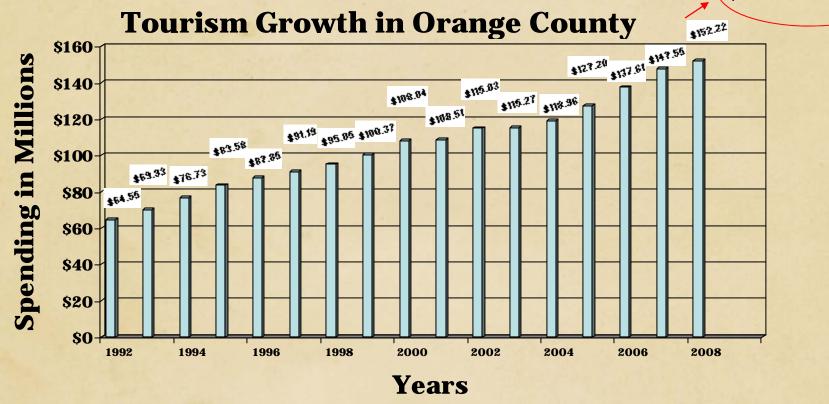
Tourism As An Economic Driver

\$152 million





Visitchapelhill.com





Objectives

- Reach and influence visitors, especially overnight stays
- Reach and influence meeting planners for small to medium sized meetings



Target Audience

- Demographic
 - Primary: Adults 45+ with older children
 - Secondary: Adults 35+ with families
- Geographic: In state and nearby states within a 150 mile radius
- Psychographic: Looking for a break from hectic routine -- a place where they can relax, unwind and enjoy



Challenges

- Economic downturn
- Less consumer travel
- More Choices
- Meetings curtailed
- Increased competition within the state
 - 35% growth in hotels within 10 miles
 - Durham spending \$2.5 million annually



Our Approach

- Maximize the budget
- Stay focused and avoid a fragmented approach
- Package our unique attributes and consistently be where visitors look for information
- Lead with the strength of the Chapel Hill brand
- Collaborate with key community events

2009-2010 Media Vehicles

- NC Travel Guide
- Our State magazine
- Southern Living
- AAA Carolinas Go!
- Carolina Alumni Review
- Tar Heel Monthly
- Charlotte Magazine
- Charlotte.com
- GoDuke.com

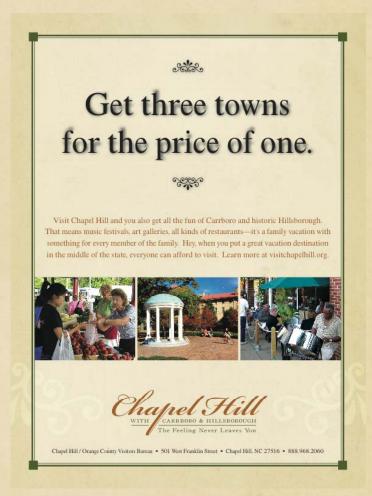
- TripAdvisor.com
- VisitNC.com
- AAA email update
- Carolina Blitz
- Meetings South
- AENC Resource Guide
- Small Market Meetings
- Regional newspapers



Visitor Ad

- Southern Living
- Our State
- NC Travel Guide
- AAA Carolinas Go!
- Carolina Alumni Review
- Tar Heel Monthly
- Charlotte Magazine

Leads delivered: 1,821







Catch a collegiate football game, an indie rock concert, a historic tour, and, if you have time, your breath.



Once you visit here, the feeling never leaves you. Learn why at visitchapelhill.org or call 888.968.2060.



Chapel Hill / Orange County Visitors Bureau • 501 West Franklin Street • Chapel Hill, NC 27516



Yes, We're Gay-Friendly.

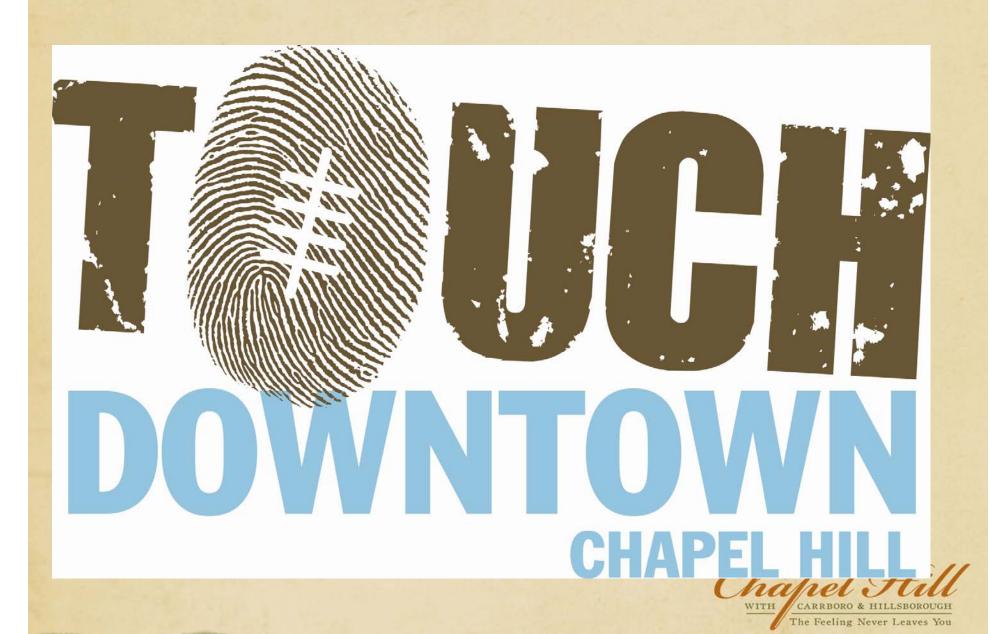
We're Also Gallery-Friendly, Cuisine-Friendly, Club-Friendly, Arts-Friendly, Outdoor-Friendly, And Just Plain Old Friendly.

