

BOARD AND JPA MEETING

Friday, April 4, 2025



RANCHO MIRAGE

CALL TO ORDER



ROLL CALL





CONFIRMATION OF AGENDA

(NO VOTE REQUIRED)



PUBLIC COMMENT



APPROVAL OF MINUTES (ALL VOTE)

1. JPA - VGPS Board of Directors Joint Meeting Minutes – January 31, 2025

CONSENT CALENDAR

(JPA ONLY VOTES)

- 1. Warrants and Demands Dated January 2025
- 2. Warrants and Demands Dated February 2025

PUBLIC HEARING

- 1. Open Public Hearing Adding City of Coachella
- 2. Staff Report Davis Meyer
- 3. Questions of Staff/Legal
- 4. Open Public Testimony Period
- 5. Close Public Testimony Period
- 6. Adopt Resolution No. JPA 2025-002 (JPA Only Votes)
- 7. Close Public Hearing

GUEST SPEAKER

Caroline Beteta
President & CEO
Visit California



Visit Greater Palm Springs Board Meeting

Caroline Beteta

President & CEO Visit California



California California

- Officially formed in 1996
- Nonprofit 501(c)6
- 16,500+ assessed businesses
- Mission: create desire for the California experience
- 37-member board of directors



Greater Palm Springs Board Representation











avis budget group

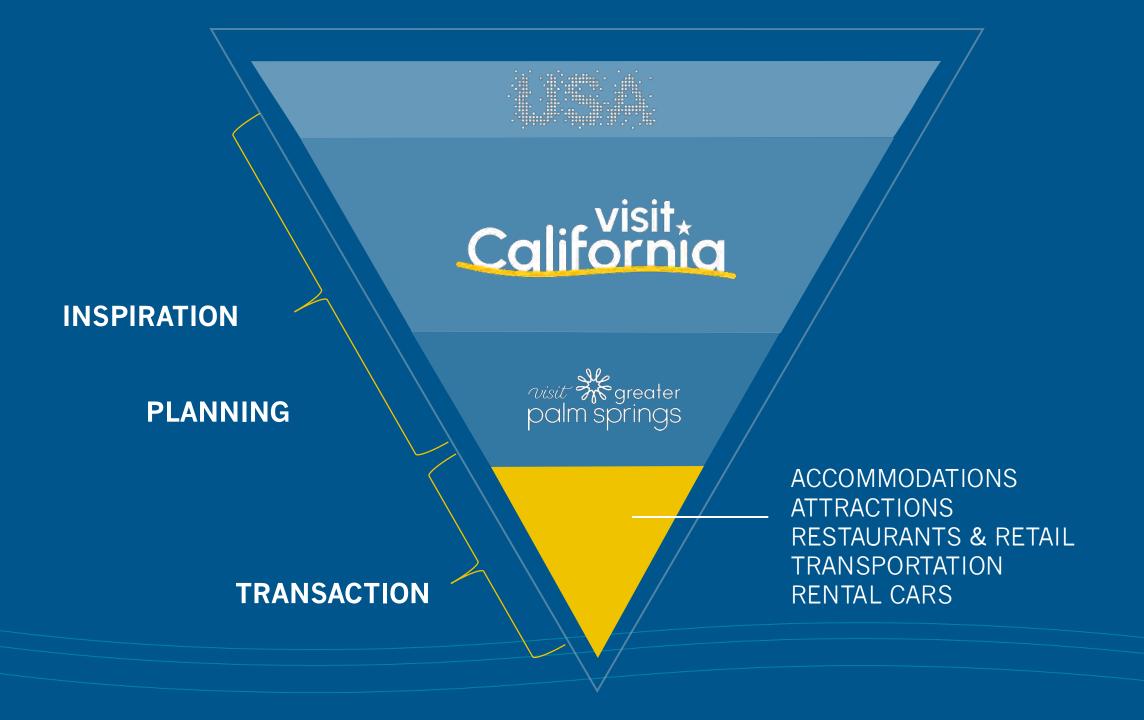








Commissioner Scott White visit sgreater palm springs





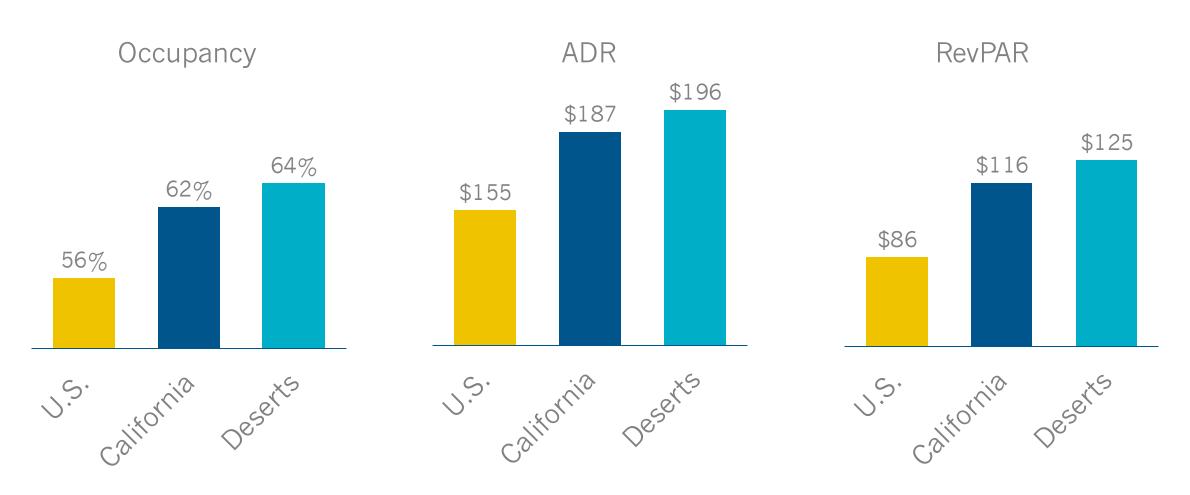
State of tourism

2024 economic impact

Travel-Related +2.7% YOY \$156.4 billion **Spending** \$12.6 Tax Revenue +3.0% YOY billion +2.2% YOY Jobs 1,165,000 (+24,500 jobs)

Source: Dean Runyan Associates

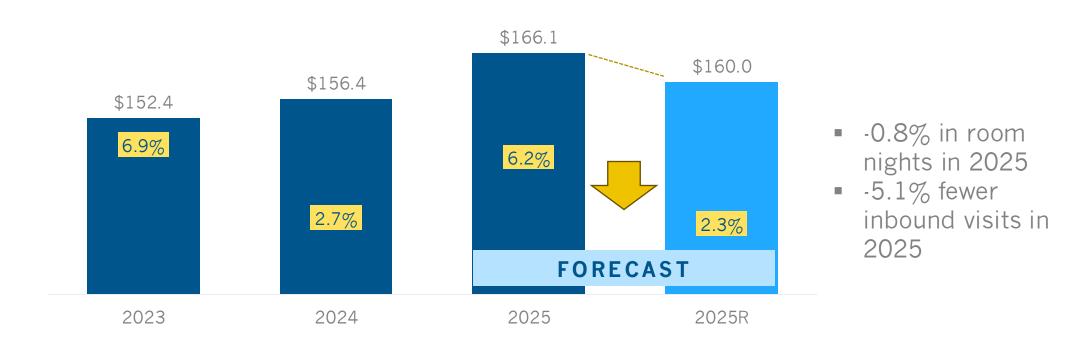
California lodging outperformed U.S.



