







Number of Visitors

2019 - 7.3 million

2020 - 6.0 million

2021 - 8.3 million

2022 - 7.9 million

2023 - 7.8 million



Visitor spend locally

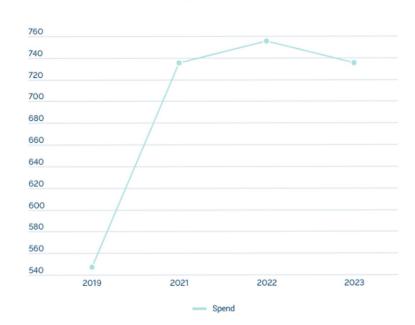
2019 - \$574 million

2021 - \$735 million

2022 - \$755 million

2023 - \$734 million

Visitor spend (million)





TOURISM WORKS FOR YOU!

6 of the top 10 taxpayers in Okaloosa County were in the tourism industry.

An estimated **56%** of the annual sales tax is collected during the tourist season.

\$734 million in Direct Spend in our community.

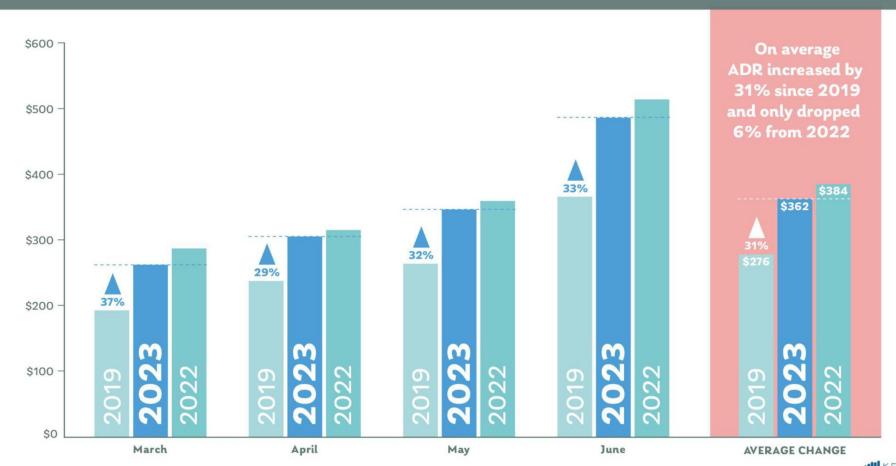
\$259 in visitor spend is attributed to every \$1 spent on advertising & marketing.

COUNTY-WIDE TOURISM NUMBER OF UNITS/BREAKDOWN

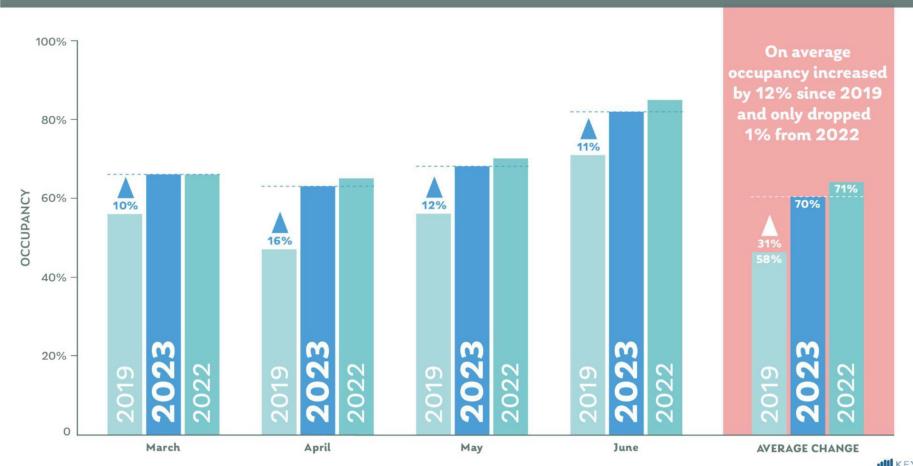
15,497 total units

	Subdistrict	Expansion
Condo	7,381	17
Hotel/Motel	4,559	1,841
Vacation Rental	1,388	241
Other	40	30
Total	13,368	2,129

