



Update for August 2024

Economic Development Committee

July was full of events throughout the Sullivan Catskills, with the Wurtsboro Founders Day Street Fair and Mural Festival, the Grand Opening of the Shops in Narrowsburg, the Callicoon Country Fair, and of course multiple fireworks displays throughout the Sullivan Catskills. Another Borscht Marker Dedication was held in Hurleyville. SCVA hosted Matthew Charlton, UK journalist with The Independent this month who was doing a story on all things Woodstock and if the spirit is still alive. Matthew was given an extensive tour of the Sullivan Catskills. Two influencers visited us in July, womenwhobrunch at Callicoon Hills and ourhuddybuddy who is a down syndrome child and mom writes about their travels. They visited Legoland and the Kartrite, Buck Brook and Arthur's Acres Animal Sanctuary.

FAST FACTS

According to the recently released data, 2022 traveler spending in Sullivan County reached a record high of \$892 million a 25.8 % increase over 2021's \$710 million in traveler spending. Since 2019 visitor expenditures increased 154.4 %. Were it not for tourism-generated state and local taxes, the average household in the county would have to pay an additional \$3,370 to maintain the same level of government revenue, already hard hit by the pandemic.

This boost has brought about a myriad of economic benefits, including increased employment opportunities and support for local businesses. In 2022, total tourism-generated employment registered 4,701 jobs, 16.3% of all jobs, according to Tourism Economics.

SCVA Activities for July

- Met with Rocky Pinciotti to update the romance map and add more places.
- Discussion and next step for the Geocaching on the Dove Trail
- Sullivan Catskill Barbeque recap and plans for next year
- Hosted NYSEG for residents to ask questions on the new Smart Meters being installed throughout the **County**
- Holiday Mountain update
- Beyond the Big Apple program through Miles Partnership for advertising
- Coordinate Media writers and influencers for month of July
- Further discussion on the TV program, The Balancing Act promoting the Sullivan Catskills for fall and early winter
- Assisting several art and cultural venues with funding and marketing for the year.
- Launched summer TV campaign
- Discussion with Seminary Hill on a new initiative
- Planning for NYSAC Meeting in September
- Met with Catskill Pride
- **Margaritaville Content Shoot**
- Wurtsboro Music in the Park and Founder's Day
- In the Woods Garden Party
- **Prom Content Shoot**
- Virtual Mixology discussion with Brian Facquet
- **Beautiful Content Shoot**











Meetings

- Regional Catskill Association Tourism Promotion Agency Meeting
- Sullivan O&W Rail Trail Alliance Meeting
- SCVA Marketing Meeting
- Barbeque Meeting
- **NYS DMO Meeting**

Social Media & E-News

- Continue to utilize videos produced by our members to create short vignettes and Tik Tok placements to use on our social channels. Tik Tok and Instagram reels are seeing a lot of likes and comments.
- SCVA continues to work with our social media group Awestruck and Fisher Mears Associates to create and implement targeted marketing to the drive traffic within two hundred miles of the Sullivan Catskills
- In House Social media is seeing fantastic gains

Print and Digital Ads and Advertorials

- o NY Family Life Print ads, Editorial, Eblasts
- Happenings Magazine August Print Ad
- o The Mountains Summer Print ad
- o Travel, Taste, and Tour Fall Print Ad and Editorial
- USA Today Race in America Print Ad
- o River Reporter Upper Delaware Summer Magazine Ad
- Road Runner Magazine Fall Print Ad
- Grahamsville Giant Pumpkin Party Print Ad
- Chronogram August Print Ad
- o Fairfield After Dark Flyer, Digital Ads, Eblast
- o Global Heroes Fall Print Ad and Editorial
- o Group Tour August Print Ad
- o Catskill Mountain Magazine July Print and Advertorial

Editorials (International publications)

- o Traveler-Voted top 100 places to visit in the world for 2024
- Sydney Morning Herald-Featured in "For your next trip to New York, add a weekend in the country too"