Source: CoStar, February 2025 YTD

California travel spending forecast

Total California Travel Spending (billions) and YOY Growth Rate



Source: Tourism Economics (February 2025 and March revision)



California Tourism Month

- Highlight the economic importance of tourism
- Reaffirm California as a welcoming destination
- Call all Californians to keep travel in-state

Driving global demand for California

Fans in Montreal loudly boo U.S. anthem prior to Americans' 4 Nations game vs. Canada

FEBRUARY 16, 2025 - 1:50 AM ET

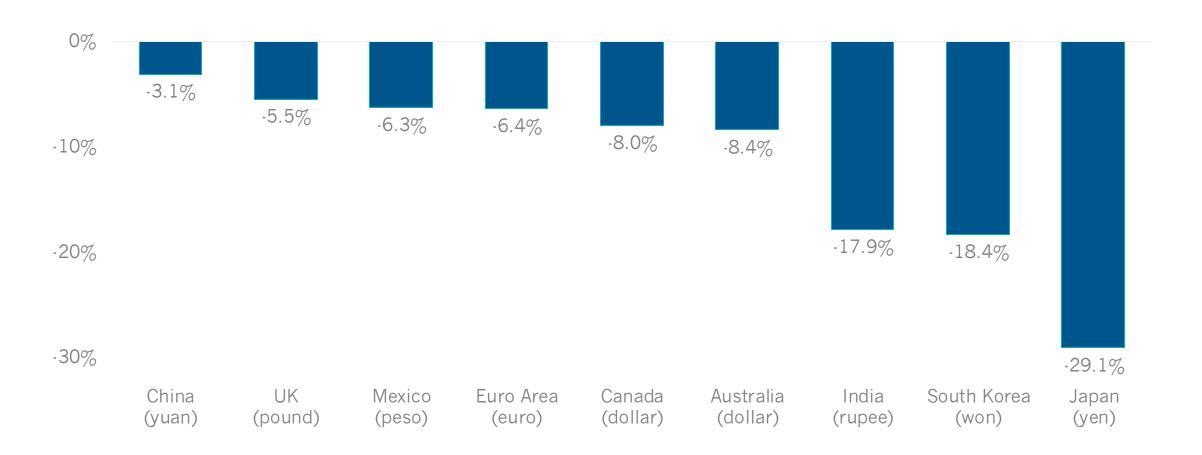
By The Associated Press



Players and fans stand for the U.S. national anthem prior to the first period of 4 Nations Face-Off hockey game between Canada and the United States in Montreal on Saturday, Feb. 15, 2025.

Christinne Muschi/The Canadian Press via AP.

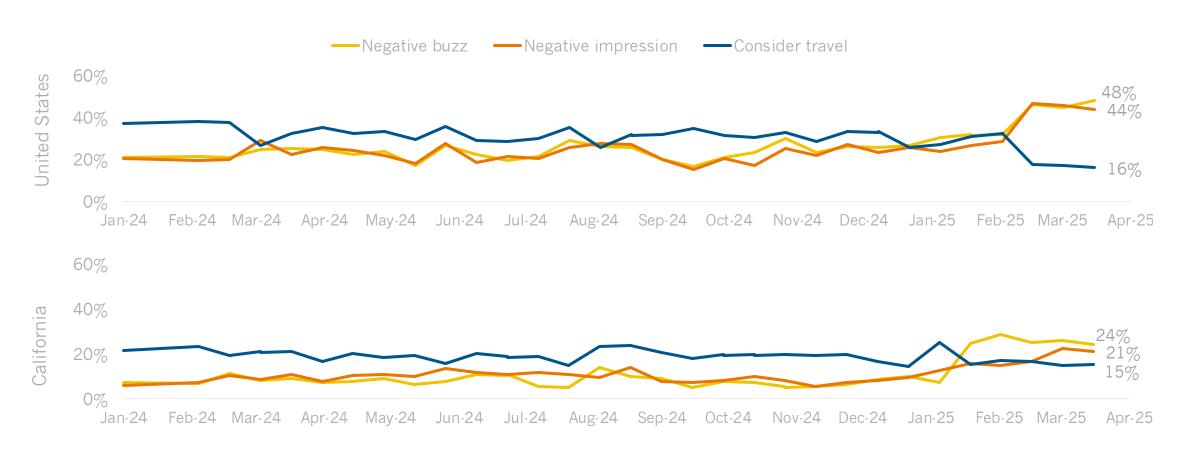
Change in USD exchange rate vs. 2019



Source: Rise, Feb. 18, 2024

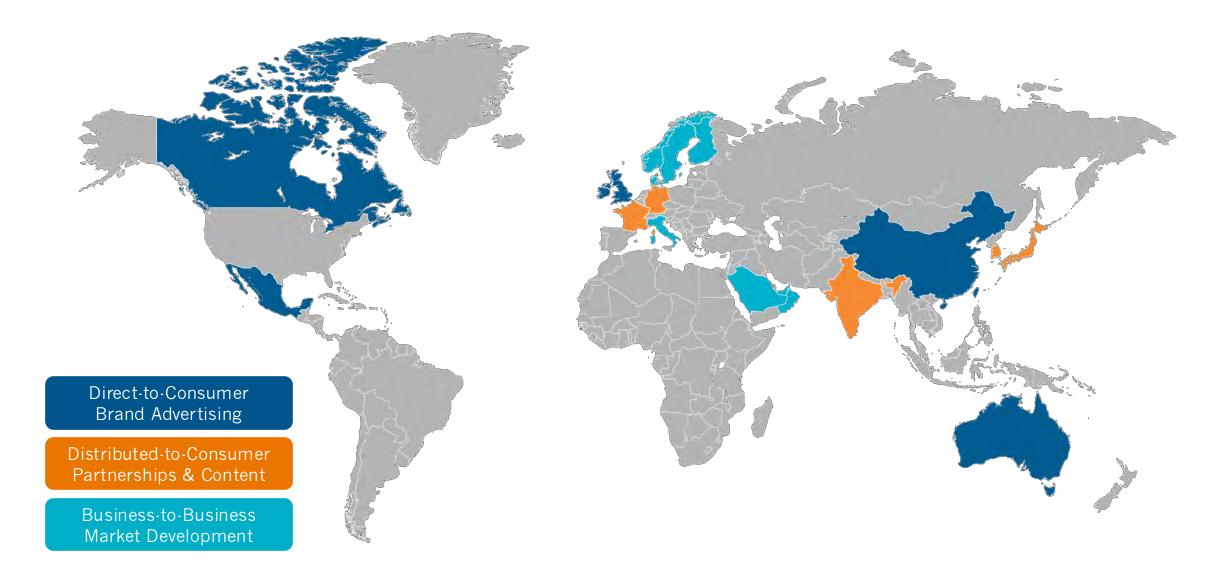
Canada sentiment on U.S. vs. CA

Buzz: Heard negative buzz about destination. Impression: Have a negative impression of destination. Consider: Considering travel to destination.



Source: YouGov

Priority international markets



FY 24/25 Ultimate Playground framework

BRAND CAMPAIGNS

'Let's Play'



'Childhood Rules'



'Road Trips'

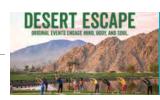
DYNAMIC FOUNDATIONAL CAMPAIGN



Leveraged Media Base – SEM – Programmatic Digital – Paid Content Distribution

PROFESSIONAL MEETING & EVENTS CAMPAIGN

Global Business Travel



'Meet What's Possible'

'Up Around the Bend'

- March 3 launch
- FY 24/25 media plan
 - \$12.6 million media buy
 - 936 million impressions





'Let's Play'

