

### January 2021 tourism marketing report

#### Website (report attached)

- People must be feeling more optimistic: views, users, new users, session, search, duration and referrals to the website are ALL UP from December. People are spending 5 minutes per session. That's about 2.5 times the average.
- Most viewed pages: lodging and restaurants
- Seattle has moved to the #2 position for location of site visitors just behind #1 Portland. This probably means spring break planning.
- Keywords: "rockaway big tree trailhead" made it into the top 10 list
- Updated changes in restaurants and added lodging properties

#### Print (attached)

- Ads now live in Travel Oregon and Oregon Coast Visitor Association guides (attached)

#### Social media (attached)

- Oregon Coast Visitors Association honored Jen and Victor Troxel in their Coastal Kindness campaign (attached)
- Videos got the most views on Facebook, in particular one about the King Tides.
- Instagram has reached 860 followers
- Nearing 8000 followers on Facebook
- Visit Tillamook Coast e-news featured Old Growth Cedar trail

#### **Upcoming:**

- February newsletter on Valentine's activities
- Custom email campaigns in ParentMap (Seattle Region) and 1859 magazine
- Boise Weekly insert on Rockaway, plus additional Portland Tribune insert (all editions)
- Willamette Living article on Rockaway shopping
- NW Travel and Life article on Old Growth Cedar Trail
- Negotiating new video on outdoor adventures



# **Executive Summary**



### Here are the highlights:

A plugin was added called WPMU Dev which will help speed up the website. It will manage image sizes, and a variety of backend tasks that should increase the speed of the site. I will be contacting Canvas Host to see what they can do to increase their server speed as this is the biggest problem right now. The speed of your website is critical to increasing the rankings.

### January 2021 compared to December 2020\*

- Sessions are up 53%
- Users are up 53%
- Pages per session are up 13%
- Avg Session Duration is up 29%
- Organic is up 67%
- Direct is up 80%
- Social is up 60%
- Referral is up 147%
- Paid is up 16%

### January 2021 compared to December 2019\*

- Sessions are up 33%
- Users are up 29%
- Pages per session are down 12%
- Avg Session Duration is up 5%
- Organic is up 102%
- Direct is up 55%
- Social is down 64%
- Referral is up 185%
- Paid is down 29%

\*Traffic numbers are compiled with spam traffic removed.



# **Executive Summary**

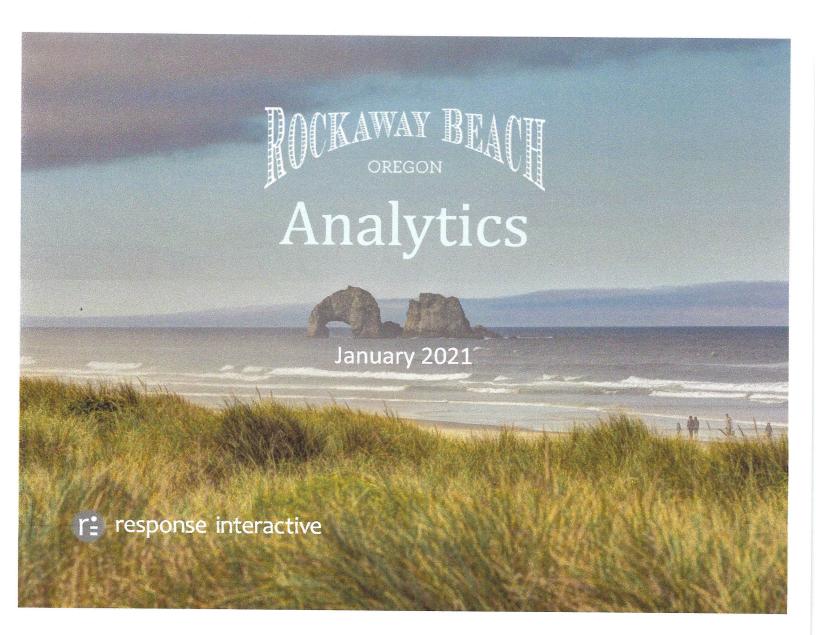


### More highlights:

## **AdWords Compared to Last Month**

- · Clicks are up 71%
- AdWords impressions are up 87%
- Click-through rate decreased 9%
- Spend is up 45% (still within budget)





