### **Update for March 2025**

### **Economic Development Committee**

The 2025 Sullivan Catskills Travel Guide is already being asked for in astonishing numbers. Available in print and digitally it is being distributed through individual request, major bulk distribution centers and at travel and trade shows. It's debut was at the Adventure and Travel Show held at the Javits but will be traveling to several more outdoor shows and golf shows in and around the tri-state area.

February had over 80 events that SCVA assisted promoting. King of the Ice and Rotary Ice Carnival where we had ice. SCVA also hosted the NYSTHA Catskill Legislative Reception coinciding with the Heart-A- Thon.

### HERE ARE THE SULLIVAN CATSKILLS LATEST FAST FACTS

According to the recently released data, 2023 traveler spending in the Sullivan Catskills reached another record high of \$969 million an 8.6 % increase over 2022's traveler spending. Tourism-generated state tax of \$53 million and local taxes of \$50 million, saving the average household in the county an additional \$3,481 to maintain the same level of government revenue.

The growth of tourism has brought about a myriad of economic benefits, including increased employment opportunities and support for local businesses. In 2023, total tourism-generated employment registered 4,908 jobs, \$289 million in tourism generated income.

### **SCVA Activities for 2025**

- Romance map is done and is very popular again
- Sullivan Catskills Dove Trail Geo Tour has already had Geocachers complete the trail.
- Spring Restaurant Week is coming
- Beyond the Big Apple program through Miles Partnership for advertising
- Continue hosting Media writers and influencers
- Working with Johnson Consulting about feasibility of a Conference Center
- Working with A21 on Catskill Cuisine
- Planning for Catskill Barbeque 2025

### **Meetings**

- Regional Catskill Association Tourism Promotion Agency Meeting
- Sullivan O&W Rail Trail Alliance Meeting
- SCVA Marketing 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. Instagram reels are

- seeing a lot of likes and comments.
- In House Social media continues to see fantastic gains

### INFORMATION INCLUDED IS LAST MONTH'S REPORT.

### November - January New Member Report

Business Name	Type of Business	Location
ALL Family Farm	Catskill-icious (Farmers Markets & Local Products)	Middletown
Back to Bakers	Catskill-icious (Dining)	Barryville
Casa Di Longobardi	Shopping (local products and specialty market)	Parksville
CleanX Car Wash	Tourism Supporter (Financial Institutions & Professional Services)	Rock hill
Coil + Drift	Art & Culture (Art Galleries & Exhibits)	Jeffersonville
Cuppie Cake Desserts	Catskill-icious (Café & Bakeries)	Jeffersonville
Delaware Valley Farm and Garden Center	<b>Shopping</b> (local products and specialty market)	Callicoon
Double D Sourdough	Catskill-icious (Café & Bakeries)	Jeffersonville
Gary's Cabins	Stay With Us (Vacation Rentals)	White Lake
Homestead Improvement	Tourism Supporter	White Lake
JR Capital Solutions	Tourism Supporter (Financial Institutions & Professional Services)	Monticello
Mamakating photo	Shopping (local products and specialty market)	Wurtsboro
Narrowsburg Veterinary	Tourism Supporters (Medical Facilities & Providers)	Narrowsburg
Rise again retreats	Stay with us (Resorts & Retreats)	Hurleyville
The Herbal Scoop	Shopping (local products and specialty market)	Narrowsburg
The Old Foundation	Catskill-icious (Dining)	Kenoza Lake
The Other Magazine	Tourism Supporter	Hastings – on – Hudson
The Outlier Inn	Stay With Us (Cottages, Cabins & Bungalows)	Mountaindale
Toast	Catskill-icious (Dining)	Jeffersonville

Two Farms Brewing		Bloomingburg
	Catskill-icious (Breweries, Distilleries	
	& Wineries)	
Visit Wurtsboro	Tourism Supporter (Member	Wurtsboro
	Organizations & Associations)	

### **Print and Digital Ads and Advertorials Completed**

- Chronogram Newsletter Sponsorship Digital ad
- NY Family February Editorial
- DiscoverUpstate.com listing
- Passport Magazine
- CONY 2025 ad
- Mountains Media Winter 24-25 Print ad
- Byways Magazine Print ad
- Geo Caching Digital Ads
- AARP February Print ad
- NY Family print and digital ads