- FY 24/25 media plan
 - \$23.9 million media buy
 - 1.38 billion impressions

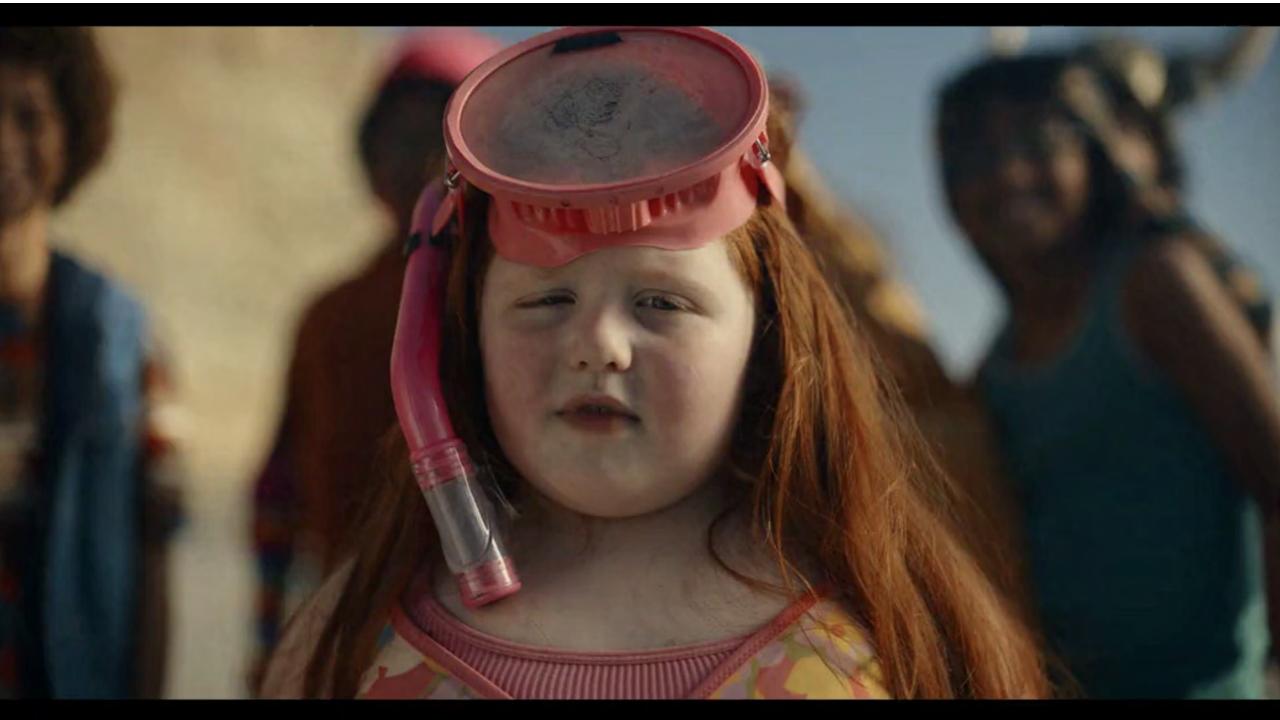




'Childhood Rules'

- FY 24/25 media plan
 - \$12.6 million media buy
 - 774.7 million impressions





'Meet What's Possible'

- FY 24/25 media plan
 - \$1 million media buy
 - 53.8 million impressions





WHAT'S NEW





Global media co-op amplification

- \$213,500 incremental match
- \$763,500 total media investment
- 57.8 million impressions









⚠ Travel Alerts >

Things To Do Trip Inspiration Road Trips















EXPERIENCES / HOW TO SPEND A PERFECT DAY IN PALM SPRINGS

Springs

O EL PASEO, PALM DESERT, CA

How to Spend a Perfect Day in Palm Springs

Explore new heights, plunge into a glittering pool, and wrap yourself in Native American culture in this SoCal city











Visit California 📀 February 7 - 3

The Ritz Carlton Rancho Mirage

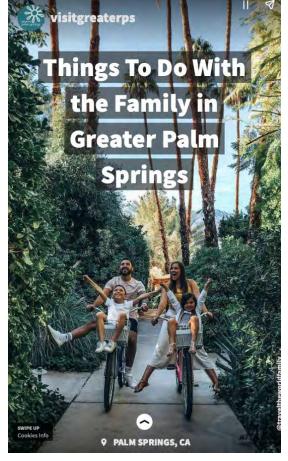
The Ritz-Carlton, Rancho Mirage is a luxury resort located in the picturesque desert landscape of Rancho Mirage, California, near Palm Springs. Perched on a hillside, it offers stunning views of the Coachella Valley and the San Jacinto Mountains. This upscale resort is known for its elegant accommodations and world-class amenities. Now doesn't that sound perfect?

Book your trip to Palm Springs and experience the high life ...

▶ Visit Greater Palm Springs

@helloseena on IG







Luxury

- California Luxury Forum
- Media trips
- Trade familiarization tours





Visit Native California



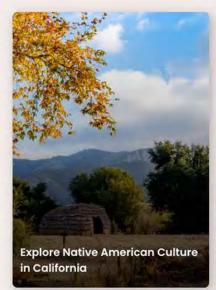


Tribal Tourism Partnership

- Content hub launched in March 2023
 - Native influencers & content
 - Blogs
 - Podcasts
 - Itineraries



Cultural Experiences

















On the horizon

Regional Tourism Plans

- Phase 1: Draft comment period March 3-March 31
- Phase 2: Draft comment period May 1-May 31
- June Board Meeting update



TravelMattersCA.com



2025 Marketing Renewal Referendum



Resources available to you

industry. Visit California.com



GUEST SPEAKER

Craig Compagnone President, Americas MMGY



ADAPTING TO CHANGE. EMBRACING OPPORTUNITY.

Visit Greater Palm Springs April 2025







Shift to Canadian Domestic Travel Intent Over U.S. International

+27%

YOY increase in domestic destination demand among Canadian travelers

-30%

YOY decrease in travel demand to the U.S. among Canadian travelers



Canadian Drive Market Impact

BASED ON CANADIAN RESIDENT US RETURN TRIPS BY LAND





Canadian Air Travel Muted... So Far

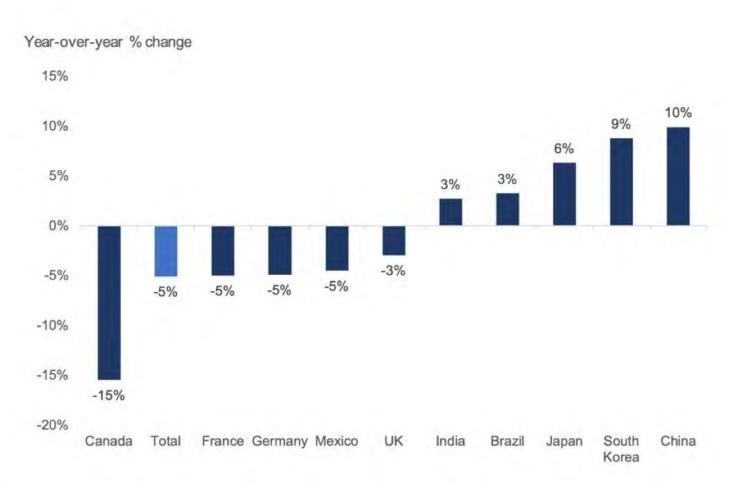
Year-over-year % change



Source: APIS, I-92



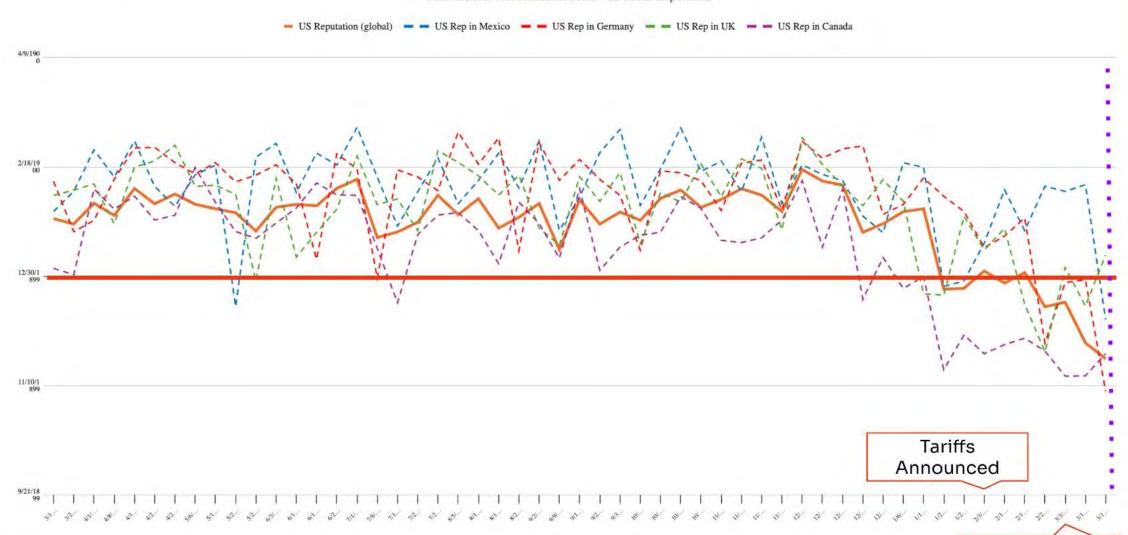
Projected 2025 International Arrivals





DECLINE IN INTERNATIONAL SENTIMENT

TRAVELSAT Net Sentiment Score - US Social Reputation





U.S. Consumer Sentiment Drops as The Country Braces for Economic Uncertainty

Consumer concerns focus around fear of high prices, impacts of personal finances and unemployment. Because of this, we can expect consumers to be modifying their spending in the short term. However, historical behaviors show that travel will remain a priority.