# Trend Report



TOKAWAY BEAU	COVID-19 Referral Spam Removed		COVID-19 Referral Spam Removed		COVID-19 Referral Spam Removed
https://visitrockawaybeach.org/	2020		2020		2021
Stats	November		December		January
Website	10/23 to 11/22		11/23 to 12/22		12/23 to 01/22
All Visitors (Sessions)	472	25.00%	590	53.39%	905
Unique Visitors (Users)	451	21.51%	548	52.92%	838
Google	218	29.82%	283	66.43%	471
Live/Bing	26	-30.77%	18	27.78%	23
Yahoo	11	9.09%	12	16.67%	14
Inbound links*	117	10.26%	129	1.55%	131
Visits from keyphrase search	260	23.46%	321	66.98%	536
Average Session Duration (in seconds)	265	-19.46%	214	28.65%	275
Pages per Session	3.39	-7.67%	3.13	13.42%	3.55
Google Ads					
Clicks	423	17.26%	496	70.77%	847
Impressions	6,627	5.43%	6.987	87.33%	13.089
Click-Through Rate	6.38%	11.29%	7.10%	-8.87%	6.47%
Avg CPC	\$0.97	-24.74%	\$0.73	-15.07%	\$0.62
Avg. Position	na	na	na	na	na na
Total Cost	\$410.65	-12.10%	\$360.96	44.86%	\$522.89

Overall traffic increased 53% from December and search traffic increased 67%.

Inbound links increased to 131 (2%).

People visited a little over three and a half pages and stayed over four and a half minutes per visit on average.

(See next slide for comparison to last December.)

The busy season begins!



## **Audience Overview**

Dec 23, 2020 - Jan 22, 2021: O Users Dec 23, 2019 - Jan 22, 2020: B Users









## Sessions Referral Spam Removed 1...

32.50% 905 vs 683

### Pageviews Referral Spam Removed 1\_

16.68% 3,210 vs 2,751

#### Avg. Session Duration Referral Spam Removed 1... 5.19%

00:04:58 vs 00:04:43



30.61% 798 vs 611

## Number of Sessions per User

Referral Spam Removed 1... 2.62% 1.08 vs 1.05

### Pages / Session

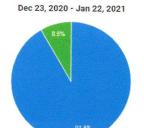
Referral Spam Removed 1... -11.94%

## 3.55 vs 4.03

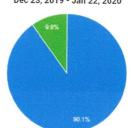
#### Bounce Rate Referral Spam Removed 1...

0.00% 0.00% vs 0.00%

### New Visitor Returning Visitor



Dec 23, 2019 - Jan 22, 2020



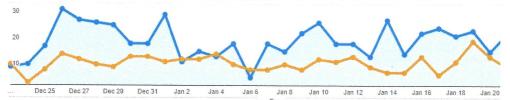
#### Good News!

When comparing last December to this December, the number of sessions has increased 33%.

Average Session Duration increased from 4:43 minutes to 4.58 minutes and pages per session decreased from 4.03 to 3.55 pages.

# Search Traffic Overview





Blue line is this period Orange line is last year

Secondary dimension V Sort	Type: Default *			Q	advanced #	O E 3		
	Acquisition		Behavior					
Source 9	Users 4	New Users	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration		
Referral Spam Removed 11/02/2018	100.00% <b>a</b> 518 vs 259	102.93% • 485 vs 239	101.50% • 536 vs 266	0.00% 0.00% vs 0.00%	21.25% • 3.22 vs 4.09	9.11% • 00.04:33 vs 00:05:00		
. google								
Dec 23, 2020 - Jan 22, 2021	471 (98.93%)	439 (90.52%)	487 (90.86%)	0.00%	3.10	00:04:26		
Dec 23, 2019 - Jan 22, 2020	212 (81.85%)	<b>194</b> (81.17%)	218 (81.95%)	0.00%	3.86	00:04:46		
% Change	122.17%	126.29%	123.39%	0.00%	-19.62%	-6.96%		
. bing								
Dec 23, 2020 - Jan 22, 2021	23 (4.44%)	23 (4 74%)	<b>24</b> (4.48%)	0.00%	5.25	00:07:33		
Dec 23, 2019 - Jan 22, 2020	25 (9.65%)	24 (10.04%)	<b>26</b> (9 77%)	0.00%	4.65	00:05:16		
% Change	-8.00%	-4.17%	-7.69%	0.00%	12.81%	43.32%		
. yahoo								
Dec 23, 2020 - Jan 22, 2021	14 (2.70%)	13 (2.68%)	15 (2.80%)	0.00%	2.93	00:03:00		
Dec 23, 2019 - Jan 22, 2020	12 (4.63%)	11 (4.60%)	12 (4.51%)	0.00%	4.58	00:06:39		
% Charige 25/2021	16.67%	18.18%	25.00%	0.00%	-36.00%	-54.81%		

When comparing last December to this December, the number of organic search sessions have increased about 102%.

