 206 micro brasseries. The Capital Region USA met à la disposition de la presse française un panel de documents et photos libres de droits consacrés à la région, et se tient à la disposition des journalistes, photographes et rédacteurs dans la mise en place de leur sujet sur la région.

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