What's Going On:

- The University of Michigan consumer sentiment for the U.S. was revised to 64.7 in February 2025 from a preliminary of 67.8, reaching the lowest level since November 2023.
- The decrease in sentiment is unanimous across groups by age, income and wealth.
- U.S. consumers are expressing unease in personal finances, fear of high prices and concern about rising unemployment.

Why It Matters:

- Dips in consumer confidence have historically changed consumer spending patterns, which we may start to see impacting our clients.
- However, in looking back to previous periods of stark decline seen in the summer of 2022 and winter of 2023, traveling did not stop. It's how they traveled that changed.
- Because of this, we should be prepared to see some behaviors change as it relates to shorter booking windows and/or changes in travel activities.
- Some travel themes we may see start to rise again are road trips and multigenerational trips.







TRAVEL PRICE INDEX | January 2025

TPI Component	Index (seasonally adjusted)				Year-over-year % change	% change compared to 2019	Seasonally adjusted change from preceding month	
	Jan 2019	Jan 2024	Dec 2024	Jan 2025	Jan 2025/2024	Jan 2025/2019	Jan 2025	
TPI	284.8	350.9	357.0	360.5	2.7%	26.6%	1.0%	
Transportation	230.9	281.2	283.7	288.0	2.4%	24.7%	1.5%	
Airline Fares	261.9	259.7	274.9	278.3	7.1%	6.3%	1.2%	
Motor Fuel	210.2	300.2	293.5	298.9	-0.4%	42.2%	1.8%	
Intracity Public Transportation	320.2	342.5	344.4	347.5	1.5%	8.5%	0.9%	
Intercity Transportation	158.0	159.1	163.0	157.9	-0.8%	-0.1%	-3.1%	
Lodging (Specifically Hotels/Motels	333.6	390.3	391.1	397.7	1.9%	19.2%	1.7%	
Recreation	315.2	368.0	376.7	382.7	4.0%	21.4%	1.6%	
Food and Beverage	283.7	366.1	377.3	378.2	3.3%	33.3%	0.2%	
Alcohol Away From Home	354.2	426.4	434.3	435.5	2.1%	23.0%	0.3%	
Food Away From Home	280.4	363.2	374.6	375.5	3.4%	33.9%	0.2%	
CPI-U	252.6	309.8	317.6	319.1	3.0%	26.3%	0.5%	

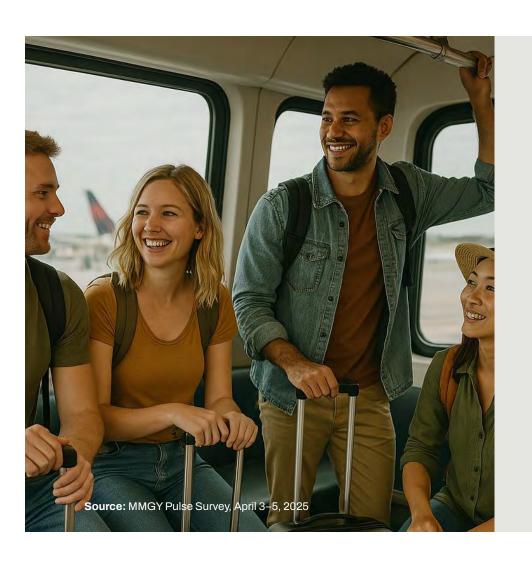
SOURCE: U.S. Bureau Of Labor Statistics, U.S. Travel Association

EXPECTATIONS OF RISING COST

Factors That Have Contributed to Increase in Travel Budget	Q4 '23	Q4 '24	
I expect to spend more because I expect the attractions, food and beverages in vacation destinations to cost more now than they did a few years ago.	56%	57%	
I expect to spend more because vacation lodging/accommodations seem to cost more now than they did a few years ago.	52%	52%	
I expect to spend more because the price of gas is higher now than it was the past few years.	44%	38%	
I expect to spend more because airline travel seems to cost more now than it did a few years ago.	38%	43%	+5%
I expect to spend more because I have more reasons I need to travel (e.g., special events, family visits, etc.) in the next 12 months than I have in recent years.	30%	31%	
I expect to spend more because I simply have more money available in my budget and this is how I choose to spend it.	25%	30%	+5%



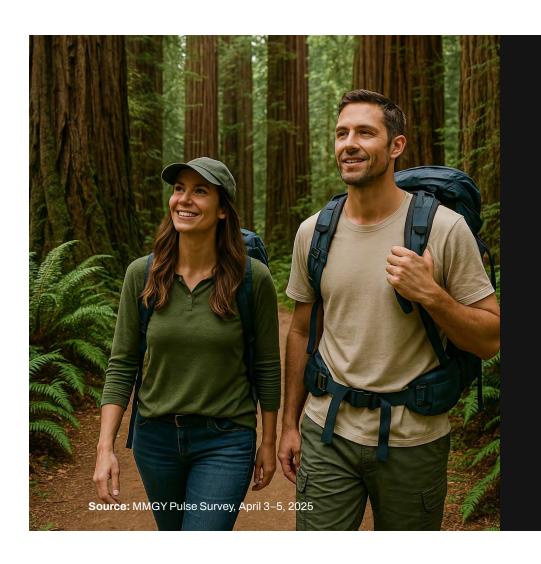
SOURCE: MMGY Travel Intelligence



83% OF U.S. CONSUMERS

still intend to travel over the next 12 months despite the recent news regarding tariffs and declines in the market.

That's down just 4% from MMGY's last Portrait of American Travelers® study, which was fielded in mid-February.



74%

OF U.S CONSUMERS

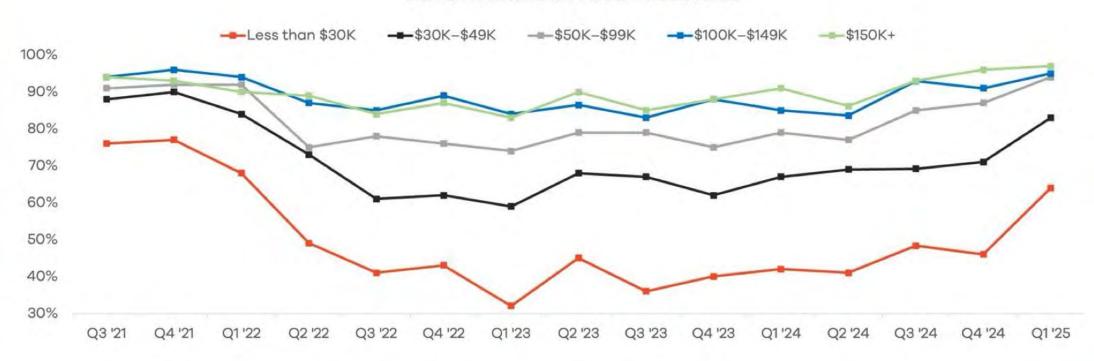
feel somewhat to extremely confident in their household's financial situation for the next six months.

This likely contributes to the fact that 70% of U.S. consumers intend to travel over that same period.