In Progress:

- AARP Fall Print and Editorial
- o SP Partnership Ads for In the Know Magazine and Annual Meeting Journal
- o SC Democrat Catskills Confidential Ads August December
- o Hoy en Sullivan Print ads July– December
- o SC Democrat Summer, Fall Catskills Delaware Magazine Print ads
- o Group Tour Magazine August Print Ad











- o Group Tour Magazine November Advertorial
- o Edible NJ Fall Ad
- o Chronogram Fall/Winter Ad
- Visit Vortex Fall Ad
- Visit Vortex Winter Ad
- o USA Today Hispanic Heritage Month Print Ad
- o USA Today Modern Woman Print Ad
- o USA Today Winter Travel Guide Print Ad
- o Fairfield After Dark Print, Digital and Eblast for Fall, Winter and Spring
- o Brew Trail Map/Logo
- o Update Dove Trail Map

Articles

Run Date	Publication	Article Title Jou	rnalist Cove	rage Mediu	m Ownership		
		<u>Fourth</u>					
		Annual IN					
		THE WORKS IN					
		WORKS~IN THE WOODS					
		Festival to					
		Take Place					
		at					
		Forestburgh					
June 20,	Broadway	Playhouse in	Chloe				
2024	World	September	Rabinowitz	Online	TBD	1,705,111	15,772
		Family Fun					
		Section:					
		Local	_				
June 21,		Freshwater	Perri				
2024	NY Post	Oases	Blumberg	Print	Core Creative	515,000	4,764
		Family Fun					
		Section:					
luna 21		Upstate	Down:				
June 21, 2024	NY Post	Frame of Mind	Perri Blumberg	Print	Core Creative	515,000	1761
2024	INT POST		biuilibeig	PIIII	Core Creative	313,000	4,764
		12 Up-and-					
		coming					
		<u>Destinations</u> Around the					
		World for					
June 25,	Travel +	LGBTQ+					
2024	Leisure	Travelers	Dan Koday	Online	Core Creative	59,000,000	545,750
		MEDIA	,				
June 26,		ADVISORY:	Editorial				
2024	ILoveNY	76th Dove	Team	Online	TBD	656,923	6,077











		Unveiling on					
		the Sullivan					
		Catskills					
		Legacy Trail					
		A new tour					
		in Boston,					
		an upstate					
		New York					
		escape, and					
		<u>a portable</u>					
		jump starter					
June 27,	The Boston	for summer	Kari		Antrim/Eleven		
2024	Globe	<u>travels</u>	Bodnarchuk	Online	Six PR	4,059,566	37,551
		Hemlock					
		Neversink -					
		Getting					
		Close to	Jeff &				
July/August	New York	Nature in	Stephanie				
2024	Lifestyles	the Catskills	Sylva	Print	Core Creative	20,000	185
	z.restyres	Hemlock	3,			20,000	100
		Neversink -					
		Getting	1 · CC O				
		Close to	Jeff &				
July 1,	New York	Nature in	Stephanie				
2024	Lifestyles	the Catskills	Sylva	Online	Core Creative	7,665	71
		You Won't					
		Be Roughing					
		It at These					
July 2,	The New York	Outdoor	Stephanie		Rosen		
2024	Times	Resorts	Rosenbloom	Online	Group/Bethel	141,747,003	1,311,160
		The Catskills					
		are calling —					
		here's					
		where to					
July 3,		stay, eat and	Dorri				
2024	NIV Doct			Online	Cara Craativa	144 000 000	1 222 000
2024	NY Post	play	Blumberg	Online	Core Creative	144,000,000	1,332,000
		Where to					
		Eat, Stay,					
	_	and Play in					
July 7,	Conde Nast	New York's	Jessica				
2024	Traveler	<u>Catskills</u> .	Chapel	Online	Core Creative	8,700,000	80,475
		There to Eat,					
July 8,		Stay, and	Jessica				
2024	VN Explorer	Play in New	Chapel	Online	Core Creative	37,636	348
L	l	<u> </u>	l	l	1	l	











