2023 - 2024

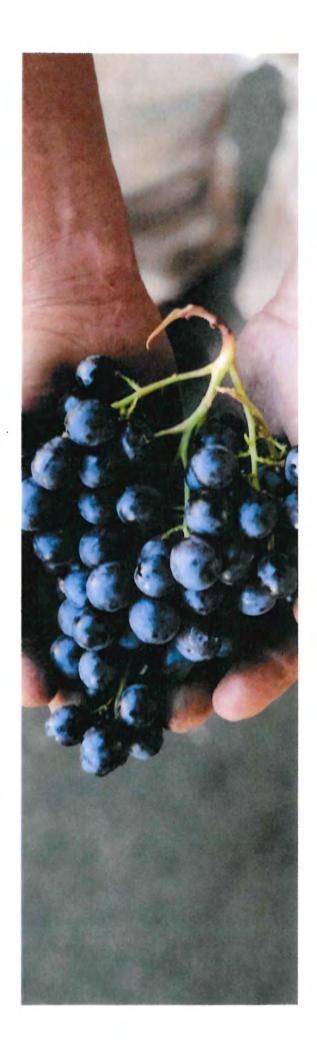
# YEAR-END MARKETING REPORT

El Dorado County Visitor's Authority

Report by: Jody Franklin Executive Director of Tourism El Dorado County Chamber of Commerce







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El Dorado County executed a comprehensive and multifaceted strategy to enhance its visibility as a premier travel destination, engage potential visitors, and strengthen relationships with local businesses and tourism stakeholders. The following narrative outlines the key

activities and deliverables completed under this strategy.

Print and Distribution of Travel Guides To provide potential visitors with accessible and detailed information about El Dorado County, 65,000 magazine travel guides were printed and distributed across multiple regional locations including the Sacramento Airport. This ongoing distribution ensured that a wide audience had access to comprehensive travel resources, helping to promote the county's attractions and experiences. An additional 26,000 brochures were distributed for our partner organizations such as Apple Hill growers, Placerville Downtown, El Dorado Winery Association, Coloma Business Council, Gold Bug Mine, Marshall Gold State Historic Park and others.

Website and Social Media Management A key component of the county's digital presence involves maintaining and regularly updating the website and social media pages dedicated to visitor activities. These platforms were continuously refreshed with current information, events, and content aligned with the latest web trends. These efforts resulted in a 21% year-over-year increase in site and page views, demonstrating the effectiveness of these updates. All postings and website information were kept accurate and up to date, providing a reliable resource for visitors.

Search Engine Optimization (SEO) Strategy To improve the county's online visibility and drive more organic traffic to its digital platforms, a targeted SEO strategy was implemented. This involved optimizing content, keywords, and technical aspects of the website, leading to better search engine rankings and increased visitor engagement.

Visitor Information Services The El Dorado County Visitors Authority ensured comprehensive visitor support both in and out of market through the staffing of the Visitor Information Center. This center saw 1375 visitors last year and provided a wide array of local, regional, and state resources. Additionally, the El Dorado County Visitors Authority mailed 1295 visitor **information requests** and responded to inquiries received online and by phone in a timely manner, ensuring that all potential visitors received the information they needed.

Content Development and Curation To enhance the county's storytelling and visual representation, the photo library was expanded to highlight new areas of interest within El Dorado County's experience pillars. Two full length videos that aligned with the Visit El Dorado branding and messaging were produced and 22 "vertical shorts" further solidifying the county's image across several owned channels. Visit El Dorado also identified and engaged 6 guest bloggers & journalists to act as brand ambassadors, adding authentic voices to its narrative. An inventory of compelling stories was developed for distribution from a wide range of media outlets including VIA, KCRA, ABC 10, Good Day Sacramento, Fox 40, SF Gate, Sacramento Bee, Cap Radio, Traveling Lifestyle, California Meeting & Events, San Juaquin Magazine, California Bountiful, Mountain Democrat and many others.

