Palm Springs Bureau of Tourism /// Palm Springs Convention Center

Monthly Report August 2023





Palm Springs Bureau of Tourism

Advertising Overview

Digital Ads

We serve a variety of digital content ads to potential visitors monthly. Digital Ad types include contextual, retargeting, private market place, native ads, mobile ads, and video ads.

Results include ads purchased through the advertising platforms of Google, Bing, Basis, and Nativo, Travel Spike, Sojern, and AdTheorent.

Banner ads also include specific creative for fly markets including Austin, Chicago, Sacramento, Denver, Dallas, San Francisco, Boise, Seattle, New York, Portland and Minneapolis. International includes Canada. LGBTQ+ advertising includes native ads placed through the Nativo platform, search as well as a new relationship with Metrosource.

Total All Digital Ads

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	7,379,901	3,296,049 11,623,502 43		43,399,101
Clicks to	12,945	12,940	28,448	184,648
VisitPalmSprings.com				
Video Views & Audio Ads	270,371	253,628	478,028	4,204,107

TV

We place TV ads on Spectrum Cable. The year-to-date figures include running a co-op TV campaign with Visit Greater Palm Springs.

Total TV Spots

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Spots	8,317,828	8,265,409	16,636,169	33,151,848

Print

We participate in the VGPS annual guide published through Palm Springs Life Magazine. This comprehensive visitor guide features all nine cities reaching over 13 million readers annually across print, digital, and social media platforms.

Digital Ad Results

Type & Platform

Search Digital Ads

Google + Bing - Search advertising targeting travel segments, interests and keywords.

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	115,510	142,550	243,811	1,608,911
Clicks to	7,028	9,131	16,579	127,130
VisitPalmSprings.com				

Display & Video Digital Ads

Basis Global Advertising Platform

Contextual, Private Marketplace Deals, Retargeting and Spaceback - Geo target articles and keywords related to travel. Programmatic ads on premium travel websites.

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	670,740 592,095 679,3		679,320	7,263,034
Clicks to	390	588	397	7,427
VisitPalmSprings.com				

Digital LGBTQ+ - Brand Awareness + Impressions Reach; focusing on LGBTQ+ Domains

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	366,574	293,738	693,721	3,653,967
Clicks to	279	260	587	2,614
VisitPalmSprings.com				

Digital Video Ads

Reaching our target audience with pre-roll video 15 and 30 sec spots. Video completion rate = %

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	225,057	222,449	425,760 2,564	
Clicks to	79	194	147	3,103
VisitPalmSprings.com				
Completed Video	158,444	152,798	289,028	1,771,750
Views				

Digital Connected TV (CTV) Video Ads

Streaming video running on Smart TV, Roku, Amazon Fire TV, Apple TV and/or gaming consoles. Video completion rate = 99%

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Completed Video Views	111,927	71,704	189,000	778,445

Nativo Advertising Platform

Digital ads delivered in the form of native content.

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	526,322	263,514	1,078,006	6,429,405
Clicks to	1,359	583	3,973	21,193
VisitPalmSprings.com				

Journera

Audiences allow destination-marketing organizations to target visitors using first-party booking data from the largest airline and hotel brands. Launched late June.

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	759,290	759,290 0 1,913,7		1,035,542
Clicks to	1,598	0	4,230	2,102
VisitPalmSprings.com				

^{*}Launched in June 2023. It was not running in 2022.

AdTheorent

AdTheorent uses machine learning and data science to deliver real-world value for advertisers and marketers using rich media and display advertising. Launched late June.

	August 2023	August 2022	July 2023 – June 2024	July 2022– June 2023
Total Impressions	4,716,408	0	6,589,175	1,035,542
Engagements	406	0	729	2,102

^{*}Launched in June 2023. It was not running in 2022.