Pages per session dropped about 21% and Avg. Session duration dropped about 9%.



# **Channel Mix**

#### Top Channels

Dec 23, 2020 - Jan 22, 2021



Organic and Paid are the top traffic drivers. These two channels make up 87% of all user traffic.

Organic traffic users increased 100%, Paid decreased 28%, Direst increased 15% from last year and Referral increased 162%, while social traffic decreased 64%.

1/25/2021



# Top 10 Pages Visited



p	Page ?		Page 7		Page ?		Page 7		Page 7		Page 7		Page 7		Page		Page 7		Pageviews 4	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit ?
Referral Spam Removed 11/02/2018			3,210 % of Total: 61.54% (5,216)	2,04 % of Tota 50.62 (4,04	al: Avg for View: 00:01:57	905 % of Total: 31.30% (2,891)	0.00% Avg for View: 68.45% (-100.00%)	28.19% Avg for View: 55.43% (~49.13%)																
1.	1		391 (12.18%)	228 (11.13	%) 00:01:53	200 (22.10%)	0.00%	18.41%																
2.	/rockaway-beach-lodging-guide/	(jii)	336 (10.47%)	202 (9.86	%) 00:01:50	144 (15.91%)	0.00%	21.73%																
3.	/restaurants/grumpys-cafe/	P	253 (7.88%)	119 (5.81	6) 00:01:54	114 (12.60%)	0.00%	36.76%																
4.	/rockaway-beach-restaurants/	P	188 (5.86%)	108 (5.27	6) 00:02:06	17 (1.88%)	0.00%	26.60%																
5.	/things-to-do/	P	143 (4.45%)	90 (4.394	6) 00:01:21	48 (5.30%)	0.00%	21.68%																
6.	/outdoor/	4	112 (3.49%)	87 (4.25	6) 00:04:36	7 (0.77%)	0.00%	37.50%																
7.	/lodging-guide-hotels-motels/	P	109 (3.40%)	64 (3.129	6) 00:01:09	22 (2.43%)	0.00%	13.76%																
8.	/rockaway-beach-shopping/	(F)	88 (2.74%)	62 (3.039	6) 00:02:22	11 (1.22%)	0.00%	32.95%																
9.	/eat-sleep/	P	81 (2.52%)	61 (2.989	6) 00:00:51	2 (0.22%)	0.00%	23.46%																
10.	/lodging-guide-vacation-rentals/	Ð	78 (2.43%)	48 (2.349	6) 00:02:00	11 (1.22%)	0.00%	19.23%																

The Home Page received the most traffic, followed by the Lodging guide. Guide pages continue to do quite well (outlined in orange).



# Visitors by Top 10 Cities

City 7		Acquisition						Behavior		
		Users ₹ ↓		New	New Users		ons ?	Bounce Rate	Pages / Session	Avg. Session Duration
	Referral Spam Removed 11/02/2018	% of 3	338 Total: 3,41% 2,508)	%	798 of Total: 32.24% (2,475)	94	905 of Total: 31.30% (2,891)	0.00% Avg for View: 68.45% (-100.00%)	3.55 Avg for View: 1.80 (96.59%)	00:04:58 Avg for View: 00:01:34 (217.27%)
1.	Portland	159 (18	3.84%)	152 (	19.05%)	166	(18.34%)	0.00%	2.99	00:03:09
2.	Tillamook	80 (	.48%)	69	(8.65%)	85	(9.39%)	0.00%	2.66	00:03:28
3.	Seattle	75 (8	3.89%)	73	(9.15%)	75	(8.29%)	0.00%	3.17	00:03:46
4.	Vancouver	24 (2	(.84%)	24	(3.01%)	26	(2.87%)	0.00%	3.65	00:04:18
5.	New York	19 (2	.25%)	19	(2.38%)	19	(2.10%)	0.00%	2.84	00:03:42
6.	Rockaway Beach	19 (	(25%)	16	(2.01%)	22	(2.43%)	0.00%	3.23	00:04:54
7.	(not set)	17 (2	.01%)	17	(2.13%)	17	(1.88%)	0.00%	3.53	00:07:57
8.	Beaverton	13 (1	.54%)	13	(1.63%)	13	(1.44%)	0.00%	2.54	00:04:38
9.	Hillsboro	12 (1	.42%)	11	(1.38%)	12	(1.33%)	0.00%	3.00	00:02:52
10.	Salem	10 (1	.18%)	10	(1.25%)	10	(1.10%)	0.00%	3.00	00:06:24
11.	Boise	9 (1	.07%)	7	(0.88%)	9	(0.99%)	0.00%	3.78	00:06:20
12.	Bend	8 (0	.95%)	8	(1.00%)	8	(0.88%)	0.00%	2.62	00:02:06
13.	Oregon City	8 (0	.95%)	7	(0.88%)	10	(1.10%)	0.00%	3.00	00:04:42
14.	Tigard	8 (0	.95%)	8	(1.00%)	8	(0.88%)	0.00%	2.38	00:01:10