INTENT TO TRAVEL

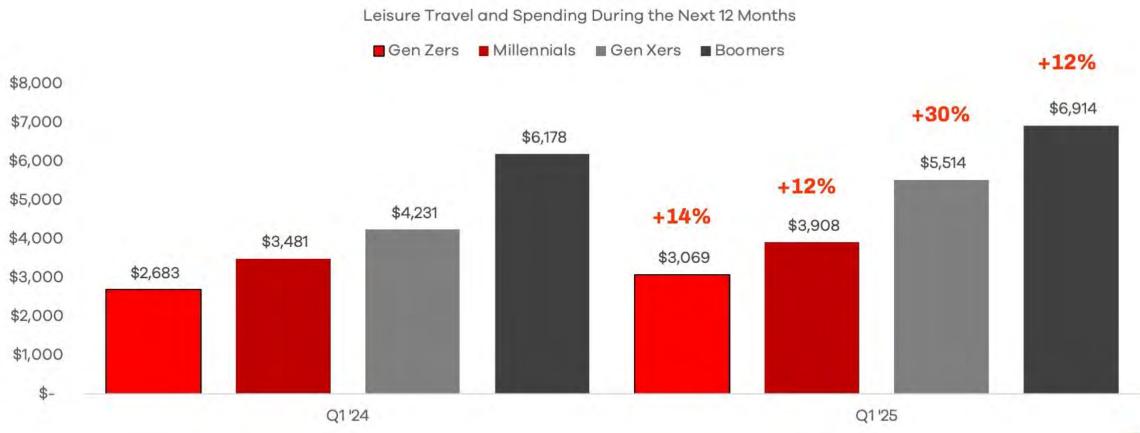
CONTINUES TO DEFY BROADER CONSUMER SENTIMENT







TRAVELERS EXPECT TO SPEND MORE IN 2025





Travel Is Among the Top Spending Goals Among U.S. Consumers

According to Mintel's 2025 Vacation Plans and Priorities report, travel is the third-highest priority when it comes to survey respondents' spending and saving goals.



- Not only do U.S. consumers have travel near top of mind but they also intend to spend more on travel in 2025 compared to 2024.
- They're also okay with spending more than they have, with 50% of travelers reporting they intend to fund their "main" excursions with credit cards and 28% planning to do so through "buy now, pay later" (BNPL) programs.



80%

OF U.S CONSUMERS

say their travel behavior will change as a result of the recent financial news.

MOST NOTABLY:

33% say they will travel closer

to home.

29%

say they will change from an international destination to a domestic destination.

22%

say they will change their length of stay.

24%

say they will change to a less expensive mode of transportation.

Source: MMGY Pulse Survey, April 3-5, 2025





Group Travel Surges Beyond Prepandemic Levels

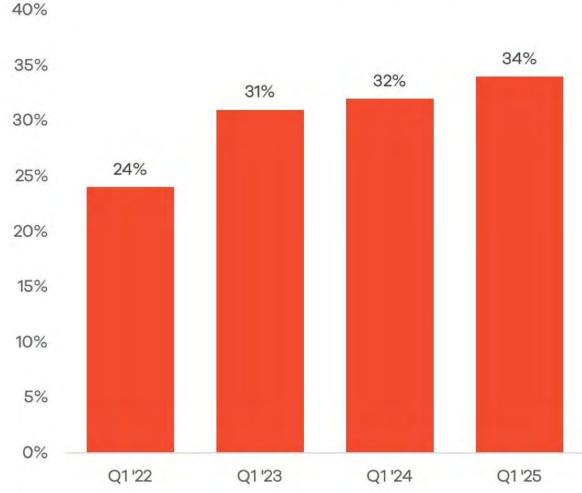
61%

of Americans are interested in traveling with extended families or a small group of friends in 2025



LIKELIHOOD TO CONTINUES TO RISE **SOURCE: MMGY Travel Intelligence**

Likely to take an Ocean or River Cruise in the next six months









Authenticity Continues to Drive Cultural Immersion as a **Top Travel Priority**

of travelers prioritize experiences that allow for immersion in local cultures

65% 46%

of travelers prioritize experiences that include some type of arts and heritage-based activities





of affluent travelers <u>below the age of 45</u> choose travel based on the experience first, not the destination.

Arival, The Affluent Experiences Traveler



Southwest's Lounge Access Experiment

by Sky Skylar | February 21, 2025 | 0 Comments

Over the years, I've found it fascinating how Southwest Airlines stands out from competitors like United, Delta, American, a own exclusive lounges. The airline's philosophy has always been about low fares and a friendly flying experience. But here i desire among even the most cost-conscious flyers for elevated airport amenities—or at least a decent cup of coffee away from that Southwest is testing lounge access via Priority Pass is certainly catching my attention.

In fact, the carrier is now running a Priority Pass membership trial that lets some of its top-tier Rapid Rewards members cheored Pass lounges across 32 of the airline's destinations. I see this as a clear signal that even budget-minded airlines are considering happy. After all, a few quiet moments in a comfortable lounge can make a world of difference on a busy travel day.





AAdvantage Events™ tickets

Use the miles you earned to find Ticketmaster tickets on the AAdvantage Events™ platform. Choose from millions of events like concerts, sports games, theater, comedy shows and more. Search events by city and have fun no matter where you are.

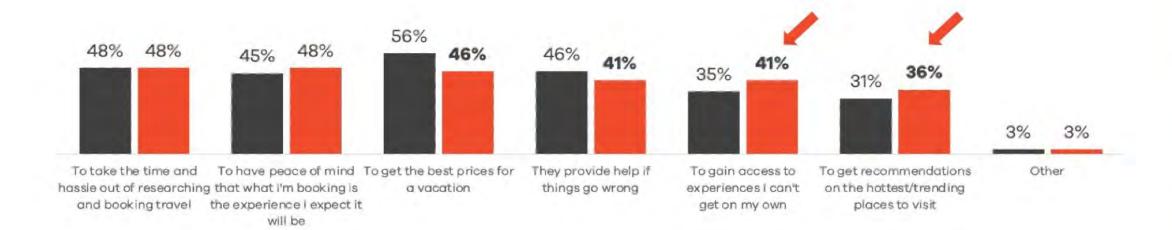
AAdvantage Events™ tickets Ø



UNIQUE EXPERIENCE DRIVING RENEWED INTEREST IN TRAVEL AGENTS

Reasons for Working With a Traditional Travel Agent



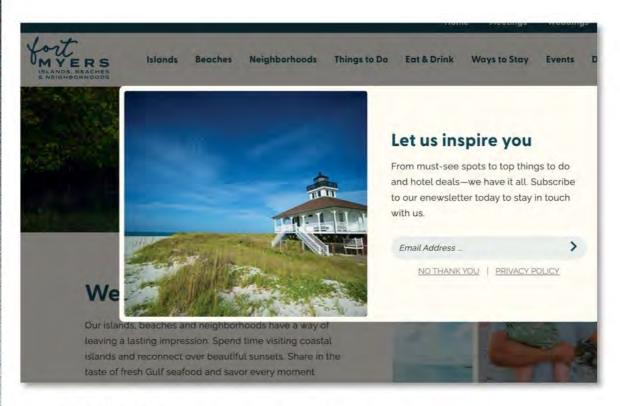








Personalization is Key to Digital Performance



438% increase in email sign-up conversion



400% increase in partner referral conversions



oura wia

bienvenido a costa rica

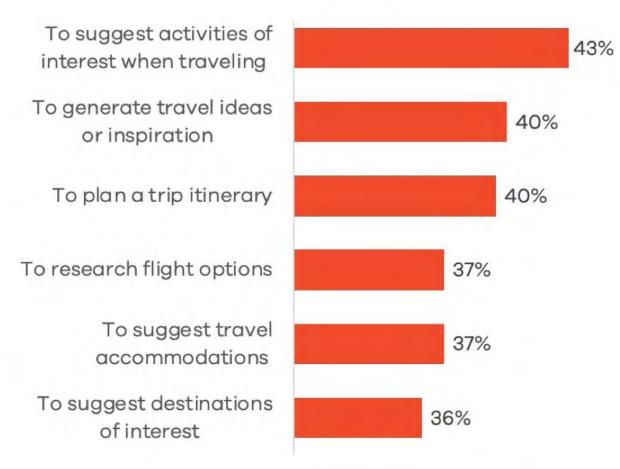
Costa Rica is the land of pura vida, inspired by natural beauty, joyful connections and gratitude for daily pleasures.