Networking and Partnership Building Developing and maintaining relationships with state and regional groups was a priority, as these partnerships increased awareness of El Dorado County as a vacation destination. The Gold Country Visitors Association, Visit California & Visit Sacramento are all valuable partners. Ongoing communication with local tourism officials was established, and collaboration with local lodging properties, visitor attractions, and transportation providers led to the creation and promotion of visitor packages. The community was also educated on the value of tourism through outreach efforts, and the El Dorado County Tourism Summit was held in January to inform, educate, and encourage the development of new partnerships. Topics this year included El Dorado County Tourism Insights, Unleashing the Power of AI, Economic Empowerment, Media Recognition, Content Repurposing, and the State of Tourism by keynote speaker Lynn Carpenter from Visit California.

Sales Lead Generation The El Dorado County Visitors Authority focused on generating 334 sales leads by attending the <u>Bay Area Travel & Adventure Show</u>. Partnerships with neighboring destinations in Gold Country were established to develop a regional presence at IPW, the largest international trade show in US which also helped reduce costs. Additionally, opportunities provided by Visit California were leveraged to tap into both domestic and international markets, further expanding the county's reach.

**Digital Marketing Program** A robust digital marketing program was developed and implemented, encompassing paid and organic social media campaigns targeting Sacramento residents and Reno area residents, **3 targeted email campaigns to the San Jose and San Francisco** area, and **24 new pieces of video content**. And **33 email campaigns** with events, things to do, attractions and lodging directed our database of 12,000 opt in subscribers. This program aimed to reach a broader audience and enhance engagement with Visit El Dorado digital platforms.

Advertising and Target Segment Outreach Advertising efforts were updated to more effectively reach the target audience. Partnership opportunities were developed to encourage individual businesses and organizations to participate in and unify the destination's messaging, resulting in a more cohesive and impactful advertising strategy. From these advertisings efforts the El Dorado County Visitors Authority was able to garner an additional 353 leads.

Three-Tiered Measurement System Implementation To evaluate the effectiveness of the various initiatives, a three-tiered measurement system was implemented. Program level measurements tracked website analytics, email open rates, and banner ad click-throughs. ROI measurements were designed to quantify the return on investment of the organization's funds. Destination-level measurements included tracking occupancy rates, average daily rates (ADR), and revenue per available room (RevPAR). Additionally, periodic visitor profile studies were conducted to gain insights into visitor demographics and behavior, guiding future marketing efforts.

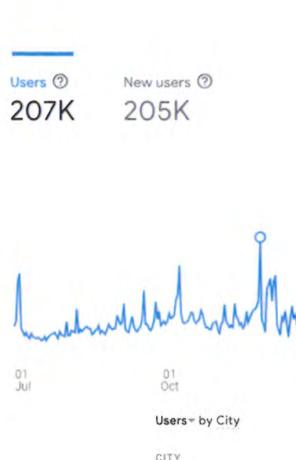
Through these comprehensive activities, El Dorado County successfully increased its visibility as a travel destination, engaged potential visitors, and fostered strong partnerships with local businesses and tourism stakeholders. The strategic initiatives executed in 2024 have set a solid foundation for continued growth and success in the coming years

El Dorado County Visitors Authority	unty Visitors A	uthority	
ROI Calculation	ROI Calculations for 2023 - 24 year end	ear end	
Project	Number	Value	Total
EDC Farm Trails & Visitors Guide	65,000	\$48.00	\$31,200,000.00
Website /SEO/Digital Marketing	207,000	\$42.94	\$8,888,580.00
Facebook	13,668	\$47.85	\$654,013.80
Instagram	13,020	\$61.39	\$799,297.80
Visitor Information Services	N/A		
Content Development & Curation	various platforms		\$955,600.00
Networking & Partnership Building	N/A	1	
Sales Lead Generation	334	\$30.00	\$10,200.00
Advertising & Target Segment Outreach	353	\$48.00	\$16,944.00
Measurement Implementation	N/A		
		Total Value	\$42,524,635.60
	Tota	Total Investment	\$279,398.00
	Return on Ir	Return on Investment %	15120%