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### In Progress:

- Brand USA Global Inspiration Campaign
- Fairfield After Dark Sprint 2025 Campaign
- Catskill Mountain Magazine Print Ads March May
- Catskill Confidential and Hoy en Sullivan Monthly ads
- Philly Magazine March Print ad
- New Banners for 2025
- Roadrunner Magazine Spring Print ad
- Chronogram Monthly Print & Digital Sponsorship ads
- Mass Republican Digital Ads
- Mass Republican Spring/Summer Print assets
- Today Media Digital Ads
- Antiques Trail Map Update (digital only version)





### 2024 FB **ACCOUNT INSIGHTS**

#### NOTES

- FACEBOOK AUDIENCE IS VERY ENGAGED AND RESPONSIVE TO NEW CONTENT
   THE ACCOUNT WENT VIRAL MULTIPLE TIMES IN 2024
   ORGANIC WAS ON PACE WITH PAID ALL YEAR



### CONTENT INTERACTIONS

#### 2023

Post engagements 231,744 clicks, reactions, saves, comments, shares and replies Engagement Rate 421%

#### 2024

Post engagements 408,300 +76% clicks, reactions, saves, comments, shares and replies Engagement Rate 700% +66%

### REACH

#### 2023

Accounts Reached 761,053 37,720 Followers 729,194 Non Followers 467,218 Paid 288,062 Organic Impressions 4,625,241 1,897,491 Paid 2,727,750 Organic Profile Visits 36,469

#### 2024

Accounts Reached 1,879,155 +137% 37,559 Followers 1 844 319 Non Followers +153% 1,122,378 Paid +140% 867,435 Organic +201% Impressions 7,601,679 +64% 3,485,472 Paid +84% 4,116,207 Organic +51% Profile Visits 56,774 +56%

### **GROWTH**

#### 2023

Total followers 54,937 Follows 1,148 Growth Rate 1%

### 2024

Total followers 56,158 +2.22% Follows 1.892 64% Growth Rate 2.2% +120% A good Growth Rate is 1%

### 2024 IG **ACCOUNT INSIGHTS**

#### NOTES

- IG AUDIENCE IS ENGAGNING MORE WITH NEW CONTENT
   OUR REACH HAS INCREASED AS WELL AS OUR STORY
- GROWTH RATE HAS INCREASED SIGNIFICANTLY



#### ENGAGEMENT

Content Interactions 20.051 Engagement rate (Interactions+clicks/followers) 81.74%

Content Interactions 41,746 +108% Engagement rate (Interactions+clicks/followers) 144.85% +77%

### REACH

#### 2023

Paid 22,280 Organic 565,055 Impressions 1,326,522 Paid 39,473 Organic 1,287,049 Story Impressions 374,186

Accounts Reached 587,335

#### 2024

Accounts Reached 916,286 +56% Paid 166,093 +646% Organic 750,093 +33% Impressions 1,208,651 Paid 238,582 +504% Organic 970,069 Story Impressions 345,117

#### **GROWTH**

#### 2023

Total Followers 24,529 New Followers 2,395 Follower Growth Rate 9.8%

#### 2024

Total followers 28,820 +17% New Followers 4,291 +80% Follower Growth Rate 14.9% +52% A good growth rate is between 2.5% & 5%











### 2024 **WEBSITE SESSION INSIGHTS**

#### **NOTES**

SOCIAL STRATEGY PRIORITIZING SOCIAL LINKS IS WORKING
 THE INCREASE IN BLOGS HAS ALSO CONTRIBUTED TO SEO



### ORGANIC SOCIAL

### 2023

Sessions 17,809 New Users 14,428

### 2024

Sessions 43,184 +142% New Users 39,978 +177.1%

### PAID SOCIAL







### **META PAID SOCIAL**

- In December, with an ad cost of \$2,023.60, we served 189,519 impressions (up 75% YoY), 3,591 link clicks, and a 1.89% link CTR.
- In this period, ads Fall focused ads were replaced by Winter focused ads, according to the seasonality and learnings up to this month.