What are you in the mood for? Eclectic restaurants, cozy bars, happening nightspots? We've got that. Galleries, concert venues, performing arts? We've got that, too. Not to mention botanical gardens, nature trails, historical sites and an all-inclusive attitude. Of course, those are just some of the benefits to visiting a progressive university town like Chapel Hill and neighboring Carrboro and Hillsborough. To see more, go to visitchapelhill.org, or call 888-968-2060.

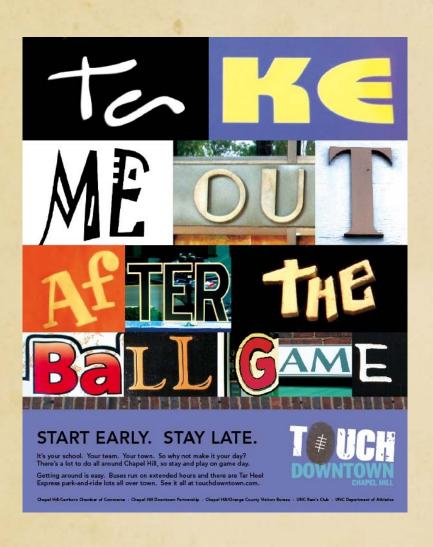
Chaptel Hill
WITH CARREORO & HILLSBOROUGH

The Feeling Never Leaves You





Downtown Sports Promotions



- Touch Downtown
- Advertising
- Public Relations
- Collateral



Meetings Ad

- Meetings South
- Carolina Blitz
- AENC Resource Guide
- Small Market
 Meetings





GoDuke.com

Click thru rate: .13% 130,304 impressions 170 clicks





Winter Promotion - Website





Seasonal- E-mail Blast



- · Seasonal menus
- · Historic holiday tours
 - Shopping

- · Gingerbread houses
 - · Special concerts
- Tarheel basketball

It's a very special time to visit Chapel Hill, Carrboro and Hillsborough. The streets are bustling, we have many extra events and activities, and the spirit of the holidays is everywhere.

And right now, we have an extensive variety of hotel packages, starting as low as \$69 a night. See all that's happening and learn more about our holiday rates at visitchapelhill.org.



Chapel Hill / Orange County Visitors bureau + 501West Franklin Street + Chapel Hill, NC 27516 + 888.968.2066



Social Media

- Facebook -- 766 members
- Twitter -- 142 followers, 290 following
- YouTube -- 3,119 total upload views



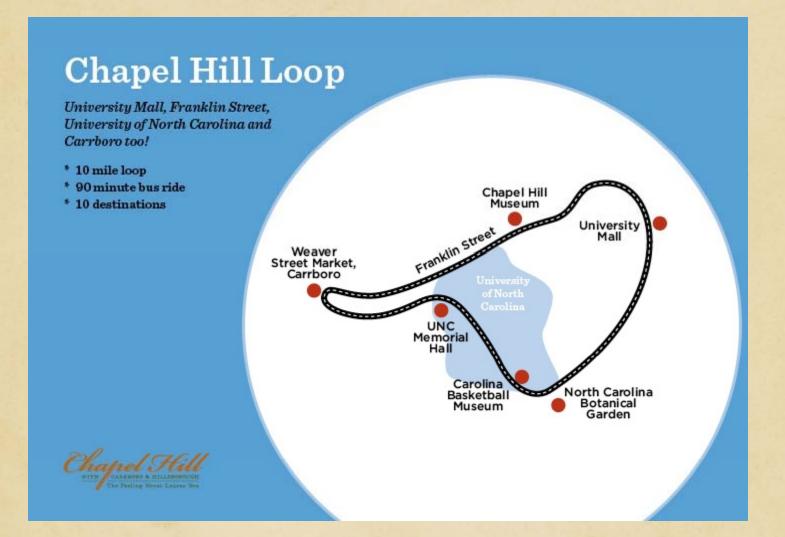


Most Frequently Asked Questions at Visitor's Bureau

Do you have a guided tour?









Chapel Hill Loop

Chapel Hill Loop University Mall, Franklin Street, Chapel Hill University of North Carolina and Museum Franklin Street Carrboro too! * 10 mile loop * 90 minute bus ride * 10 destinations University Mall Weaver Street Market, Carrboro UNC Memorial Hall North Carolina **Botanical** Garden Carolina Basketball Museum



Chapel Hill Loop

U Mall to CH Museum 1.75 m

Museum to Memorial Hall .50 m

Memorial Hall to B-Ball Mus 1.25 m

B-Ball Museum to Garden .50 m

Garden to Weaver St Market 3.50 m

Weaver St Market to Ackland 1.25 m

Ackland to Planetarium .25 m

Planetarium to U Mall
 2.00 m

Total Miles
 11.00 m

The cost of driving this loop would be \$2 if your vehicle got 22 miles to the gallon and gas was \$4/gallon.



Thank You

Questions?