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		York's					
		Catskills					
July 11,		Country	T. Cole				
2024	Dossier	Strong	Rachel	Newsletter	Core Creative	25,000	231
		<u>The</u>					
		Forestburgh					
	Sullivan	Playhouse					
July 12,	County	Presents:					
2024	Democrat	The Prom!	Editors	Online	TBD	13,103	121
		Stewart					
		International					
		Airport Adds					
		Direct					
		Flights To					
	WTMM-FM	<u>Popular</u>					
July 16,	(Schenectady,	<u>Vacation</u>					
2024	NY)	<u>Destination</u>	Editors	Online	TBD	52,649	487
		Stewart					
		International					
		Airport Adds					
		<u>Direct</u>					
		Flights To					
	WKXP-FM	<u>Popular</u>					
July 16,	(Poughkeepsie,	<u>Vacation</u>					
2024	NY)	<u>Destinatio</u> n	Editors	Online	TBD	360,745	3,337







LAURA BRAY ORGANIC SOCIAL MEDIA & INFLUENCER CAMPAIGN IMPACT

JUNE INFLUENCER VISIT



IMPRESSIONS FROM LAURA BRAY VISIT

Projected Impressions: 449,951

Cost Per Thousand: \$4.4 Industry Avg \$12.5 181% Below Avg

Cost Per Impression \$0.004 Industry Avg \$0.13 2,824% Below Avg REACH OF LAURA BRAY CONTENT

Reach: 445,685

Cost Per Reach \$0.04 Industry Avg \$0.7 155% Below Avg **ENGAGEMENT**

Engagements 54,846

Cost Per Engagement \$0.04 Industry Avg \$0.56 144% Below Avg **GROWTH**

Instagram: +229 followers

AUGUST INFLUENCER VISIT PROJECTIONS & TENTATIVE DATES



MELIS PAPILA (@THEGIRLWITHBEER)

BEER INFLUENCER, PLANNING TO HAVE HER EXPLORE THE BEVERAGE TRAIL

Projected Impressions: 200,000

Projected Cost: \$2,000 + local transportation

Projected Cost Per Thousand Impressions: \$10.0

Projected Cost Per Impressions: \$0.10

Tentative Date for Visit: August 3rd-5th

BRITTNY MCKIBBEN (@DARLINGTRAVELSBLOG)

TRAVEL INFLUENCER WHO HIGHLIGHTS WEEKEND GETAWAYS AND TRAVEL ITINS Projected Impressions: 500,000

Projected Cost: \$3,000

Projected Cost Per Thousand Impressions: \$6.1

Projected Cost Per Impressions: \$.006

Tentative Date for Visit: August 23rd-25th

TOTAL INFLUENCER SPEND \$5,000

















SUDIPA (@TRAVELWITHSUDIPA)

FAMILY INFLUENCER WHO SHARES FUN GETAWAYS IN SMALL TOWNS

Projected Impressions: 376,000

Projected Cost: \$3,000

Projected Cost Per Thousand Impressions: \$8.0

Projected Cost Per Impressions: \$.008

Tentative Date for Visit: September 13th-15th

CARLY GIUMENTO (@CARLYMARIE_TRAVELWI THME)

TRAVEL INFLUENCER FOCUSED IN NY STATE SHARING UNIQUE GETAWAYS AND HIDDEN GEMS

Projected Impressions: 33,000

Projected Cost: \$1,200

Projected Cost Per Thousand Impressions: \$48.0

Projected Cost Per Impressions: \$.036

Tentative Date for Visit: September 27th-29th

TOTAL INFLUENCER SPEND \$4.200

PAID SOCIAL

META PAID SOCIAL

- In June, we saw 381,412 impressions (an increase of +138% YOY), 3,692 link clicks, and 806 event responses.
- Top Ad
 - Spring Ad Stays Focused, generated 274,947 impressions and 1,957 link clicks.