Most traffic comes from Portland, followed by Seattle and then Vancouver.

The cities crossed out are the cities that were requested to be excluded, except New York which also has a city named Rockaway Beach.

# **Top Referral Traffic**



	Acquisition			Behavior		
Source ?	Users ? ↓	New Users	Sessions 2	Bounce Rate ?	Pages / Session	Avg. Session Duration
Referral Spam Removed 11/02/2018	34 % of Total: 1.36% (2,508)	31 % of Total: 1.25% (2,475)	37 % of Total: 1.28% (2,891)	0.00% Avg for View: 68.45% (-100.00%)	3.76 Avg for View: 1.80 (108.22%)	00:04:36 Avg for View: 00:01:34 (194.41%)
visittheoregoncoast.com	31 (91.18%)	28 (90.32%)	34 (91.89%)	0.00%	3.82	00:04:52
2. manzanitabeachgetaway.com	1 (2.94%)	1 (3.23%)	1 (2.70%)	0.00%	3.00	00:00:37
3. nortonsafe.search.ask.com	1 (2.24%)	1 (3,23%)	1 (2.70%)	0.00%	4.00	00:04:12
4. oregonhikers.org	1 (2.94%)	1 (3.23%)	1 (2.70%)	0.00%	2.00	00:00:18

Referral sites increased to three from the last report. The third URL, which is crossed out, is a search engine.

See <a href="https://www.oregonhikers.org/field\_guide/Cedar\_Wetlands\_Hike">https://www.oregonhikers.org/field\_guide/Cedar\_Wetlands\_Hike</a> I couldn't find a link on the Manzanita website.



# **Keyword Rankings Summary**





Rankings have been volatile for the past several months. I found out that in November, Google rolled out a significant update to the search algorithm which as you can see, caused traffic to be volatile.



# Tracked Keywords in Google Top 10



				40081	JIOPI
#	Keyword	Organic T	Google Rank -	Yahoo! Rank	Bing US Rank
1	visitrockawaybeach.org	0 .	② (SiteLinks) 1	1	1
2	Rockaway Beach Access	6 .	1	. 1	1
3	Rockaway Beach blog	N/A .	1	1	1
4	Rockaway Beach Oregon directions	30 .	1	3	3
5	North end Rockaway Beach	N/A .	1	1	1
6	Rockaway Beach annual events	N/A .	1	1	1
7	Rockaway Beach south end	NA.	1	1	1
8	Beach Combing Rockaway Beach	N/A .	1	1	1
9	Rockaway Beach Campgrounds	N/A .	2	2	1
10	Rockaway Beach Wayside	8 .	2	1	1
11	Beach Safety for Dogs Rockaway Beach	N/A .	2	1	1
12	rockaway beach in oregon	182 .	[   Images 2(3)	11	(3 mages) 1(2)
13	Rockaway Beach Shopping	N/A	3	4	4
14	whale watching rockaway beach oregon	0 .	4	6	5
15	where is rockaway beach oregon	1 .	4	20	Images 1(5)
16	what to do in rockaway beach oregon	1 .	5	3	[a] (mages) 1(2)
17	things to do in rockaway beach oregon	3 .	5	(Inages) 1(3)	[a] (mages 1(3)
18	rockaway beach oregon things to do	0 .	5	3	(i) (Images) 1(1)
19	things to do rockaway beach oregon	2 .	5	las Images 3(3)	a Images 1(2)
20	Beach Safety for Dogs oregon	N/A	5	3	2
21	rockaway beach ore	86 .	6	33	Not in top 50
22	rockaway beach lodging	0 .	6	5	7
23	rockaway beach or	98 .	6	8	14

Top 10 Rankings in Google stayed the same at 34 keywords from last month.

The column outlined in green shows what position the phrase shows up on Google.

In September, Yahoo traffic dropped off the map. Traffic has now recovered. (Outlined in red).