### Top Ads

- The Winter Ad generated 95,110 impressions and 1,866 link clicks.
- The Wedding Venue Ad, generated 90,259 impressions and 1659 link clicks.











### Google Ads







- Over 4,288 clicks (+16% YoY) were recorded from our Google campaigns in December. The average cost per click was \$0.82 from the 769,315 impressions. The Catskills Vacation campaign generated 334 link clicks from a 4.85% Click-through rate.
- The display campaign served 762,434 impressions (+188% YoY) and 3,954 clicks (+67% YoY) at an average CPC of \$0.17.
- During this period, the search term "lodging catskills ny" accounted for 4,787 impressions, representing 69% of our total search impressions (6,881). The second-highest search term, "catskills resorts," generated 487 impressions.

### OTT - CTV & DSP







CTV Impressions: 343,951

CTV Completion Rate: 98.74%

Web Conversions: 544

**TOP Zip Codes:** 

- 18301 East Stroudsburg, PA
- 19464 Pottstown, PA
- 17601 Lancaster, PA
- 18104 Allentown, PA

Display Impressions: 259,163

Clicks: 277



CATSKILLS



















Date period 12/01/2024 - 12/31/2024 Duration: 31 days





Impressions 769,315



4,288



Average CPC \$0.82



\$3,498.18



0.56%

**Campaign conversions** 

Name	Impressions 🔻	Clicks	Average cpc	Ctr
Smart Display	762,434	3,954	\$0.17	0.52%
Catskills Vacation	6,881	334	\$8.50	4.85%





Total spent \$2,023.60



Link clicks 3,591



Impressions 189,519



107,820



Post Reactions 216



Post Comments



Frequency 1.76



CPC (cost per link click)

\$0.56



CTR (link click-through rate) 1.89%

### **Top Placement**

Publisher Platform	Total spent	Impressions	Reach	CTR (link click-throu	CTR (all)	Post Com	▼ Website Purchases
Facebook	\$1,774.41	179,182	102,291	1.78%	3.03%	8	2
Audience network	\$71.89	3,113	991	3.18%	3.15%	0	0
Instagram	\$177.30	7,224	4,985	4.11%	5.22%	0	0
Unknown	\$0.00	0	0	0.00%	0.00%	0	0











#### **Top Performing Ads**



Ad Name: SCVA Winter 24 Ad A Campaign Name: Traffic Campaign

Amount spent Impressions \$988.19 95,110

CTR (link clickthrough rate)

1.96%

Link clicks 1,866

Ad Name: Wedding Venue Ad Campaign Name: Traffic Campaign

CTR (link click-Amount spent Link clicks Impressions through rate) \$991.32 90,259 1.84% 1,659



Ad Name: Fall Offer 2 Ad Campaign Name: Traffic Campaign

CTR (link click Impressions Amount spent through rate) \$37.59 3,388 1.68%



Ad Name: Fall Offer 1 Ad Campaign Name: Traffic Campaign

CTR (link click-Link clicks Amount spent Impressions through rate) 9 \$6.50 762 1.18%





Account impressions

102,398



Static In-Feed Post Impressions

56,815

**New followers** 

192



Stories Impressions

26,841



Engagement rate 13.50%



Engagement

3,892

Followers

28,820

Website clicks 206

Reach 78,433









#### **Top Performing Posts**



Message: // Livingston Manor's newest restaurant is open! Welcome @thresholdcatskills // Serving Korean cuisine crafted with Sullivan...

impressions	Reach	Likes	
8.140	6.424	753	



Message: A Looking for NYE plans? Check out everything we have going on in The Sullivan Catskills I Full list in our Link In Bio! NYE Dinner &...

Impressions	Reach	Likes		
5,064	3,954	203		



Message: 🐉 Welcome to Parksville, @doubleupcatskills! We love this new restaurant located in a Double Decker Bus! Stop by and enjoy a cup of...

Impressions	Reach	Likes		
6379	5.463	271		



Message: Ready for another great weekend in The Sullivan Catskills? Here's what's happening! 🗓 🞄 Attend A Christmas Carol dinner show at...