\*\*ROI values are calculated using industry standards (One West Tourism Alliance & Future Partners)

Distribution Totals *  Totals *  If Distribution Month Jul-23	***Does in													
otals oution Jul-23	"**Does in													
oution Jul-23		clude n	nailed, a	***Does include mailed, acquired in the		ors cent	er, mail	visitors center, mailed or downloaded	wnload	pe				
out	Items Distributed	ributed	-											
	δV	PDA	AH	EDWA	MBB	CTG	0	GCVA	Film	Miseim Ale Trail	Ale Trail	marshall	nie	Total Dist
-	4,075	45	725		225		175		10		575			6.245
Aug-23	11,800	767	1,401		100	160	25	250	250			250	305	15,308
Sep-23	3,395	620	612		100	Ĺ		009	20	100	30	120		5,597
Oct-23	1,285	520	710		110		50	475	85	20	50	145	09	3,540
Nov-23	5,485	450	430		09			575	10	10	1,185	20	90	8,305
Dec-23	275	145						175	98		220	25		935
Jan-24	200	100				j*							150	750
Feb-24	910	069	100	160				710	06		780	195	09	3,695
Mar-24	3,855	1,700	80	740				200	30		670	120	90	7,945
Apr-24	2,605	595		195				465	130		320	270	150	4,700
May-24	4,120	1,105	1,765	55	310	345	100	860	135	160	980	65	740	
Jun-24	6,015	385	713	293	75	20	50	375	155		545	75	10	8,741
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Total Dist	7 002	7 002	200	773	Coo	7	700	107	6	000	250	1 225	4 700	100 704

2023-24									H			
Distribution totals												
page 2	***Does include mailed, acquired in the visitors center, mailed or downloaded	rde mailec	i, acquired i	n the visit	ors center	, mailed or	download	ped				
Month	ED Forest	SLT P.	Adv Loop wine destin	wine des	tin						- 0	Total Dist.
Jul-23			25	240								265
Aug-23		40		785								825
Sep-23		10	30	M								540
Oct-23		25	35									350
Nov-23				510								510
Dec-23				220.00								220
Jan-24				180								180
Feb-24		25		165								190
Mar-24		25	5	545								575
Apr-24				625								625
May-24			35	800		1 1						835
Jun-24				363								363
and died lated												
column		125	130	5223	0	0	0	0	0	0	0	5,478
total distribution page												



Cameron Park





2.9K

3K



# Public Relations Report for Visit El Dorado July 2023 – June 2024

#### **Pitches & Releases**

- Summer/Fall Whitewater Rafting
- Apple Hill Summer Harvest
- Small Town Travel
- Unique Tasting Experiences
- Summer Events
- Apple Hill Season
- Weekend Getaways
- Winegrape Harvest
- Sustainable Christmas Tree Farms
- Fall Foliage
- Fall Getaways
- Holidays
- What's New for 2024
- 2024 Tourism Summit
- Unique Lodging

- Valentine's Day
- Spring Break
- Spring/Summer Whitewater Recreation
- Road Trips
- Garden Travel
- Apple Hill Events
- Historic Hotels
- Outdoor Fun
- El Dorado Wineries
- Historical Travel
- Spring Break
- Wildflower Hikes
- Rainy Day Activities
- Unique Outdoor Activities

#### **Press Trips**

Journalist/Influencer	Outlet
Maddy Eccles	Instagram
Beverly Hurley	Garden Destinations
Black Travel Alliance	Miscellaneous
Nora Tarte	San Joaquin Magazine/BANG News Group
Aubrey Aquino	California Bountiful
Araceli Gonzalez	RoamingGonzalez & RunWildMyChild
Lola Augustin Brown	Globe & Mail