Drag Me to the Catskills Event Boost:

Link Clicks: 358

Event responses: 107Cost per result: \$0.61













Google Ads







- Over 6,900 clicks (+138% YOY) were recorded from our Google campaigns in June with an average cost per click of \$0.51 far exceeding industry standards.
- The display campaign alone generated 423,160 impressions (46% increase YOY) and 5,393 clicks (155% YOY) with an average CPC of \$0.12.
- Performance continues to improve across the board compared to the previous year due to our optimizations.







OTT - CTV & DSP







CTV Impressions: 338,365

CTV Completion Rate: 98.91%

Display Impressions: 253,760

Clicks: 200

TOP Zip Codes:

- 11236
- 19401
- 19464
- 11434









FB **ACCOUNT** INSIGHTS

- NOTES

 POSTED LESS IN JUNE DUE TO PLANNING BBQ EVENT
 WE SAW AN INCREASE IN REACH ESPECIALLY TO NON FOLLOWERS
- OUR NUMBERS ARE STILL SOLID AND WE ARE RAMPING UP TO CAPTURE CONTENT FOR THE REST OF THE SUMMER SEASON



CONTENT **INTERACTIONS**

June 2023

Content Interactions 6,183 reactions, saves, comments, shares and replies Post engagements 41,437 Engagement Rate 7.5%

June 2024

Content Interactions 5.457 reactions, saves, comments, shares and replies Post engagements 29,909 Engagement Rate 5.5%

REACH

June 2023

Accounts Reached 173,846 68,543 Paid 108,699 Organic 25,397 Followers 147,847 Non- Followers Impressions 563,511 Profile Visits 3,917

June 2024

Accounts Reached 217,998 +25% 164,338 Paid +139% 59,225 Organic 17,796 Followers 201,3813 Non- Followers +36% Impressions 609,184 +8%

Profile Visits 5,210 +33%

GROWTH

June 2023

Total Followers 53,645 Net follows 70

June **2024**

Total Followers 56,020 +4.43% Net follows 78 +11%

FB POST **INSIGHTS**

Top performing June 2024



Accounts Reached 11,605

Impressions 15,785 The total # of times our post was on screen

Post Interactions 106 79 Likes 18 Shares 1 Saves 12 Comments

Engagement Rate 1%
A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2024



Accounts Reached 8,490

Impressions 8,704 The total # of times our post was on screen

Post Interactions 76 49 Likes 12 Shares 2 Saves 13 Comments

Engagement Rate 1%
A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2023



Impressions 22,829
The total # of times our post was on screen

Post Interactions 241 181 Likes 26 Shares 13 Saves 21 Comments

Engagement Rate 1%
A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2023













IG ACCOUNT INSIGHTS

- NOTES

 STEADY RESULTS WITH INSTAGRAM THIS MONTH
- WITH THE SUCCESS OF THE INFLUENCER CAMPAIGN & COLABS, OUR REACH FAR OUT PERFORMED 2023
 WE ARE WORKING ON FURTHER DEVELOPING THE INFLUENCER PROGRAM



ENGAGEMENT

June 2023

Content Interactions 2,721

Website 228

Engagement rate (Interactions+clicks/followers) 11.50%

June 2024

Content Interactions 1,200

Website Clicks 352

Engagement rate (Interactions+clicks/followers)