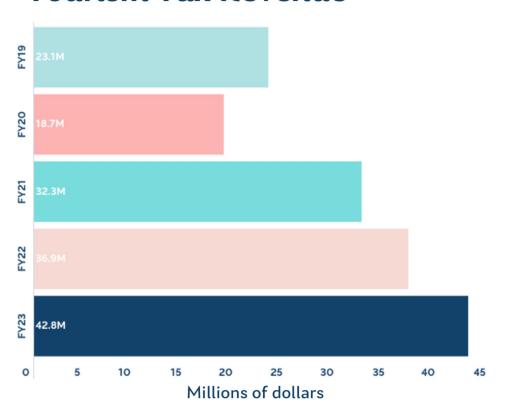
Short-Term Rental ADR



Short-Term Rental Occupancy

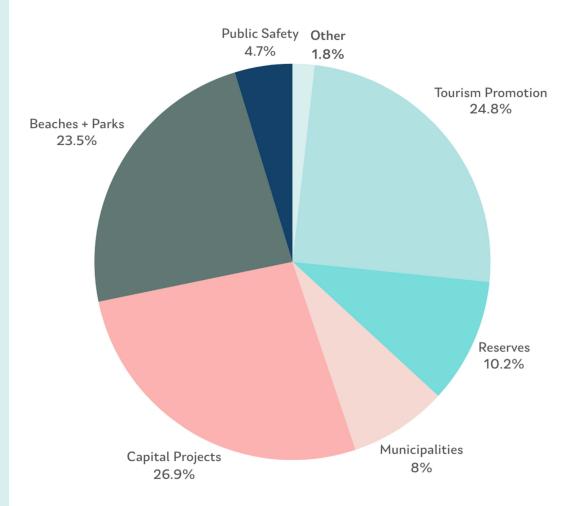


Tourism Tax Revenue



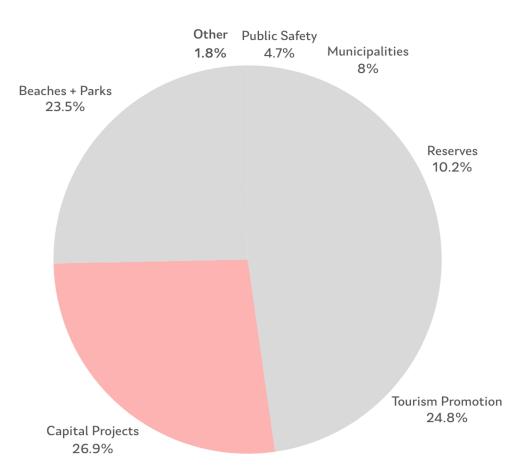


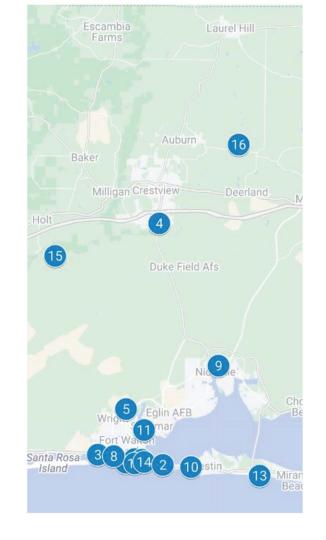
REINVESTING TO RECREATE



REINVESTING TO RECREATE

CAPITAL PROJECTS





Bridge to Bridge Pedestrian Path Christobal Landing Crestview Welcome + Adventure Center Fairgrounds FWB Landing Amphitheater Living Shoreline at Marler Park Liza Jackson Boat Ramp Meigs Inclusive Park Recreation Beach @ Destin Bridge Shalimar Waterfront Park