How can we help plan your trip?

of active leisure travelers have used ChatGPT or another Al tool for travel planning **SOURCE:** MMGY Travel Intelligence

Use of Al in Travel Planning

among those who have used it

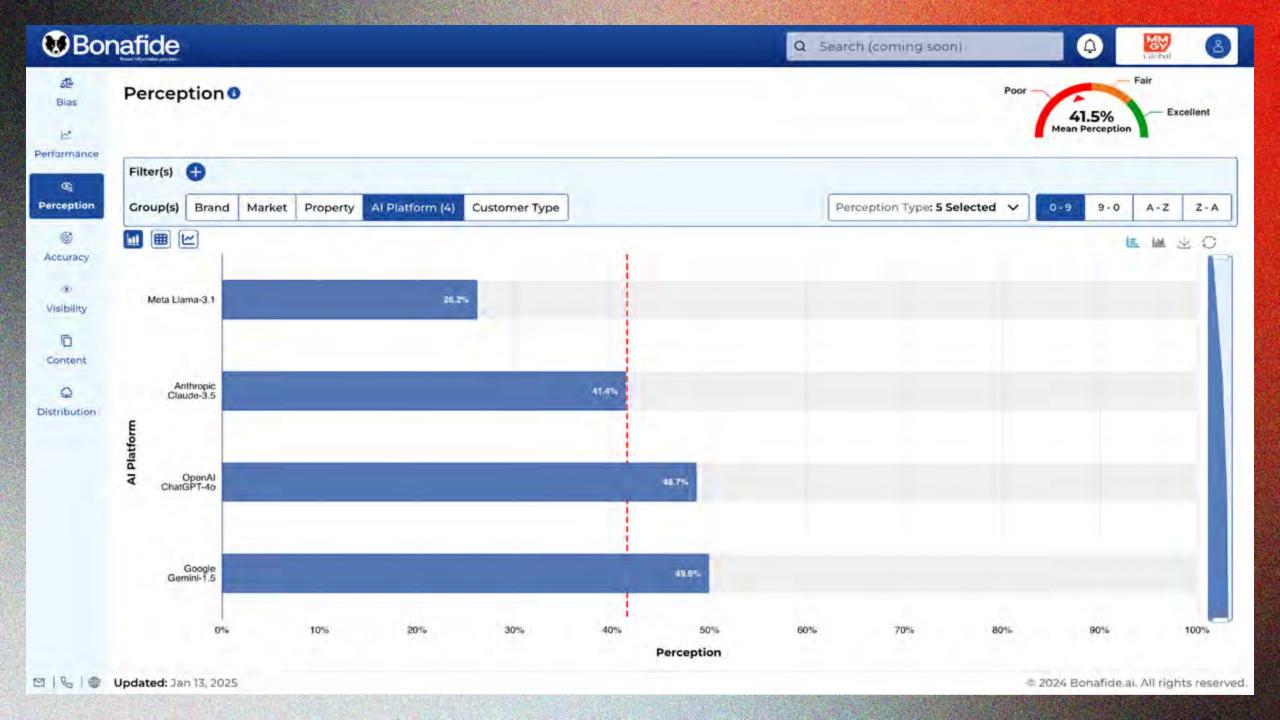


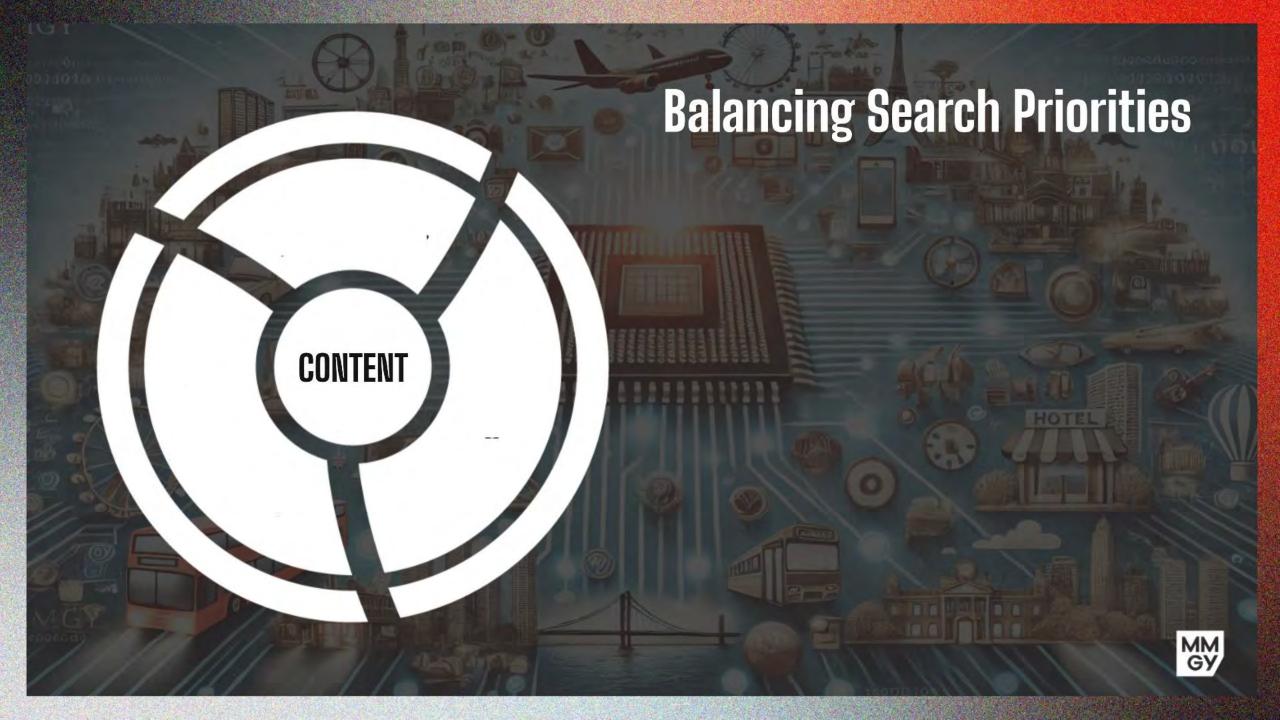


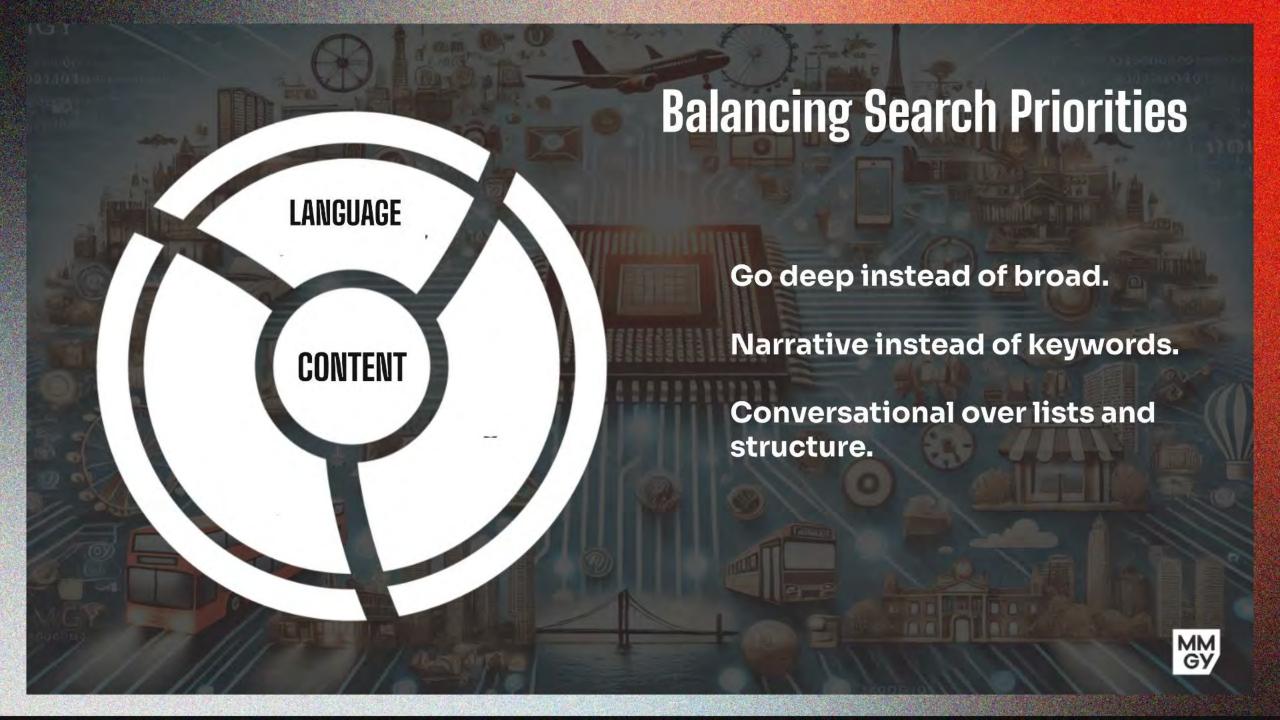
The Shift in Search Behavior