Impressions	Reach	Likes	
4,876	4,061	184	



Message: "Merry Christmas & Happy Hanukkah from the snowy Sullivan Catskills! We hope you are having the best time celebrating with family...

Impressions	Reach	Likes	
5.164	4.127	292	



Message: 
Tons of winter fun this weekend & New Years Eve in The Sullivan Catskills! Finjoy the last few days of 2024 with us!

Impressions	Reach	Likes
4,828	3,867	145 12/01/2024 - 12/31/2024



Ad Name: Catskills Cuisine Ticket Sales Ad Campaign Name: Traffic Campaign

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$1,211.47	278,934	0.64%	1,793



Ad Name: Wedding Venue Ad

Amount spent	Impressions	CTR (link click- through rate)	Link clicks
\$1,923.53	220,770	1.98%	4.363



Campaign Name: Traffic Campaign

mount spent	Impressions	CTR (link click- through rate)	Link clicks	
,028.70	214,634	0.63%	1,360	
		01/	01/2024 - 11/25/2024	4









#### **Top Performing Reels**



Message: 🗲 Winter has officially started because @skiholidaymountain is open!! Get ready for a fun season of Skiing & Snowboarding in The Sullivan Catskills. 🚱 Click the link in our bio to learn more about Holiday Mountain!

Plays	Likes	Saved	Shares	Comments	
1,903	115	3	15	2	



Message: FHere is a Holiday Wine Guide from The Sullivan Catskills! Check out these expert picks from Meg McNeil at @drinkingupstream in Livingston Manor: 64 Phos d'oeuvres: Les Gras Moutons - Muscadet Sevre et...

Plays	Likes	Saved	Shares	Comments
1,635	61	8	16	1

## facebook

•	Impressions 511,321	-@	Started following 74	-@	New page likes
	Post engagements 35,434	-@	Page posts impressions 424,984	- <u></u>	Page views 3,216
	All posts engagement rate (reactions + comme $8.34\%$	·@	Started following 74		Followers
•	Total page likes 53,787	-	Paid impressions		56,172 12/01/2024 - 12/31/2024











**Top Performing Posts** 



Message: Welcome to Parksville, Double Up Catskills! We love this new restaurant located in a Double Decker Bus at 268 Old Rt 17! Stop by and...

Impressions	Clicks	Engagement	
16.269	8.819	9.019	



Message: Another great weekend is here! Enjoy all of the holiday activities going on including our annual Sullivan Catskills Holiday Market tomorrow...

Impressions	Clicks	Engagement
3,388	3,365	3,402



Message: 🞉 Congratulations to Healthy Kids on the grand opening of their second location in Monticello! This new space isn't just bringing...

Impressions	Clicks	Engagement	
10,689	7,928	8,013	



Message: 🕸 Tons of winter fun this weekend & next week in The Sullivan Catskills! Click through to see what is happening. 🕌 We are so excited t...

Impressions	Clicks	Engagement	
4,699	3,331	3,363	



Message: // We are excited to welcome Threshold Korean Catskills Kitchen to Livingston Manor! Stop by and enjoy a delicious cocktail, snac...

Impressions	Clicks	Engagement	
40.440	4.005	7.007	
18 448	6.825	7 387	



Message: \*\* Last night, community members braved the cold for the annual menorah lighting in Parksville! Thank you to the Town of Liberty &...

Impressions	Clicks	Engagement		
8,849	2,221	2,420 12/01/2024 - 12/31/2024		











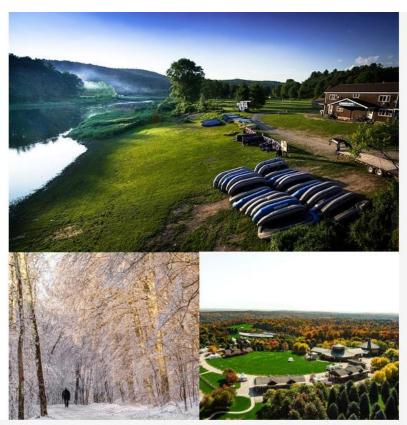
### Core Creative 2024 Results

We continued our partnership with our public relations firm— Core Creative— in 2024. This year, Corey Bennett and her team haven't missed a beat keeping our Sullivan Catskills brand in the spotlight.