Sunset Magazine E-Blast

Deployed on August 16, 2023

Total Delivered: 73,882 Total Opens: 35,067 Total Open Rate: 47.46%

Total Clicks: 1,806

Adara Impact

Enriched Data - August

Pixel Group Name	Bookings		Total Estimated Nights	To	tal Revenue
VPS- Content Story 2023/24	181	\$ 177.68	485	\$	86,235.29
VPS- Nativo - Story	16		33		W
VPS- Nativo- Native	7		13		
VPS-AdTheorent	315	\$ 142.17	702	\$	99,821.52
VPS_ Journera	39	\$ 373.11	118	\$	44,152.33
VPS_Bing	7		20	1.75	
VPS_Centro_LGBT Banners 2022/23	28		98		
VPS_Centro_Video-2022/23	82	\$ 128.66	178	\$	22,924.59
VPS_Google	44	\$ 157.20	96	\$	15,145.99
VPS_Nativo_NativeArticle	8	\$ 123.90	8	\$	1,022.01
TOTAL	727	\$183.79	1,751	\$	269,301.73

Observed Data - August

Pixel Group Name	Bookings	ADR	Total Estimated Nights	Tot	al Revenue
VPS- Content Story 2023/24	25	\$177.68	67	\$	11,904.43
VPS- Nativo - Story	2		4		
VPS- Nativo- Native	1		2		
VPS-AdTheorent	43	\$142.17	96	\$	13,647.88
VPS_ Journera	6	\$373.11	18	\$	6,716.05
VPS_Bing	1		3		
VPS_Centro_LGBT Banners 2022	4		14		
VPS_Centro_Video-2022/23	12	\$128.66	26	\$	3,345.07
VPS_Google	6	\$157.20	13	\$	2,043.60
VPS_Nativo_NativeArticle	1	\$123.90	1	\$	123.90
TOTAL	101	\$183.79	244	\$	37,780.93

Television

Spectrum

Air Dates: August Air Dates: August 1-31

Zones: Coastal OC, South Orange County, Westside/Beverly Hills

Top 5 Networks: CNN, Tru, History, Animal Planet, fyi

23 Total Networks

1,484 Commercial Airings

Visit Greater Palm Springs Co-Op

Cable TV: 1,954 spots / 55,147,000 impressions KTLA: 129 spots / 64,950,000 impressions

CTV: 8,314,261 impressions

OOH Video Spots

Certified Folder

A Palm Springs 30 second spot is running on the British Columbia Ferry from Victoria to Vancouver, the Washington State Ferries from Seattle to Bremerton and Seattle to Bainbridge. The spots repeat once every 15 seconds. The Palm Springs spot runs year around along with the Palm Springs visitor guide distribution aboard the ferries. The 30 second spot runs every 5 minutes at each California Welcome Center during the normal operating hours, typically 9-5, 7 days per week.

PS Bureau of Tourism August, 2023							
Digital Media Program	Player On	Play Off	Hours Per Day	Total Minutes Run Time	Loop Run Time	Loops/Plays Per Day	Loops/Plays Per Month
Washington State Ferries							
Seattle-Bainbridge	4:00 AM	12:59 AM	20:59	1259:00:00	5:52	229	7,099
Bainbridge Terminal	4:00 AM	12:59 AM	20:59	1259:00:00	5:52	229	7,099
Seattle-Bremerton	4:00 AM	12:59 AM	20:59	1259:00:00	3:20	340	10,540
Bremerton Terminal	4:00 AM	12:59 AM	20:59	1259:00:00	3:20	340	10,540
BC Ferries							
Route 1	4:30 AM	12:59 AM	20:29	1229:00:00	6:16	196	6,076
CA Welcome Centers							
Anderson	8:30 AM	5:30 PM	9:00	540:00:00	4:35	153	4,743
Auburn	9:00 AM	5:00 PM	8:00	480:00:00	5:35	106	3,286
Barstow	10:30 AM	7:15 PM	8:45	525:00:00	5:22	104	3,224
Cabazon	8:30 AM	8:30 PM	12:00	720:00:00	4:52	159	4,929
El Dorado Hills	9:00 AM	5:00 PM	8:00	480:00:00	5:05	119	3,689
Gilroy	9:30 AM	5:30 PM	8:00	480:00:00	8:12	67	2,077
Los Angeles	9:30 AM	9:30 PM	12:00	720:00:00	5:22	143	4,433
Mammoth Lakes	8:00 AM	5:00 PM	9:00	540:00:00	4:35	164	5,084
Oceanside	8:30 AM	5:30 PM	9:00	540:00:00	6:23	82	2,542
Pismo Beach	9:30 AM	9:30 PM	12:00	720:00:00	4:52	159	4,929
San Clemente	9:30 AM	5:30 PM	8:00	480:00:00	5:22	95	2,945
San Francisco	8:30 AM	5:30 PM	9:00	540:00:00	7:35	99	3,069
Truckee	8:30 AM	5:00 PM	8:30	510:00:00	5:45	126	3,906
Yucca Valley	9:30 AM	4:30 PM	7:00	420:00:00	4:52	93	2,883
Santa Rosa	9:30 AM	2:30 PM	5:00	300:00:00	3:24	88	2728
Ukiah	8:30 AM	5:30 PM	9:00	540:00:00	5:11	104	3224