### **Media Coverage**

Headline	Outlet	Audience
California Bountiful Holiday	California Bountiful	10,000 YouTube subscribers
Special		
Best Culinary and Outdoor Trails	Visit California	32.5K
Five Pet Friendly Hotels in	FabulousCA	20,000 + newsletter subscribers
Northern California		
The Best Places to Retire in	The Travel	4.2M
Northern California	KCRA	40.000 viewers
All Things Apples	KCKA	40,000 viewers 3.9M online
Roaming Gonzalez	Instagram	2,325 followers
Best Weekend Getaways in	All Getaways	520,000 online
California	7 iii Getaways	320,000 01111110
Apple Hill Growers welcoming	KCRA-TV	40,000 viewers
visitors for Summer Harvest		3.9M online
<u>Days</u>		
Gary on the Go	FOX40	https://www.youtube.com/watch?v=rJZ3HKwag
		EC
		https://www.youtube.com/watch?v=vNCqzFP9jbE
Farm to Fork Showcases	Mountain Democrat	5,389
Region's Agricultural Bounty	iviountum Bemoerat	139,800 online
This delightful vineyard pod is	Time Out	27M
the winter wine experience		
worth traveling for		
Wander the lavender fields at	KCRA YouTube	271,000 subscribers
this El Dorado County farm		
Wander the lavender fields at	KCRA Online and Live	4M
this El Dorado County farm Head to Apple Hill for lavender	on Air  Mountain Democrat	103,900
and blueberries	Wountain Democrat	103,900
Wine Wednesday	KCRA	4.6M online
Maddie (Eccles) Edmunds	Instagram	Complete report in separate document
Where to find the best fall	SF Gate	27.2M
foliage in Northern California		
and Bay Area		
What the future of Apple Hill	ABC10	860,000
looks like as it faces climate		
change		
Lace up and take a run through	Mountain Democrat	5,389
Apple Hill	Mauntain Danasant	139,800 online
Summit helps businesses tap	Mountain Democrat	5,389 139,800 online
into tourism		133,000 Offine

Experience a Golden Fall in Gold Country	VIA	2.1M
CA Wineries Make a Splash	California Meetings + Events	21.3MV Print and online
10 best towns to visit in the fall	TheTravel.com	11.3M
Eco-friendly places to visit in October	TheTravel.com	11.3M
Autumn Awe: Fun on the Farm	Visit California Media Center	29.9K
Adam Stevens (Influencer Visit)  • Instagram Reel  • Instagram Post  • Instagram Post  YouTube	@adamstevensvisuals	25.3K Instagram followers 3.96M subscribers
The 7 least crowded towns in California to catch fall foliage	WorldAtlas.com	5.8M
10 top places to visit in California in the fall	WorldAtlas.com	5.8M
Apple Hill Harvest Days Trail Event	Good Day Sacramento	17,500 viewers 87.4 M online
Apple Hill Growers welcoming visitors for Summer Harvest Days	KCRA-TV	40,000 viewers 3.9M online

# **Total Estimated AVE for 2023/2024 Public Relations = \$955,600**

# **CAMPAIGN REPORT**

### **III** Campaign Summary

Name: El Dorado County Visitors Authority 03441631

From/Brand: Visit El Dorado

Headline: Christmas Happenings in El Dorado!