They secured 80+ placements in regional and national media outlets whose primary focus is on consumer and lifestyle news.

The results are impressive:

- Over 18.2B+ impressions
- \$168M+ in Estimated Ad Value Equivalency
- This represents an over 300% increase YOY!



### Year in Review

2024 had them hitting the ground running, meeting new members, bringing more key media in to experience the destination firsthand, digging deeper to find the untold stories and seasonal hooks, and leveraging a range of news, openings, and trends. Coverage included top targets including the following, amongst others:

- Travel + Leisure
- ELLE
- Business Insider
- Men's Journal
- Conde Nast Traveler
- Country Living
- New York Post
- Fox News
- PureWow
- Eater NY
- Passport Magazine
- Forbes
- Times Union

- Robb Report
- MSN
- Yahoo!
- Brit & Co.
- New York Lifestyles
- Mommy Poppins
- Bal Harbour
- Travel Curator
- Hudson Valley Magazine
- Newsday
- Thrillist
- Matador Network
- InsideHook



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### Year in Review

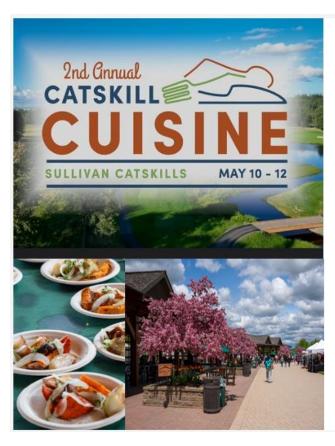
The team pitched and facilitated **15 media visits in 2024**, capturing several target media to experience the destination first-hand. Media outlets included:

- Family Travel Forum
- Condé Nast Traveler
- USA Today Go Escape
- Food & Wine
- Business Insider
- Robb Report
- Travel + Leisure
- Travel Weekly
- New York Lifestyles
- Forbes
- Dossier
- Westchester Family
- Hudson Valley magazine
- New York Post
- Fox News online
- PIX11 News









### Catskill Cuisine

The team also worked with us to launch our 2nd annual Catskill Cuisine e building on the momentum created from our inaugural event in 2023 to continue to tell even more niche stories within the destination.

Top target regional and national journalists were secured to participate in 1 event, as well as experience itineraries that let them indulge in all the Sulli Catskills has to offer.

#### The results:

- · 30+ stories on the event and culinary-centric angles
- Over 1.5B impressions and \$14M in Estimated Ad Value Equivalency
- 133% increase over 2023!











### Year in Review

Finally, the team also launched new storytelling initiatives, most recently hosting a *Virtual Tasting and Cocktail Demo* to showcase more about the beverage & culinary scene in the Sullivan Catskills.

The event kicked off with an introduction to the destination by President, Roberta Byron-Lockwood, and engaged top target media contributing to a range of publications including the following, amongst others:

- Travel + Leisure
- CNN
- USA Today
- Lonely Planet
- Travel Channel
- HGTV
- Business Insider
- Forbes
- MSN
- The Points Guy
- Yahoo! Life
- TripAdvisor
- TravelAwaits
- Wine & Spirits Magazine
- Forbes
- Northshore Magazine
- MSN



### 2024 Coverage Highlights

### TRAVEL+ LEISURE

12 Up-and-coming Destinations Around the World for LGBTQ+ Travelers

from small, coastal biness to mid-size other and major metropolises, these are the rising hotspots for LGBTO+ travelers.

15 Best Places to Travel in June 2024

Narrowsburg New York



Specialization was the livest of villages (or have as eather specialization) and with the specialization of th

Secretors with related Transport Secretors where effects and the contract related Transport Secretors and the contract secretors where the contract secretors where the contract secretors where the contract secretors were provided by the ten contract secretors where the contract secretors are related to the contract secretors and the contract secretors are related to the contract secretors and the contract secretors are related to the contract secretors and the contract secretors are related to the contract secretors and the contract secretors are related to the contract secretors and the contract secretors are related to the contract secretors.