Street Team Promos

Marina Del Rey Summer Concerts - August 19th

The Palm Springs street team visited the Marina Del Rey Summer Concert Series for their concert in the park. This concert drove in a fun, Gen X crowd, many of which said they love to vacation in Palm Springs. This is located next to the Marina, which drew in loads of people. Summer Splash cards, maps, palm tree pens and other promotional items were handed out.



Boy George/Culture Club - Hollywood Bowl - August 25th & 26th

The Visit Palm Springs street team attended the two-day Boy George and Culture Club concert at the Hollywood Bowl. The venue is known for hosting legendary artists and bands for decades. It's a nice setting where attendees are invited to sit and picnic, on the lawn, before the doors open. There were an array of vendors and merchandisers surrounding the area, for attendees to check out. The backpack tote was a crowd favorite, with it being clear, making it perfect for their carrying items for the Security Check.









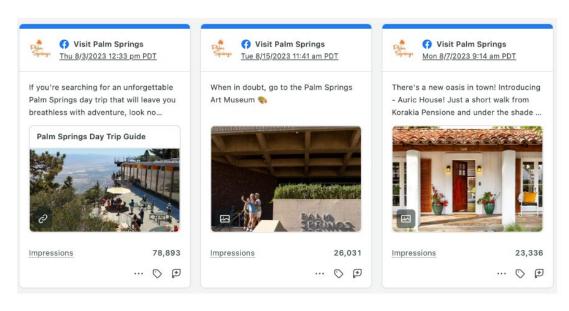
Social Media

	August 2023	August 2022
Facebook page likes	85,894	74,696
https://www.facebook.com/VisitPalmSprings		
Instagram followers	151,789	127,051
https://www.instagram.com/visitpalmsprings		
Pinterest followers	2,321	2,024
https://www.pinterest.com/visitpalmsprings		
Tik Tok followers	17,979	11,852
https://www.tiktok.com/@visit.palmsprings		