Tarpon and Crystal Shores Beach Access

SRB Road Improvement

Women Veteran Monuments

Yellow River Gap

412 Acres

Beach Access improvements

2

3

4

5

6

8

9

10

11

12

13

14

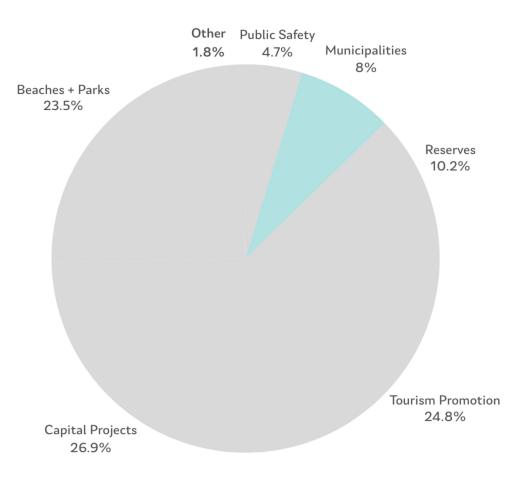
15

16





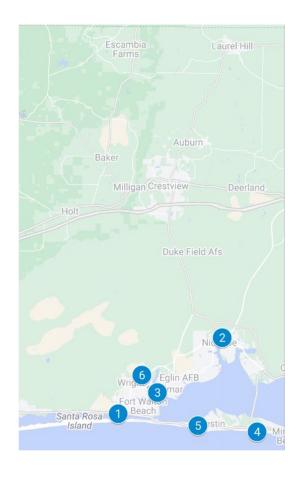
MUNICIPALITIES



MUNICIPALITIES Municipalities	FY 2022	FY 2023	SPEND TO DATE
CINCO BAYOU	\$70,123	\$92,417	\$0
CRESTVIEW	\$403,205	\$531,399	\$14,500
DESTIN	\$1,700,472	\$1,491,115	\$864,077
FORT WALTON BEACH	\$631,103	\$831,754	\$7,197
LAUREL HILL	\$35,061	\$46,209	\$0
MARY ESTHER	\$175,306	\$231,043	\$340,127
NICEVILLE	\$350,613	\$462,086	\$0
SHALIMAR	\$52,592	\$69,313	\$71,422
VALPARAISO	\$87,653	\$115,521	\$0
	\$3,506,128	\$3,870,857	\$1,297,323

2024 TDD Partner Capital Projects

1	Cristobal Landing-City of Mary Esther
2	Meigs Inclusive Park -City of Niceville
3	Shalimar Waterfront Park- City of Shalimar
4	Tarpon and Crystal Shores Beach Access-City of Destin
5	Recreation Beach Area-City of Destin, Eglin
6	Fairgrounds- City of Fort Walton Beach





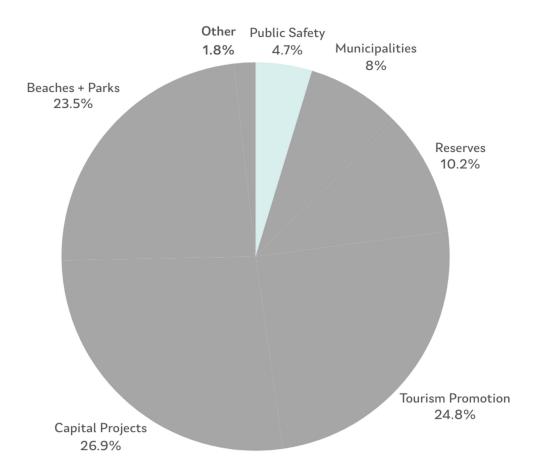
- \$3M Cristobal Waterfront Park Development 50% County
- \$3M Shalimar Waterfront Park Development 83% County
- \$1M Yellow River Footbridge Design/Permitting 100% County
- \$2M North County Land Purchase 100% County



Cristobal Landing - City of Mary Esther



PUBLIC SAFETY



Beach Census



Rescues

FY19 - 191

FY20 - 205

FY21 - 161

FY22 - 250

FY23 - 179

BEACH 44144

Sign-ups

FY22 - 12,942

FY23 - 45,342

Messages

FY22 - 1,116,719

FY23 - 2,458,139



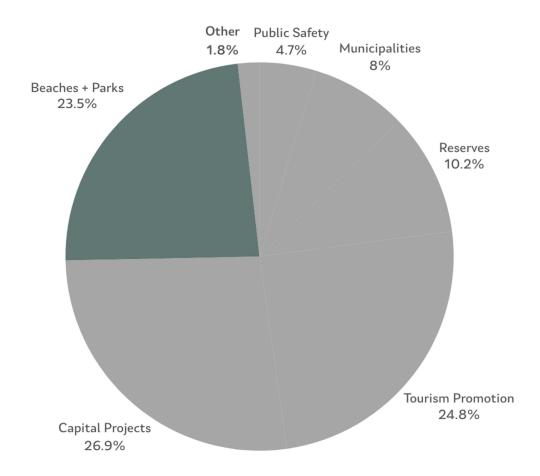
COMMUNITY ACHIEVEMENT Public Safety



Beach Safety



BEACHES + PARKS





Beach Trash Removal (in tons)