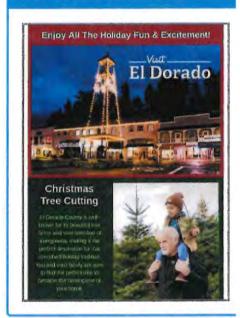
Broadcast Date: 11/28/2023

Audience: 100,000 ID: 1940852

Views: 19,434 Clicks: 2,876

View %: 19.43% Click %: 2.88%

# Campaign Creative



# **CAMPAIGN STATS**

Views | 19.43 % Total Views 19,434

Clicks | 2.88 % Total Clicks 2,876

CTVR | 14.80 %

# Clicks by Device



Desktop 42.35%

1,218



Mobile

57.65%

1,658

# **CLICKS BY WEB BROWSER**



1,580 Chrome



138 Edge



157 Firefox



800 Safari



201 Other

# **Custom Fields**

**Custom Field 1** 

USA\_519917

**Custom Field 2** 

4310120

**Custom Field 3** 

-not defined-

**Custom Field 4** 

-not defined-

# LINK SUMMARY



ndex	Link URL	Clicks	%
1	https://visit-eldorado.com/downtown-placerville/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	850	29.55%
2	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	221	7.68%
3	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	313	10.88%
4	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALIQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	246	8.55%
5	https://visit-eldorado.com/shopping/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	179	6.22%
6	https://visit-eldorado.com/regifting-no-more-6-unique-gift-ideas- from-el-dorado-county/?utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	147	5.11%
7	https://visit-eldorado.com/downtown-placerville/? utm_source=L0CALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	88	3.06%
8	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	64	2.23%
9	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	199	6.92%
10	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	160	5.56%
11	https://visit-eldorado.com/the-road-to-tahoe/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	79	2.75%

2,876

# LINK SUMMARY



ndex	Link URL	Clicks	%
12	https://visit-eldorado.com/the-road-to-tahoe/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	101	3.51%
13	https://visit-eldorado.com/the-road-to-tahoe/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	39	1.36%
14	https://visit-eldorado.com/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	85	2.96%
15	https://www.facebook.com/VisitElDoradoCounty/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	7	0.24%
16	https://www.instagram.com/visiteldorado/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	24	0.83%
17	https://www.pinterest.com/visiteldorado/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	26	0.90%
18	https://www.tiktok.com/@visiteldoradocounty_? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023	19	0.66%
19	https://twitter.com/visiteldorado?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023 ⟨=en	11	0.38%
20	https://www.youtube.com/channel /UClOqssDXn9ViYMcWXB5Z1ew?utm_source=LOCALiQ &utm_medium=email &utm_campaign=EIDoradoCountyVisitorsAuthority_Nov2023	18	0.63%
		12022	

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2,876

# **CAMPAIGN REPORT** -

### **IIII** Campaign Summary

Name: El Dorado County Visitors Authority 03441631 RR

From/Brand: Visit El Dorado

Headline: Christmas Happenings in El Dorado!

Broadcast Date: 12/12/2023

**Audience: 100,000** 

ID: 1940859

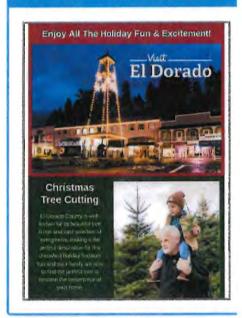
Views: 22,026

Clicks: 2,088

View %: 22.03%

Click %: 2.09%

# Campaign Creative



# **CAMPAIGN STATS**

Views | 22.03 % Total Views 22,026

Clicks | 2.09 % Total Clicks 2,088

CTVR | 9.48 %

### Clicks by Device



Desktop

48.18% 1,006



Mobile

51.82%

1,082

# **CLICKS BY WEB BROWSER**



1,167 Chrome



121 Edge



110 Firefox



547 Safari



143 Other

# **Custom Fields**

**Custom Field 1** 

USA\_519917

**Custom Field 2** 

4310120

**Custom Field 3** 

-not defined-

**Custom Field 4** 

-not defined-

# **LINK SUMMARY**



ndex	Link URL	Clicks	%
1	https://visit-eldorado.com/downtown-placerville/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	346	16.57%
2	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	131	6.27%
3	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	239	11.45%
4	https://visit-eldorado.com/farms-ranches/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	194	9.29%
5	https://visit-eldorado.com/shopping/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	90	4.31%
6	https://visit-eldorado.com/regifting-no-more-6-unique-gift-ideas- from-el-dorado-county/?utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	175	8.38%
7	https://visit-eldorado.com/downtown-placerville/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	45	2.16%
8	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	109	5.22%
9	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	188	9.00%
10	https://visit-eldorado.com/wine/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	179	8.57%
11	https://visit-eldorado.com/the-road-to-tahoe/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	142	6.80%
		2,088	