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Located in southeratem New York about 100 miles from Marinara, Net Cassists New York and extension for botten ports during the winter and an escape from the city's ording heat during the summer. The summer season perior undersion in James the visions in the early pain of the month can beet the crowds to easy the Stowns, jume to see, and thesi and store parent beet the crowds to easy the Stowns, jume to see, and thesi and store parent seed to crowds to easy the Stowns, jume to see, and thesi and store parent seed to be supported to the seed of the store of the seed of the selection to the seed of the seed of the seed of the seed of the selection among valuated beauty.

options sarging thom givenging in a virtual compare at <u>Bishome Retreats</u> in the <u>Silvinon Cestality</u>, relaying to <u>The Contract Lodge</u>, a Nursy all-octative resort, exploring the widerness of <u>Sichhorn's Lodge</u>, or taking in the view from a scaleling that at the plast bisungs in the view.

# ELLE

### 24 Wellness Experiences to Book in 2024

From yoga retreats to high-tech spas and everything in between.

Simmer in the Catskills' Hot New Spa



Buzzy upstate resort <u>Inness</u> will add a spe this spring, featuring an outdoor covered sauna deck with radiant heated floors, hot and cold plunges, and an emphasis on organic products.





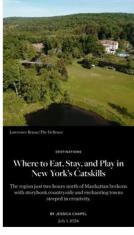
















### 2024 Coverage Highlights

### BRIT+CO

5 Wellness Retreats to Escape To In 2024

Hemlock Neversink, Neversink, NY





20 Awesome Places to Go Glamping Near New York City

FROM THE CATSKILLS TO VERMONT



The 34 Coziest Winter Weekend Getaways from NYC in 2025

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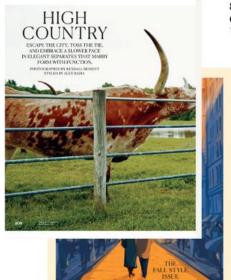








### Robb Report



8 Spooky Hotel Soirees to Celebrate Halloween in **Ghoulish Style** 







Yorkers occasionally need to escap-the city, so when I had the chance the city, so when I had the chance to flee to experience the second annual Catskill Cuisine event, hosted by Sullivan Catskills, I jumped at the chance. Aside from the festival itself, which offered the opportunity to rub elbows with food stars (I audibly screamed when I saw Anne Burrell sitting at the end of my table) and eat food prepared by the likes of chef Marcus Samuelsson, it also presented the opportunity to casually tool around opportunity to casually tool around the Catskill Mountains.

### 2024 Coverage Highlights



### The Catskills are calling - here's where to stay, eat and play

By Perri Ormont Blumberg Published July 3, 2024, 1:29 p.m. ET





### Get the holiday spirit at these tri-state celebrations



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From Florida to Washington, brand n hotels across the nation to check out 2024















### Travel experiences to give as last-minute Christmas gifts

Top excursion and travel experiences to buy now for anyone on your Christmas list

From Florida to Washington, brand new hotels in America to check out in 2024

Plan to travel in 2024? Check out these new hotel offerings from sea to shining sea

# BUSINES

Travel news, reviews and intel for high-flyers



experiences are bringing the all-inclusive resort to a new level

by Todd Plummer March 6, 2024 TRAVEL



### 2024 Coverage Highlights

















## **Forbes**





### A food festival in the Catskills

The second annual food festival, Catskill Cuisine, is back on May 10 through 12, with a portion of the events held at the same site where the 1969 Woodstock Festival took place. Participants include celebrity chefs like Andrew Zimmern, Marcus Samuelsson, and Melba Wilson, according to a spokesperson. Tickets are available for purchase online.



### 2024 Coverage Highlights



### The 34 Best Mountain Towns of 2024 in America—and Beyond

Nothing tops a stellar mountain town for adventure seekers. Our lofty favorites feature the best hiking, biking, climbing, skiing, paddling, and local microbrew found at any altitude.

Best Quick Urban Escape: Ros





Top autumn destinations in the U.S. for 2024

Leaf your troubles behind and head out on these enchanting escapes.



### TRAVEL CURATOR WORTH TRAVELING FOR



HOTELS + RESORTS + VILLAS

THIS UPSTATE NEW YORK WELLNESS RETREAT EVOKES A SENSE OF CALM

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