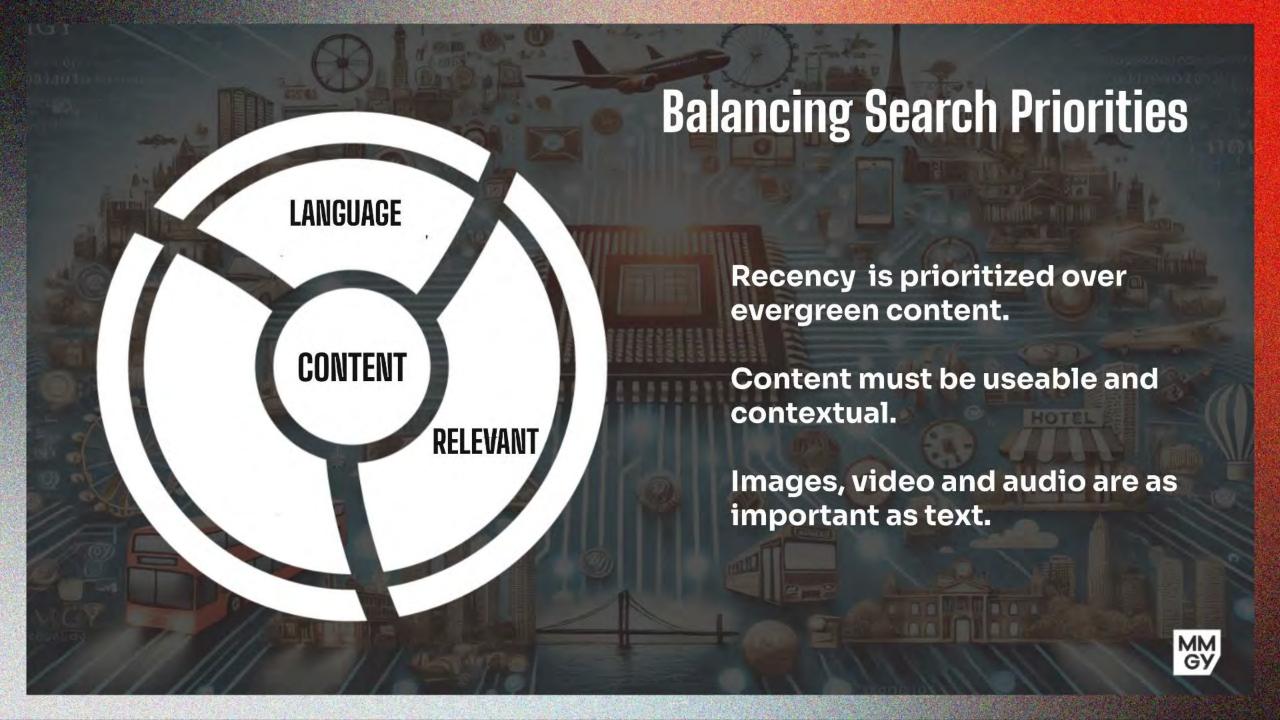
Traditional Search	📥 Al-Driven Search
Fragmented queries	Contextual questions
Multiple tabs and sites	Curated, actionable answers
Limited personalization	Deeply personalized
Static, link-based results	Conversational responses
User-driven discovery	Proactive suggestions
Heavy lifting to execute	Al as a concierge