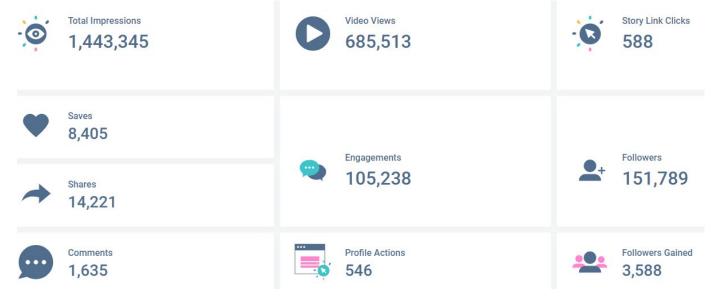
Facebook Page Insights



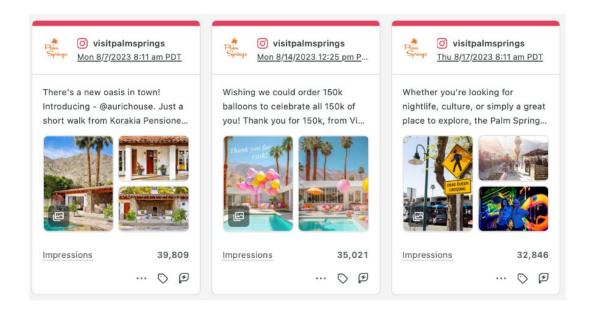
Facebook Top Posts



Instagram Insights



Instagram Top Posts

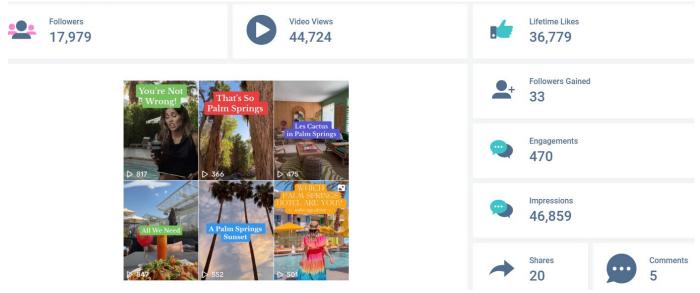


Pinterest Highlights

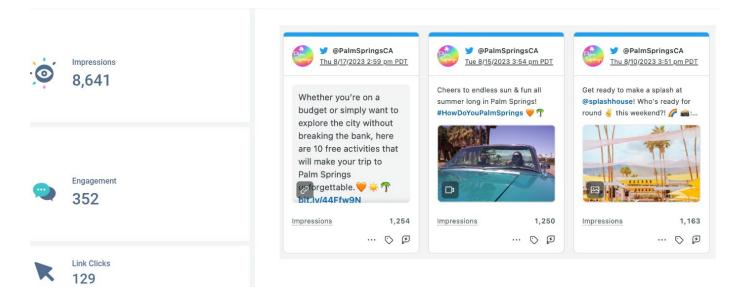




TikTok Highlights



Twitter Highlights



Social Media Paid Campaigns

Summer Deals Post

Impressions 60,035 Clicks 664

Plan Your Visit

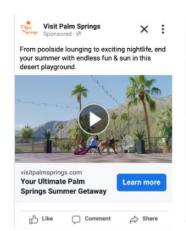
Impressions 58,466 Clicks 658

How Do You Palm Springs Video

Impressions 32,048 Video Views 702

Likes Campaign

Impressions 4,416 Likes 122



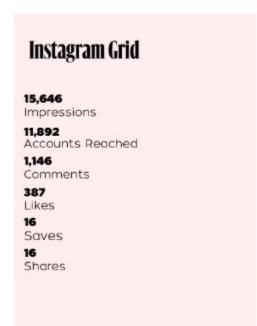




IG GIVEAWAY AUGUST 2023

Visit Palm Springs

SAN DIEGO





Sample Articles

Suitcase

<u>A Hedonistic Guide To Palm Springs – America's Rule-Breaking Desert Town</u> (hosted)



TravelInUSA.us

Visit Palm Springs, a Charming Oasis in the California Desert



FamilyDestinationGuide.com

<u>25 Best Things to Do in Palm Springs, CA — Top Activities & Places to Go!</u>

ViaTravelers.com <u>26 Fun & Best Things to Do in Palm Springs, California</u>

Treksplorer.com Best Time to Visit Palm Springs

ThrillingTravel.com Best Things to do in Palm Springs

BoBoAndChiChi.com 25 Best Things to do in Palm Springs

25 BEST THINGS TO DO IN PALM SPRINGS, CALIFORNIA



OutClique

Experience a Spooktacular Halloween on Arenas Road in Palm Springs

Randy wrote and submitted this content.