FY 2019 - 975,920

FY 2020 - 880,540

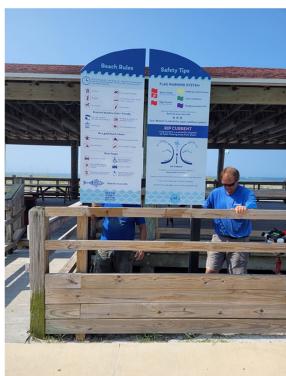
FY 2021 - 1,113,880

FY 2022 - 1,854,020

FY 2023 - 2,088,100

Beach and Park Safety Signs

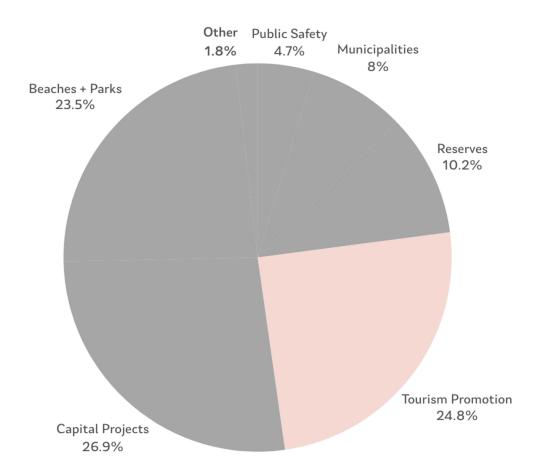








TOURISM PROMOTION



Tourism Promotion

Marketing and Operations

Visitor Information Services

Coastal Resources

Convention Center Services

Destination Stewardship

Film Commission







60%

Arrival Lift: Those who saw promotions were more likely to visit

82%

Of those surveyed agree or strongly agree that "A Little Adventure helps my children discover new things and builds self-confidence."

58% surveyed had an improved opinion.

80% more likely to try something new.

The 8.58 out of 10 "travel enrichment" score.

More likely to take two trips. One in summer and one in spring or fall.



Media Coverage



TRIP IDEAS

ESTINATIONS

WORLD'S BEST

TIPS + PLANNING

CRUISES

① June 1, 2023

ABOUT US

2

These Florida Beach Towns Have Locals on Call to Give You Live Travel Tips

The Destin-Fort Walton Beach tourism board has launched a "Mom Chat" to provide visitors with expert local advice.

By Michael Cappetta | Published on April 14, 2023



PHOTO: WANDERDRONE/GETTY IMAGES





As summer approaches, families nationwide are beginning to consider the perfect place for their cherished holiday getaway. Today, we spotlight <u>Destifa</u>, a dazzling gern along the Emerald Coast, renowned for its picturesque white-sand beaches, crystal-clear emerald waters, and sunny skies. The <u>Destin-Fort Walton Beach</u> community has increased its efforts to offer plentful opportunities for families to immerse themselves in the enchanting coastal lifestyle.

A notable property contributing to Destiris allure is the <u>Henderson Beach Resort</u>, where luxury marries Southern charm, creating an idyllic space for families to unwind, reconnect, and shape lasting memories. The resort's family-friendly amentities, such as a kids club room offering day-long activities and a delightful family-oriented pool area, ensure both children and adults allike have an unforgettable vacation experience.



Lionfish Are Harming Our Oceans—Here's One (Delicious) Way to Fight Them

 $Meet \ the \ marine \ biologist \ who's \ turning \ this \ invasive \ species \ into \ a \ delicacy$

- SHAVNA CONDE | 4----- 8 2022 | □ 0 Comment

Destin-Fort Walton Beach, Florida continues conservation efforts





2023 Influencer Recap

20+ Partners Highlighted 442K Video Views +1.4M Social Media Impressions

93 Image Assets

6 Influencer Collaborations

277 Pieces of Social Media Content 59K Social Media Engagements

1 Piece of Long-Form Content 4 Core Markets Reached + National

















What People Are Seeing?

DESTIN FORT WALTON BEACH

What we know: Social shifted the target family's opinion of Destin-Fort Walton Beach from neutral to positive.

2022 Goal: Optimize to make each platform helpful to our millennial moms.

Opportunity: Become more assertive and make each platform more purposeful to our younger moms

Understand what young mom's want and give it to them

How to achieve our goal:

- Create a specific channel plan for each platform that clearly defines who we are speaking to and how we are helping them
- Explore new platforms to better connect with our younger millennial moms
- Better connect with our followers and increase twoway communication
- Explore giving moms ownership on our platforms so

COMMUNITY ACHIEVEMENT Winter Campaign

Tourism Promotion

Marketing and Operations

Visitor Information Services

Coastal Resources

Convention Center Services

Destination Stewardship

Film Commission





WELCOME CENTER DATA

18,561

Visitor Interactions

Welcome Center - 10,330 Airport - 8,231 49

States

+ District of Columbia

18 Countries

Australia Belarus Belgium Canada Columbia Czech Republic Denmark England France Germany