# LINK SUMMARY



no	lex	Link URL	Clicks	%
•	12	https://visit-eldorado.com/the-road-to-tahoe/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	123	5.89%
	13	https://visit-eldorado.com/the-road-to-tahoe/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	26	1.25%
	14	https://visit-eldorado.com/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	38	1.82%
	15	https://www.facebook.com/VisitElDoradoCounty/? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	8	0.38%
	16	https://www.instagram.com/visiteldorado/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	10	0.48%
	17	https://www.pinterest.com/visiteldorado/?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	13	0.62%
	18	https://www.tiktok.com/@visiteldoradocounty_? utm_source=LOCALiQ&utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	10	0.48%
	19	https://twitter.com/visiteldorado?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR ⟨=en	9	0.43%
	20	https://www.youtube.com/channel /UClOqssDXn9ViYMcWXB5Z1ew?utm_source=LOCALiQ &utm_medium=email &utm_campaign=ElDoradoCountyVisitorsAuthority_Nov2023_RR	13	0.62%
•				

2,088

# **CAMPAIGN REPORT**

### **III** Campaign Summary

Name: El Dorado County Visitors Authority 03628503

From/Brand: Visit El Dorado

Headline: Spring Happenings in El Dorado!

Broadcast Date: 04/05/2024

Audience: 100,000 ID: 2008021

Views: 20,061 Clicks: 2,620

View %: 20.06% Click %: 2.62%

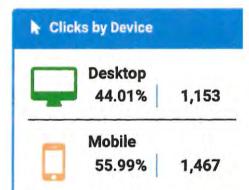


### **CAMPAIGN STATS**

Views | 20.06 % Total Views 20,061

Clicks | 2.62 % Total Clicks 2,620

CTVR | 13.06 %



# **CLICKS BY WEB BROWSER**



1,498 Chrome



142 Edge



91 Firefox



746 Safari



143 Other

# **Custom Fields**

**Custom Field 1** 

USA\_519917

**Custom Field 2** 

4418155

**Custom Field 3** 

-not defined-

**Custom Field 4** 

-not defined-

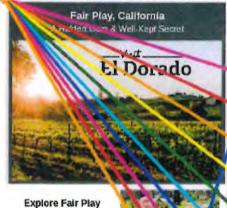
# **LINK SUMMARY**





dex	Link URL	Clicks	%
1	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	148	5.65%
2	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	80	3.05%
3	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	79	3.02%
4	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse-adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	72	2.75%
5	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	73	2.79%
6	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	67	2.56%
7	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	140	5.34%
8	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	121	4.62%
9	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse- adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	177	6.76%
10	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	122	4.66%
11	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	115	4.39%
		2,620	

# **LINK SUMMARY**



#### Explore Fair Play and Discover

Farm Trails torusback Widing Ranch Tours Unique Lodging

Just an hour east of Septements, but a world apart. The smallhorn pret of to Donaco County to filed with treambering could that load to amendmenting owners interfeed and Alpana fatter.

During the Gold Rush. Fair Play win is prosperious little methog town with teneral stores and recent. Today, it's home to upto their 25 secretcanoning winered and coopers of forms and calcines.

Get your Ex Darson County Farm Trains & Visitors Guide and start the Adventure!