8.72%

Influencers June 2024

Content Interactions 74.846

TOTALS June 2024

Content Interactions 76,046

Engagement Rate 11%

CP influencer Engagemet

\$0.03 per engagement Industry Avg \$0.56

REACH

June 2023

Accounts Reached 55,963 369 Paid

55,594 Organic

Impressions 122,000

Story Impressions 59,241

Influencers June 2023 Reach 6.700

TOTALS June 2023 Reach 62,66

June 2024

Accounts Reached 78,267 +39.85%

46,544 Not including colab posts

6,817 Paid

71,450 Organic +28.52%

39,727 Organic not including colab posts Impressions 108,175

55,256 Not including colab posts Story Impressions 23,833

Influencers June 2024

Reach 649,951+ +9,700

Impressions 677,451+

TOTALS June 2024

Reach 692,229+ +1,004% Impressions 705,207+

CP Thousand Influencer Impressions

\$3.10, Industry Average \$12.50

CP Influencer Reach

\$.003, Industry Avg \$0.7

GROWTH

June 2023

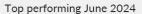
Overall Followers 23,656 Net Follows 368

June 2024

Overall followers 26,962 +13% Net Follows 760 +64.67%

> TOTAL INFLUENCER SPEND \$2,000

IG POST INSIGHTS





Accounts Reached 31,723+24%

Impressions 52,919+57% The total # of times our post was on screen

Post Interactions 3,301+62.96%

1,572 Likes 737 Shares 977 Saves 15 Comments

Profile Activity 14 (increase from 0)

100 Follows

Engagement Rate 10% +55%
A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2024



Accounts Reached 11,399

Post Interactions 561 +39.58% 438 Likes 103 Shares 12 Saves 8 Comments

Profile Activity 4 +1,300%

Engagement Rate 5% +1009

A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2023



Accounts Reached 6,823 Impressions/Plays 7,284

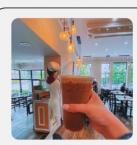
Post Interactions 571

71 Shares 39 Saves 2 Commer

Profile Activity 0 0 Visits

Engagement Rate 8.3% A strong engagement rate typically ranges from 1% to 5% depending on industry

Top performing June 2023



Accounts Reached 4,399

mpressions/Plays 4,524 Post Interactions 20

16 Like

Profile Activity 0

Engagement Rate .5%
A strong engagement rate typically ranges from 1% to 5% depending on industry











IG STORY INSIGHTS



Top performing June 2024



Top performing June 2024



mnressions 1 366 +181%

Engagement Rate 4.8% (increase in an analysis A strong engagement rate typically ranges from 1% to 5% depending on indus

Lowest performing June 2024



Top performing June 2023

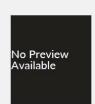


Top performing June 2023



gagement Rate 0% A strong engagement rate typ ranges from 1% to 5% depend

Lowest performing June 2023



JUNE DEMOGRAPHIC INFO



TOP LOCATIONS

Cities

New York 21.9% Rockland 1% Local 2.6%

Countries

United States 93% UK .5% Canada .5%

FΒ

Cities

New York 11.5% Monticello 1.6% Liberty 1.2%

Countries

United States 99.9% Puerto Rico .2% Canada .1%

AGE RANGE IG

35-44 Years Old 33.5% 45-54 Years Old 23.7 25-34 Years Old 17.6%

FΒ

45-54 Years Old 26% 55-64 Years Old 26% 65+ Years Old 23%

GENDER IG Women 66.3% Men 33.6%

FΒ Women 66.3% Men 33.6%













Date period 06/01/2024 - 06/30/2024 Duration: 30 days





Impressions 441,869



Clicks **6,926**



Average CPC \$0.51



\$3,543.67



1.57%

Campaign conversions

Name	Impressions ▼	Clicks	Average cpc	Ctr
Smart Display	423,160	5,393	\$0.12	1.27%
Catskills Vacation	18,709	1,533	\$1.88	8.19%

Website Performance

Session default channel grouping	Sessions ▼	New users	Total users	
Direct	7,550	6,049	6,344	
Organic Search	5,850	4,588	4,819	
Referral	2,302	1,753	1,869	
Organic Social	2,228	2,108	2,147	
Organic Video	451	285	336	
Paid Search	63	58	58	
Unassigned	56	0	53	
Organic Shopping	6	6	6	
Email	1	0	1	
Summary	18,624	14,847	15,468	
0				06/01/2024 - 06/30/2024