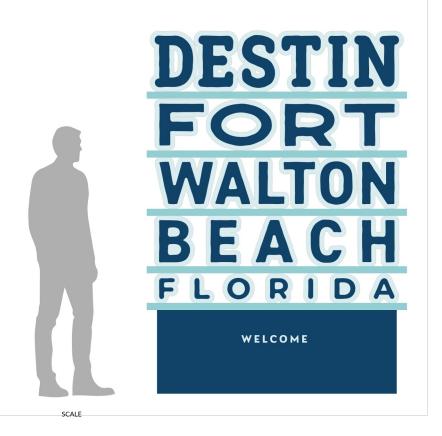
Grand Cayman
Islands
Honduras
Italy
South Korea

Switzerland Taiwan Wales Zimbabwe









REFERENCES



- 3D words in crystal clear teal with raised navy letters that are backlit.
- 3D Seafoam teal lines
- Shiney navy base with 3D brushed metal descriptor

Crestview Welcome + Adventure Center





REFERENCES





- 3D words in crystal clear teal with raised navy letters that are backlit.
- 3D Seafoam teal lines
- Shiney navy base with 3D brushed metal descriptor













Tourism Promotion

Marketing and Operations

Visitor Information Services

Coastal Resources

Convention Center Services

Destination Stewardship

Film Commission





27,941 lionfish removed 10 vessels

5000+ reached at trade shows

59 sea turtle nests

10,000 redfish released

\$1.2 million grant funds

139 survey hours

47 devil rays tagged

> 11 whale sharks

5000 flashlights

88
artificial
reefs

1,500lbs of trash

1,600ft of sand

Coastal Resources Media

PBS NOVA - Ocean Invaders 100M viewers/month

Outdoor Channel - Feral 1M viewers/month

New Yorker - Killing Invasive Species 1.2M viewers/month

Food and Travel Magazine - Eat em to Beat em 81K viewers/month

Spearing Magazine 5K viewers/month













Tourism Promotion

Marketing and Operations

Visitor Information Services

Coastal Resources

Convention Center Services

Destination Stewardship

Film Commission



Business/group visitors spend 50% more than transients.

Dana Young, Visit Florida





Convention Center Lodging Partners Fairgrounds Sports



ECONOMIC IMPACT

4.6M **Annual direct** spending

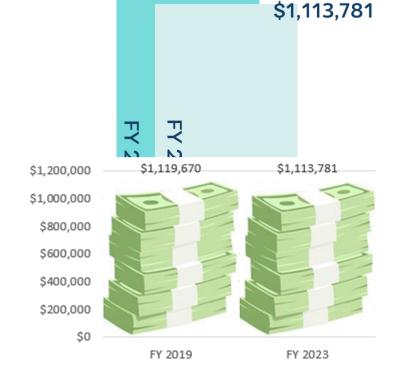
6.6M Annual total output

145K

revenues

1.9M

Revenues salated 99.5% of Courners beadening beanner year: (~60 jobs)



\$1,119,670





SPORTS

BEACH BASH

3,900 attendees 4,225 Room Nights \$4,507,162

ATHLETIC CHAMPIONSHIP

2,975 attendees 1,650 Room Nights \$3,951,057

FC DALLAS

1,895 attendees 2,016 Room Nights \$1,837,434

EMERALD COAST CLASSIC

3,216 attendees 8,576 Room Nights \$6,298,942



Gnarly Harley Lionfish Mural

ART+CULTURE

ART+CULTURE

Giant 15-foot lionfish mural comes to life on Destin-Fort Walton Beach **Convention Center**

A larger-than-life lionfish is coming to life on the side of the Destin-Fort Walton Beach Convention Center, thanks to the work of local artist Harley Van Hyning.

JARED WILLIAMS

January 16, 2024 5:12 am No Comments





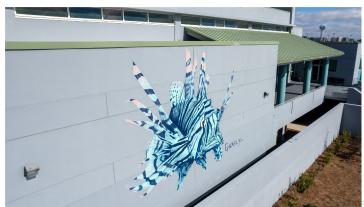












CREDIT: Quinton Good

Tourism Promotion

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Four NEW products Research and Development mindset

10 Packs to 30 Little Adventures Application of insights

At a Glance 3 5 to 50 Scouts Welcoming and Friendly **4-YEAR GROWTH**

20,000+ people engaging Scout conversations, classes, packs

40 small businesses Lowering the barrier for Mom



2023 Classes



GET ONBOARD



PINFISH PATROL



CAST + CONSERVE



SEE CREATURES



SNORKEL SQUAD



SURF'S UP



SURF'S UP TEEN



CAST AWAY

500 classes on the books
381 executed; 112 canceled; 30% cancel rate
2022: 71 executed