Photo Courtesy of Hocker Productions

Experience a Spooktacular Halloween on Arenas Road in Palm Springs

DestinationCheckOff.com

Day trip to Palm Springs: Complete one day Itinerary



Day trip to Palm Springs: Complete one day Itinerary (2023)

LazyTrips.com

Road Trips from Las Vegas to Palm Springs





Road Trip from Las Vegas to Palm Springs

TravellersWorldwide.com

The 8 Best Places to Visit in the US during Winter (Listed #3)

From Our Blog



Best Places to Find Art-inspired Gifts

Discover the Perfect Palm Springs Art Gifts for Art Enthusiasts By Barbara Beckley It's no...



A Food Lover's Guide to Palm Springs

By Kevin Perry When silver screen stars from the Golden Age of Hollywood escaped the...



A Guide to Palm Springs Art Galleries

By Barbara Beckley Love art? Break out of the norm and head to Palm Springs....



Barbie's Palm Springs Pink Weekend

By Randy Garner Barbie, the iconic fashionista, embarked on an exciting adventure in Palm Springs....



Palm Springs Golf Guide



Website

https://visitpalmsprings.com

Analytics	August 2023	August 2022	July 2023 – June 2024	July 2022- June 2023
Sessions	90,053	99,316	179,329	1,563,298
Users	75,126	89,509	153,627	1,245,378
Page Views	136,713	153,790	292,561	3,300,327

Visitor Guides & Visitor Information

Visitor Guides

	August 2023	August 2022	July 2023 – June 2024	July 2022- June 2023
Distributed Hard Copy	4,446	3,515	8,685	49,079
Digital Page Views	2,229	11,683	7,014	172,918
Downloads	21	17	54	552

Visitor Information Centers

Visitor Information Center Open 10 am - 5 pm, Daily

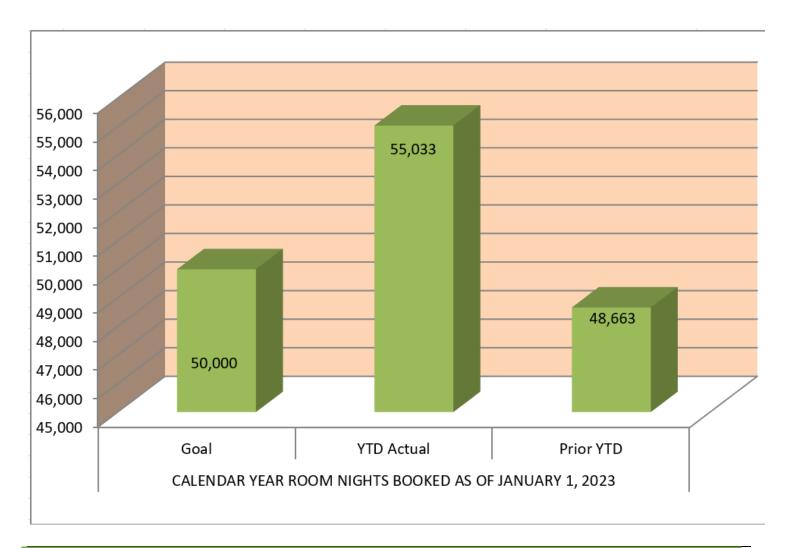
Welwood Murray Memorial Library Open 10 am - 6 pm, Friday – Wednesday

Open 10 am - 8 pm, Thursday

Number of Visitors	August 2023	August 2022	July 2023 – June 2024	July 2022- June 2023
Visitor Information	3,121	3,415	6,397	83,256
Center				
Welwood Murray	1,602	1,764	3,246	29,523
Memorial Library				
Total	4,723	5,179	9,643	112,779

Palm Springs Convention Center (Calendar Year Beginning January 1, 2023)

August 2023 Convention Sales	Month #	Month Room Nights	YTD#	YTD Room Nights
Definite Contracted Groups	6	6,285	65	55,033
Contracts Issued	9	6,354	68	54,760
Contracts awaiting signature	24	47,826		
Tentative events added	23	21,686	195	134,965