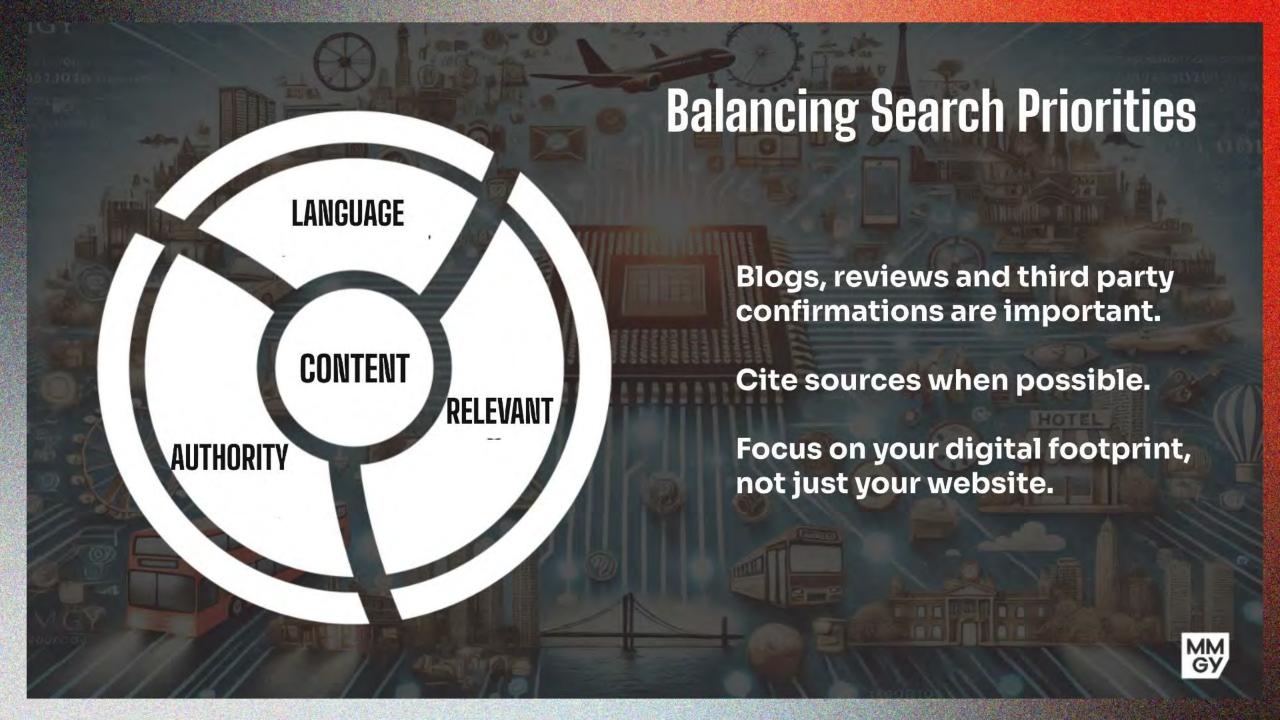


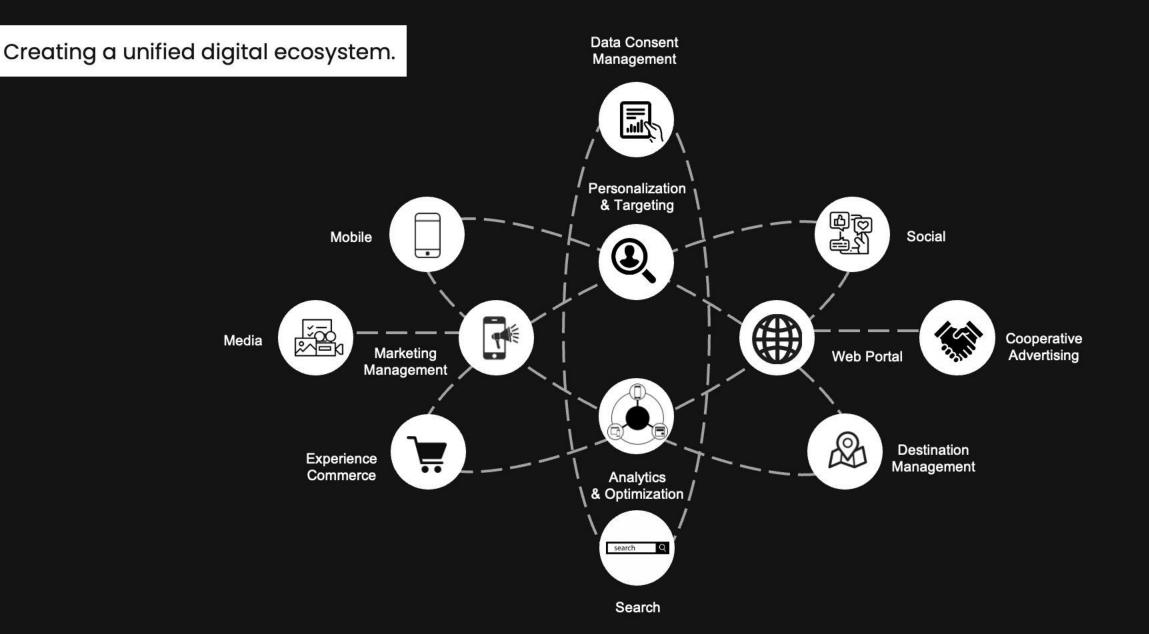














THANK YOU.

Craig Compagnone ccompagnone@mmgyglobal.com





INDEPENDENT AUDITOR'S 2024 ANNUAL FINANCIAL REPORT

BOARD OF DIRECTORS ITEMS

(BOARD ONLY VOTES)

 Receive and Accept the Independent Auditor's 2024 Annual Financial Report (and Communication Letter from Davis Farr dated March 6, 2025

JPA EXECUTIVE COMMITTEE ITEMS

(JPA ONLY VOTES)

- 1. Receive and Accept the Independent Auditor's 2024 Annual Financial Report (and Communication Letter from Davis Farr dated March 6, 2025
- 2. Resolution No. JPA 2025-003 Appointing New JPA Treasurer & Auditor
- 3. Resolution No. JPA 2025-004 Authorizing Change in Bank Signers

CEO / PRESIDENT'S REPORT



FIND FOOD BANK DONATION



DATE April 4, 2025

PAY TO THE ORDER OF FIND Food Bank

\$19,979

MEMO Donation

Visit Greater Palm Springs

GROUPS/MEETINGS SALES

SALES PRODUCTION - YTD

	LEADS	N E W L E A D S	N E W B O O K I N G S	ROOM NIGHTS
YTD ACTUAL*	437	248	70	57,183
YTD GOAL	388	201	69	57,125
% of GOAL	113%	123%	102%	100%

^{*}Numbers represent bookings though Visit Greater Palm Springs as of 3/31/25

FUTURE PACE 2025-2027

Year	ОТВ	Pace Targets	Variance	Variance %	Tentatives
2025	238,208	196,953	41,255	21%	74,621
2026	113,367	108,442	4,925	5%	148,362
2027	58,448	63,840	-5,392	-8%	135,967
2028	21,644	38,448	-16,784	-44%	85,794

^{*} Numbers represent bookings though Visit Greater Palm Springs as of 3/31/25

DESTINATION MARKETING

2024 ADDY AWARDS

Mosaic Award: Living Desert Summer Co-Op

Best Integrated Advertising Campaign – Escape Your Ordinary Brand Campaign

Best Regional/National Television Advertising:

- Omni Rancho Las Palmas Summer Co-op
- JW Marriott Summer Co-op
- Palm Springs Preferred Small Hotel Co-op
- The Ritz Carlton Rancho Mirage Co-op
- Agua Caliente Cultural Plaza Co-op
- Desert Hot Springs Summer Co-op
- Living Desert Summer Co-op
- City of Indian Wells Summer Co-op
- Tommy Bahama Miramonte Summer Co-op
- Agua Caliente Casinos Summer Co-op

Best Webisode Series – Art & Sol Season 2

Best Social Media – Vacation with Your Bestie in GPS

Best Magazine Advertising – Greater Palm Springs Pride Program

Best Industry Self-Promotion Brand Elements – Branded Meetings Paper Coffee Cups

Best Art Direction – Canada Travel Flight Ad

Best Magazine Advertising – Canada Travel Flight Ad

Best Mobile App – Visit Greater Palm Springs App



























RANCHO MIRAGE



RANCHO MIRAGE GOLF RESORT & SPA







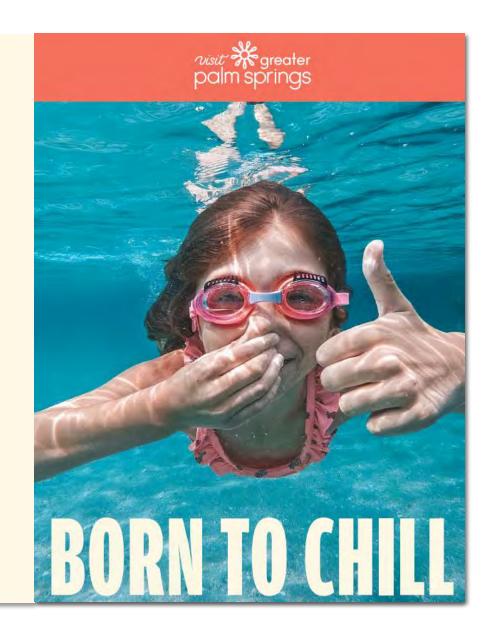




2025 SUMMER CAMPAIGN

FOR THOSE BORN TO CHILL





2025 SUMMER CAMPAIGN































ECONOMIC DEVELOPMENT

VGPS ECONOMIC DEVELOPMENT LOGO



NEXT STEPS

Brand Creative

 Final review by Creative Committee of brand logo, strapline, and color palette used on a variety of deliverables (trade show booth, site selector packets, workforce recruitment tools, etc.) will be in mid-April

Media & Marketing Plan

 North Star is completing the economic development media & marketing plan to be reviewed immediately following the final brand creative meeting

Website

 VGPS staff is developing a new economic development dedicated website to include new logo and color palette



VGPS EVENTS

STUDENT HOSPITALITY DAY











Thank you to our host,

JW Marriott Desert

Springs Resort & Spa!



SAVE THE DATES

April 21



Certified Autism
Destination
Celebration

April 30



Greater Palm Springs
Tourism Foundation
Golf Tournament

May 28



Greater Palm Springs
Restaurant Week
Kickoff Event

September



Greater Palm Springs
Spa Month

JPA EXECUTIVE COMMITTEE & BOARD OF DIRECTORS UPDATES



HAPPY BIRTHDAY \$ \$ \$



AFTAB DADAApril 7



PEGGY TROTT April 21



TIM ELLIS April 23



LIZ OSTOICH May 2



JOHN BOLTON
May 8



JAY CHESTERTON May 9



ROLF HOEHN May 11



BRAD PONCHER May 15



JERRY KELLER
May 23



KATE ANDERSONMay 24



ROB HAMPTON May 31



NEXT BOARD MEETING

Friday, June 27, 2025

Location:

Grand Hyatt Indian Wells Resort & Villas