DET THE DUIDE

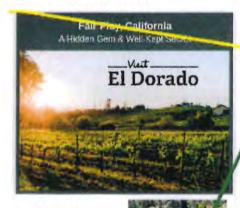






ndex	Link URL	Clicks	%
12	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	109	4.16%
13	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	55	2.10%
14	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	48	1.83%
15	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse- adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	51	1.95%
16	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	47	1.79%
17	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	45	1.72%
18	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	79	3.02%
19	https://visit-eldorado.com/fair-play-somerset/?utrn_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	83	3.17%
20	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	141	5.38%
21	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	31	1.18%
22	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse- adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	205	7.82%
		2,620	

# **LINK SUMMARY**



#### **Explore Fair Play** and Discover

Farm Trails Horseback Riding Unique Lodging

Just an hour past of Secrements. less a world opart. The sauthern part of the Donasto County is filled with memberng coals that lead to owerd-serving wherein tunction and Alpada forms

During the Gold Rusts, Fair Play was is presputous little mining town with several stores and hours. Foday, it's nome in mate than 25 award-vancing wherea and dealers of facus wild ranches

Get your \$1 Darido County Farm Trails & Visitors Guide







ndex	Link URL	Clicks	%
23	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	115	4.39%
24	https://visit-eldorado.com/event/el-dorado-wines-passport-weekend /?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	143	5.46%
12			
25	https://visit-eldorado.com/event/el-dorado-wines-passport-weekend /?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	211	8.05%
	data Coumpaign and addocumity of the 2027		
26	https://visit-eldorado.com/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	30	1.15%
07	http://www.fhk0/(-14510d-0t-/2	-	0.100
27	https://www.facebook.com/VisitElDoradoCounty/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	5	0.19%
	addin_campaign=eldoradocodinty_mar2024		
28	https://www.instagram.com/visiteldorado/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	8	0.31%
29	https://www.pinterest.com/visiteldorado/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	3	0.11%
30	https://www.tiktok.com/@visiteldoradocounty_?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	8	0.31%
1.2			
31	https://twitter.com/visiteldorado?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024 ⟨=en	5	0.19%
	7484655574		6 144
32	https://www.youtube.com/channel /UClOqssDXn9ViYMcWXB5Z1ew?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	4	0.15%
		2,620	

25-0187 N Page 21 of 25

# **CAMPAIGN REPORT**

### **Idd** Campaign Summary

Name: El Dorado County Visitors Authority 03628503 RR

From/Brand: Visit El Dorado

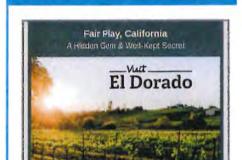
Headline: Spring Happenings in El Dorado!

Broadcast Date: 04/19/2024

Audience: 100,000 ID: 2008022

Views: 22,032 Clicks: 2,399

View %: 22.03% Click %: 2.40%



Campaign Creative

Explore Fair Play and Discover

Wineries Farm Trails Horseback Riding Ranch Tours Unique Lodging

Just an hour east of Sacranierio, but a world apart. The southern part of El Dorado County is Med with



### **CAMPAIGN STATS**

Views | 22.03 % Total Views 22,032

Clicks | 2.40 % Total Clicks 2,399

CTVR | 10.89 %

# Clicks by Device



Desktop 48.48%

1,163



Mobile 51.52%

1,236

# **CLICKS BY WEB BROWSER**



1,277 Chrome



104 Edge



123 Firefox



749 Safari



146 Other

# **Custom Fields**

**Custom Field 1** 

USA\_519917

**Custom Field 2** 

4418155

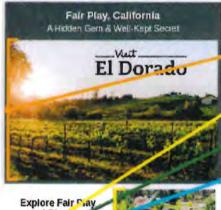
**Custom Field 3** 

-not defined-

**Custom Field 4** 

-not defined-

# **LINK SUMMARY**



and Discove has an hour paid of Sacramenta.

tion a world apart. The southern part of El Donaco Councy is filled with meandering roads that lead to abord washing smarker, continues and Alphaca forms