YTD Actual	PYTD Actual	Annual Goal	% of Goal
55,033	48,663	50,000	110.0%

Definite Contracted Room Night Producing Groups	Date	Peak Rooms	Room Nights
Victory Outreach International – 2023 UWIM and G Girls	10/1-5/2023	120	370
Meeting			
2025 International Jeweller's Organization Semi-Annual	2/27-3/5/2025	775	3,115
Buying Show			
National Gay Pilots Assn. 2025 Winter Warm Up Meeting	2/11-16, 2025	350	1,400
National Gay Pilots Assn. 2024 Winter Warm Up Meeting	2/13-18/2024	350	1,400

Contracts Issued	Room Nights	2023 YTD Contracts Issued	2023 YTD Room Nights
9	6,354	68	54,760

# Contracts Awaiting Signature	Room Nights
24	47,826

	# Events	Room Nights
Lost Business	9	13,210

Lost Room Night Producing Groups	Mo./Yr.	Room Nights	Reason
Meeting Sites Resources	1/2024	2,025	Selected Las Vegas as it was a repeat venue for them
NMAC presents the US Conference on HIV/AIDS	9/2024	3,460	Selected New Orleans; Concerns with condition of hotel properties in PS
Intuitive Surgical, Inc. Program 2	7/2025	855	HOPS hotels turned down the program
Foundation of Flexographic Technical Association 2025 Fall Meeting 2	10/2025	475	Lack of Member support for PS
Society of Teachers of Family Medicine Conference	2/2026	1,410	Air Access
Hospitality Performance Network	11/2025	1,140	Client asked for an extension on the decision date; Date passed so we contracted with another group
CA Coalition for Adequate School Housing 2026	3/2026	1,425	Preferred Dates not Available
Promega – ISHI 38	10/2027	2,420	Selected Gaylord Chula Vista; PS did not make final cut

Top Competitive Destinations - 2023	# of Groups
Indian Wells	2 (Tie)
San Diego	2 (Tie)
Reno	2 (Tie)
Austin	1 (Tie)
Boston	1 (Tie)
Chula Vista	1 (Tie)
Indianapolis	1 (Tie)
Houston	1 (Tie)
Los Angeles	1 (Tie)
Nashville	1 (Tie)
New Orleans	1 (Tie)
Palm Desert	1 (Tie)
Phoenix	1 (Tie)
Reno	1 (Tie)
Riverside	1 (Tie)
Sacramento	1 (Tie)
San Francisco	1 (Tie)

Top Cancellation Reasons					
PS Didn't Make Final Cut					
Concerns with Hotel Properties					
Miscellaneous Reasons					

Tradeshows & Events attended	Date	Attendees		
GM Meeting Zoom Call	8/2	Rob Hampton, Rick Leson		
ASAE 2023 National Meeting	8/5-9	Rob Hampton, Paula Helm		
GM Meeting Zoom Call	8/9	Rob Hampton, Rick Leson		
ASM Global National GM Conference – Salt Lake City	8/14-16	Rob Hampton		
GM Meeting Zoom Call	8/16	Rick Leson		
August HOPS Monthly Meeting	8/17	Rick Leson, Paula Helm.		
		Shawn Sande, David Leroy		
GM Meeting Zoom Call	8/23	Rob Hampton		
PSCC Visioning Plan Visioning Session with Architects	7/20	All Directors		
DBA Awards – Cascade Lounge	7/24	Rob Hampton		
PS Resorts Board Meeting	7/25	Rick Leson		
GM Meeting Zoom Call	7/26	Rob Hampton, Rick Leson		
VGPS Meet & See Event at LaQuinta Brewing	6/27	David Leroy		
GM Meeting Zoom Call	6/28	Rick Leson		

Site Inspections Tentative	Tentative Date	Peak Rooms	Room Nights
American Jail Association	5/13-19, 2027	900	3,867
Encore Performing Arts	6/19-27/2025	155	906
Metavent – Technology FAM	Various	TBD	TBD
IEEE – 2026 Conference on Magnetism and Magnetic Materials	10/18-23/2026	500	2,255