2,395 kids took a class 2022: 264 kids

By the Numbers 3

Introduced 4 new classes
2023: 8 class types, 9 small businesses
2022: 4 class types, 5 small businesses

12 locations utilized 2022: 2 stationary locations

4 operational outposts including van 2022: 1.5 stationary outposts





Tourism Promotion

Marketing and Operations

Visitor Information Services

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Destination Stewardship

Film Commission





FILM COMMISSION

OF PRODUCTIONS

2019 - 317

2020 - 152

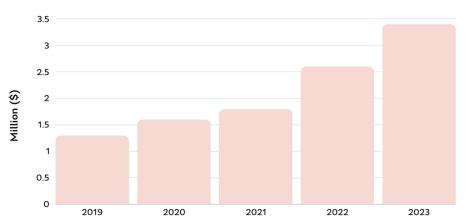
2021 - 178

2022 - 176

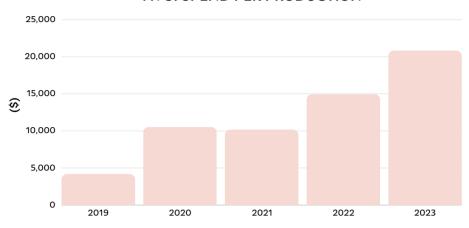
2023 - 165



PRODUCTION SPEND



AVG. SPEND PER PRODUCTION



2023 Film Productions

United States Air Force Commercial and United States Air Force Research Labs

Country Artist Casey Kearney Music Videos

HGTV TV Series House Hunters 3 episodes

HGTV TV Series Zillow Gone Wild

Amazon Prime Series The College Tour

Social Influencer TimTheTatman for Pepsi

Norvo Nordisk commercial and video shoot











Partner Collaboration





COMMUNITY ACHIEVEMENT Citizen Science

2024 Strategic Marketing Plan

Mission:
Make time spent here,
whether visiting, living,
or working, more
valuable to all.



We get kids outside on the water to give their adventurous side room to grow.



DESTIN FORT WALTON BEACH





Our Families

KIDS AGE 3-10

"MILLENNIAL" PARENTS

NEW EXPERIENCES SLOW TIME DOWN

ADVENTURES ARE A CHALLENGE

SELF CONFIDENCE IS PRICELESS









Global Trends IMPLICATIONS FOR 2024



HIGH ENERGY COSTS AND COST OF LIVING



WEATHER VOLATILITY



ELECTION YEAR



Travel Trends

IMPLICATIONS FOR 2024



TRAVEL IS A RIGHT



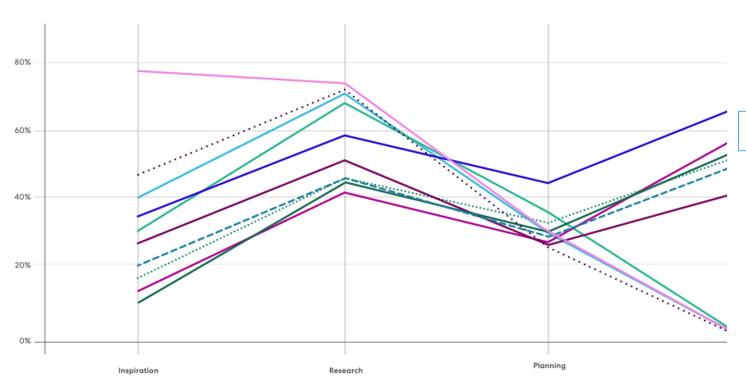
MORE COMPARISON SHOPPING



KIDS INFLUENCE DECISION

FY23 Learnings

Travelers visit an average of 38 websites before booking

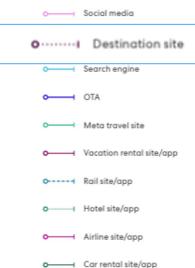






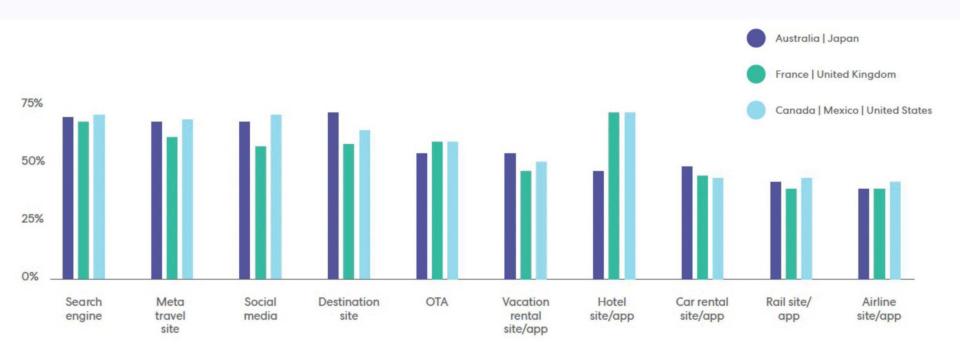
Resources used throughout the travel path to purchase

Travelers use a variety of resources throughout the path to purchase, but turn to different resources for different phases of the journey.