Curring the Good Rutch Pair Play was a prosperous limit intering than with serveral stones and notice. Today, into home to rent them 25 areast home to rent them 25 areast homes or drawns she down send ranches. Get your El Duran County Farm Trains to 12 does Guide

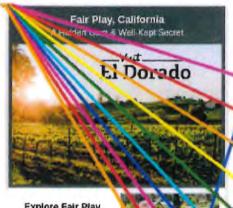






ndex	Link URL	Clicks	%
1	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	277	11.55%
2	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	74	3.08%
3	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	72	3.00%
4	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti- horse-adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	68	2.83%
5	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	66	2.75%
6	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	62	2.58%
7	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	183	7.63%
8	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	149	6.21%
9	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti- horse-adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	214	8.92%
10	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	113	4.71%
11	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	104	4.34%
		2,399	

### **LINK SUMMARY**



#### Explore Fair Play and Discover

Farm Trails Horseback Italing Reach Tours Unique Lodging

Suf an hour east of Satramenta, but a world open. The sauthers port of the Donato County is filled awamentioning could that leads a store-country treases sortions and Apacta ferror.

Owing the Gold Rash. Par Play was a prospector less mining style with severa states and rasers. Joday, its nome to more than 25 awards writing deficies and occars of family avid ranches.

Get your El Dorado County Farm Trains & Violens Guide and start the Adventure!

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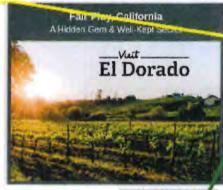




ndex	Link URL	Clicks	%
12	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	104	4.34%
13	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	28	1.17%
14	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	26	1.08%
15	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse- adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	45	1.88%
16	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	39	1.63%
17	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	38	1.58%
18	https://visit-eldorado.com/unique-accommodations-in-el-dorado- county/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	27	1.13%
19	https://visit-eldorado.com/fair-play-somerset/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	26	1.08%
20	https://visit-eldorado.com/a-guide-to-visiting-the-family-owned- wineries-of-fair-play/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	31	1.29%
21	https://visit-eldorado.com/farm-trails-visitor-guide/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	34	1.42%
22	https://visit-eldorado.com/from-the-saddle-to-the-glass-saluti-horse- adventures/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	25	1.04%

2,399

# **LINK SUMMARY**



#### Explore Fair Play and Discover

Farm Trails Horseback Riding Ranch Tours Unique Lodging

Sust an Ediz gots of Segramento, but a world apart. The southern part of El Donaco Councy is filled with amendering roads that lead to considerating densities, to the order and Alpaca name.

During the Gold Rain. Par Play was a prespecies lette mining lover sath severa sortra and notice. Today, it a nome to make then 25 awards varying demonstrance and control of forms and ratiches.

Get your El Darado County Farm Trails & Visitors Guide and start the Adventural

GET THE QUICK







ndex	Link URL	Clicks	%
23	https://visit-eldorado.com/trips-tours/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	28	1.17%
24	https://visit-eldorado.com/event/el-dorado-wines-passport- weekend/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	246	10.25%
25	https://visit-eldorado.com/event/el-dorado-wines-passport- weekend/?utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	229	9,55%
26	https://visit-eldorado.com/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	72	3.00%
27	https://www.facebook.com/VisitElDoradoCounty/? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	4	0.17%
28	https://www.instagram.com/visiteldorado/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	3	0.13%
29	https://www.pinterest.com/visiteldorado/?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	2	0.08%
30	https://www.tiktok.com/@visiteldoradocounty_? utm_source=localiq&utm_medium=email &utm_campaign=eldoradocounty_mar2024	3	0.13%
31	https://twitter.com/visiteldorado?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024 ⟨=en	3	0.13%
32	https://www.youtube.com/channel /UClOqssDXn9ViYMcWXB5Z1ew?utm_source=localiq &utm_medium=email&utm_campaign=eldoradocounty_mar2024	4	0.17%
		2.399	