Planning Meetings Definite	Date	Peak Rooms	Room Nights
Western Turbine Users Assn	3/24-27/2024	557	1,987

Key Events Hosted in August, 2023	
	Date
City of Palm Springs Supports FIND Food Distribution	8/3
Splash House – August 2023	8/8-21

Palm Springs Convention Center Pace Report - Calendar Year Definite & All Tentative Room Nights

		2019	2020	2021	2022	2023	2024	2025	2026	2027+
Month		Room Nights								
January	Definite All Tentative	4,610 -	2,730 -	-	150 -	3,721 -	3,040 3,371	3,980 -	-	-
	Total	4,610	2,730	-	150	3,721	6,411	3,980	-	-
February	Definite	5,775	6,414	-	4,207	5,392	5,100	8,300	3,880	-
_	All Tentative	· -	· -	-	· -	· -	479	2,766	3,245	16,825
	Total	5,775	6.414	-	4.207	5,392	5,579	11,066	7.125	16,825
March	Definite	13,392	8,492	500	13,992	16,918	15,699	17,752	5,000	5,000
	All Tentative	-		-			-	-	9.162	32,473
	Total	13,392	8,492	500	13,992	16,918	15,699	17,752	14,162	37,473
April	Definite	10,339	-	-	5,011	4,450	4,149	3,240	2,000	8,540
•	All Tentative	· -	-	-	·-	· -		3,238	2,604	5,300
	Total	10.339	-	-	5.011	4,450	4,149	6,478	4,604	13,840
May	Definite	10,196	-	35	9,964	7,573	3,650	2,650	2,650	-
1	All Tentative	-	-	-	-		2,604	8,906	1,930	17,258
	Total	10,196	-	35	9,964	7,573	6,254	11,556	4,580	17 258
June	Definite	5,149	-	1,300	4,930	4,000	-	-	· -	-
	All Tentative	· .	-	· -	· -	· -	5.939	906	-	-
	Total	5,149	-	1,300	4,930	4,000	5,939	906	-	-
July	Definite	3,083	-	1,480	1,160	-	-	2,637	-	2,637
_	All Tentative	· -	-	· -	· -	-	5,480	3,340	-	3,340
	Total	3,083	-	1,480	1,160	-	5,480	5,977	-	5,977
August	Definite	6,864	-	5,934	8,000	9,116	3,151	-	-	-
_	All Tentative	· -	-	· -	· -	· -	1,071	-	-	-
	Total	6,864	-	5,934	8,000	9,116	4,222	-	-	-
September	Definite	6,585	-	1,517	4,931	3,702	-	-	-	-
-	All Tentative	-	-	-	-	-	2,700	1,740	7,731	4,551
	Total	6,585	-	1,517	4,931	3,702	2,700	1,740	7,731	4,551
October	Definite	11,861	-	8,435	8,056	9,239	7,592	2,969	-	-
	All Tentative	-	-	-	-	156	-	9,565	10,164	10,768
	Total	11,861	-	8,435	8,056	9,395	7,592	12,534	10,164	10,768
November	Definite	5,873	500	5,287	9,101	5,794	4,707	3,407	2,000	-
	All Tentative	-	-	-	-	-	3,556	1,700	4,352	11,187
	Total	5,873	500	5,287	9,101	5,794	8,263	5,107	6,352	11,187
December	Definite	1,370	-	440	4,109	3,220	-	-	-	-
	All Tentative	-		-	-	-	3,600	-	5,402	
	Total	1,370		440	4,109	3,220	3,600	-	5,402	-
Definite		85,097	18,136	24,928	73,611	73,125	47,088	44,935	15,530	16,177
All Tentative			<u>-</u>	_	<u> </u>	156	28,800	32,161	44,590	101,702
Total		85,097	18,136	24,928	73,611	73,281	75,888	77,096	60,120	117,879