Keyword text	Impressions ▼	Clicks	Ctr	Average cpc
lodging catskills ny	6,417	634	9.88%	\$1.93
catskills rentals	2,412	324	13.43%	\$1.97
catskill resorts	1,751	193	11.02%	\$2.01
catskills cabins	989	123	12.44%	\$1.74
catskills getaway	964	100	10.37%	\$1.83
catskills lake	439	71	16.17%	\$1.92

06/01/2024 - 06/30/2024















Total spent \$2,660.20



Link clicks 3,692



Impressions 381,412



Reach 169,308



Post Reactions 2,041



Post Comments 39



Frequency 2.25



CPC (cost per link click)

\$0.72



CTR (link click-through rate)

0.97%

Top Placement

Publisher Platform	Total spent	Impressions	Reach	CTR (link click-thro	CTR (all)	Post Comme ▼	Website Purchase
Facebook	\$2,079.28	366,817	162,465	0.88%	2.81%	39	0
Audience network	\$499.01	7,558	2,494	5.04%	4.90%	0	0
Instagram	\$81.56	6,817	4,892	0.98%	1.75%	0	0
Messenger	\$0.35	220	160	1.36%	1.36%	0	0

Top Performing Ads



Ad Name: Spring Ad V1 - Stays Focus Campaign Name: Traffic Campaign

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$1,719.42	274,947	0.71%	1,957



Ad Name: Catskills BBQ Event Boost 2 Campaign Name: Catskills BBQ Event Boost

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$192.94	53,263	1.55%	826



Ad Name: Spring Ad V1 - F&B Focus Campaign Name: Traffic Campaign

Amount spent	Impressions	CTR (link click- through rate)	Link clicks	
\$682.91	42 048	1 31%	551	



Ad Name: Drag Me to the Catskills Event Boost Campaign Name: Drag Me to the Catskills Event Boost

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$64.93	11,154	3.21%	358

N6/N1/2024 - N6/20/2024











Instagram



Account impressions

55,256



Static In-Feed Post Impressions





Stories Impressions

23,833



Followers

26,962



New followers

586



Engagement rate

3.34%



Engagement

900



Website clicks

352



Reach

46,544

Top Performing Posts



Impressions	Reach	Likes	
2.162	1.000	122	







Top Performing Reels



Plays	Likes	Saved	Shares	Comments	
12,831	438	12	103	8	











facebook



All posts engagement rate (reactions + comme 5.50%



Impressions 609,184



Reach 217,998



Post engagements 29,909



New page likes 68



Page views 5,143



15,614

Paid reach

164,338

Page posts impressions 543,882



Page Clicks

Page clicks

24,224



Total Page Likes as of Today



Total page likes 53,875



06/01/2024 - 06/30/2024

06/01/2024 - 06/30/2024

Top Performing Posts



	th annual Trout Parade yesterda t a pic and tag your friends if yo
Clicks	Engagement
13,492	13,721
	r! Were you there? Pos



Message: It's a busy weekend all over The Sullivan Catskills! What are you

Impressions	Clicks	Engagement	
5 714	6.424	6.476	



Message: The first Catskills BBO was a Smokin' Success! Congrats to Leaning Jowler BBQ on a clean sweep in the The Kansas City Barbeque.

Impressions	Clicks	Engagement	
6,481	5,175	5,254	



Engagement

4,583

were honored to attended the unveiling of the Borscht Belt

		the unveiling of the Borscht Belt e Concord Resort Hotel and
Impressions	Clicks	Engagement

2,470



Message: * Check out what's going on in the Sullivan Catskills this weekend! Summer is in full swing •

Impressions	Clicks	Engagement
2,868	1,702	1,719