Consumer trip research

Online resources





Create **interest** and help more families **commit** to Destin-Fort Walton Beach during their **inspiration and research phase.**

Drive more **quality volume** by remarketing to "intenders", testing new markets and promoting new products.



Quality Volume

- 20% to national Google effort to "grab the interested"
- Broadcast in more core markets
- Consider digital placements on OTAs and other top funnel sites
- Start earlier. Families are already planning! Test and refine

Core Market Criteria

- High concentration of families with kids under 18
- Higher than average household income
- Higher interest in beach AND adventure
- Higher local spend on vacation
- Higher likelihood to come in spring + fall
- New & established visitors



FY24 Strategies Core Market Focus / National Intenders

Atlanta
Chicago
Cincinnati
Detroit
Houston
Indianapolis
Nashville
Orlando

Dallas/Ft. Worth DC/NoVa Minneapolis New Orleans Memphis St. Louis Digital Markets

20% US / 85%+ Budget



10-15% Budget



FY24 Potential Media Partners















































FY24 Earned Media Goals

- Continue to elevate national writers' perception of Destin-Fort Walton Beach to generate editorial coverage and content.
- Utilize first-hand media experiences to connect writers and content creators with the destination and partners, rooting their creative storytelling in Little Adventures.
- Increase engagement with local businesses providing them with the opportunities and necessary tools to share their unique stories with media.



Influencer Program Targets

- Atlanta
- Cincinnati*
- Chicago
- Dallas
- Houston
- Indianapolis
- Minneapolis*
- Orlando*
- Washington D.C.
- National Audience



Individual Media Visits + 2024 Annual Press Trip

- Ongoing individual media visits: Journalists accompanied by their child/children
- Spotlighting Coastal Resource efforts: Artificial reef deployments + Emerald Coast Open judges
- Group press trip: Journalists and their children participate in Spring 2024
- VISIT FLORIDA: Ongoing support of individual and group press trips through the region



On-Air Appearances

In Studio:

- Atlanta
- Chicago
- Orlando
- Nashville

Remote:

- Cincinnati
- Detroit
- Houston
- Indianapolis





Trade Show + Industry Event Support and Optimization









NEW YORK (MARCH 13, 2024)

- Immersing up to 50 attendees in the destination in a way that inspires editorial coverage and future media visits.
- Creating an engaging environment that highlights the destination's differentiators from similar coastal regions.
- Bringing to life the destination's mission and messaging centered around: "Getting kids outside on the water and making childhood an adventure again."

ATLANTA (APRIL)

 Provides an intimate opportunity to connect with journalists and influencers in market to introduce and in some instances reintroduce the destination.













Why Media Training + Why Now?







Save the Date! Partner Media Training: March 7, 2024
Destin-Fort Walton Beach Convention Center



- Focus on **inspiration** and **real**
 - Utilize influencer content to show real recommendations
- Promote Scout content across all platforms
 - O Increase spend in FB messenger
- Showcase older kids content
- Connect hub + spoke content across all media (lodging, food + drink)







Promote Scouts





Inspiration in Social Channels



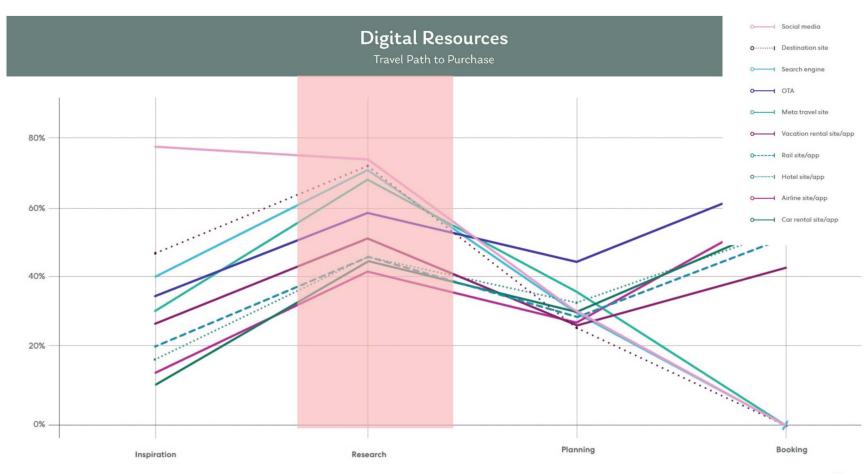






Website





Website

2:27 DESTIN FORT WALTON BEACH Live Chat



Adventure is never far in Destin-Fort Walton Beach.

Our clear, emerald water makes Destin-Fort Walton Beach the best place to try something new.

a destinfwb.com



Why Destin-Fort Walton Beach?

Destin-Fort Walton Beach is surrounded by water-making it the easiest place to try a new water adventure. We have the fastest access to deep sea fishing in Florida. Our sand is made out of quartzmaking it bright white and super soft. We a destinfwb.com

2:27

DESTIN FORT WALTON

BEACH







You already know that Destin-Fort Walton Beach is the best place for soft, white sand, clear emerald water and unforgettable, bite-sized adventures for the whole family. Now it's time to book your stay, explore trip ideas and find the best local eats.

Not sure where to start? Chat with our local scouts-real moms (not bots!) that can help you choose when and where to book your stay.

@ destinfwb.com

Scouts Page

3:05

DESTIN FORT WALTON BEACH















Why choose Destin-Fort Walton Beach? Ask our local experts.

Our Little Adventure Scouts are real locals who know Destin-Fort Walton

destinfwb.com

3:05





DESTIN

FORT WALTON BEACH

3:05



Scout Quick Tips



DEANNA HUNT: ONLINE SCOUT

Mom of 2 girls: 22 and 20

Best eats on the water: All the places you can boat up to: Wharf 850, Lulu's and the Eatery.

Be pie gre rig bo

Meet Our Scouts

Yes, they're real people!



LAURA PUTMAN

Online Scout

Laura loves Destin-Fort Walton Beach and has live here for several years. Laura has 3 children (13, 15 and 17), and loves paddleboarding, boating and visiting Rocky Bayou State Park.

daugh watch and er afraid

Chat with a local expert for tips and recommendations!

@ destinfwb.com

@ destinfwb.com

Website





Getting Here

Destin Fort Walton Beach is only a 3 hour flight from DC!





Design Focus

CORE CHALLENGES



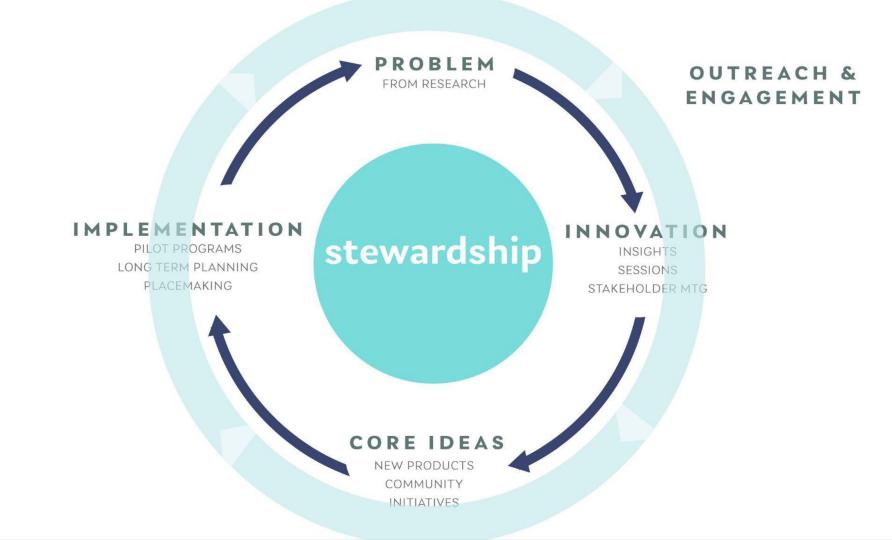
GET KIDS OUT ON THE WATER



ADDRESS MOBILITY ISSUES



IGNITE PRIDE IN PLACE







Capture the magic



Promote the magic moments and sense of ADVENTURE of the offshore experience

Present the unique personalities of each Captain & Crew

Give families confidence in the product. Help select the Captain/Boat that best suits them

Engage families in new, compelling ways that helps spread the word among teens









DESTIN FORT WALTON BEACH FLORIDA