See next slide.

# Tracked Keywords in Google Top 10



#	Keyword	Organic T	Google Rank •	Yahoo! Rank	Bing US Rank
24	rockaway oregon	2	6	11	22
25	rockaway beach activities	0	6	(a) Images 2(2)	[i] [mages] 2(2
26	rockaway beach oregon restaurants	4	7	5	-
27	RV PARKS NEAR ROCKAWAY BEACH	N/A	7	2	
28	Rockaway Beach RV Parks	N/A	7	3	
29	Manhattan Beach Oregon	12	7	5	
30	places to stay in rockaway beach oregon	0	8	3	6
31	Kite Flying Tips	3	8	15	20
32	Beach Combing oregon	N/A	8	9	6
33	rockaway beach oregon	61	9	7	3
4	rockaway beach oregon hotels	3	9	7	10

Continued from previous page.



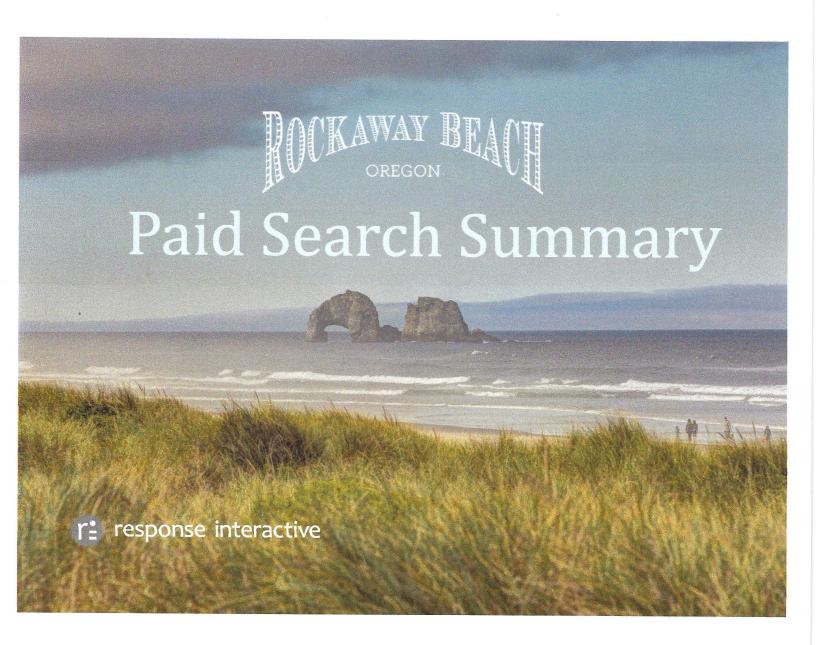
# **Top Organic Keyword Clicks**



Query	↓ Clicks	Impressions
grumpys cafe	157	633
rockaway beach oregon	102	19,964
grumpy's cafe	89	293
grumpys rockaway beach	55	135
things to do in rockaway beach oregon	43	661
breakfast near me	34	235
rockaway big tree traifhead	32	320
rockaway beach, oregon upcoming events	32	135
rockaway beach	29	8,168
grumpys cafe rockaway beach	25	50
grumpys	23	83
rockaway beach cedar wetlands preserve	22	793
rockaway beach winter	22	111

Query	↓ Clie	cks	Impressions
flamingo jims		20	630
things to do near rockaway beach oregon		19	177
restaurants near me		18	1,155
cedar wetlands preserve		17	331
food near me		16	1,378
twin rocks motel		15	1,203
rockaway oregon		14	1,143
things to do in rockaway beach, oregon		14	212
rockaway beach camping		14	135
old growth cedar preserve		13	142
breakfast rockaway beach		12	121
rockaway big tree		12	57
rockaway beach restaurants		11	1,653
rockaway beach cedar tree		11	221







## Paid Search



Google Ads			
Clicks	496	70.77%	847
Impressions	6,987	87.33%	13,089
Click-Through Rate	7.10%	-8.87%	6.47%
Avg CPC	\$0.73	-15.07%	\$0.62
Avg. Position	na	na	na
Total Cost	\$360.96	44.86%	\$522.89

As you can see in the table to the left, Clicks and Impressions increased substantially. The the avg cost per click dropped by 15% and overall cost increased by 45% while remaining in budget.

1/25/2021



## SEVEN MILES OF BEACH.

## ENDLESS FUN.

With so many fun things to do, great places to eat, and oceanfront places to stay, Rockaway Beach on Oregon's north coast is the place families love to visit.



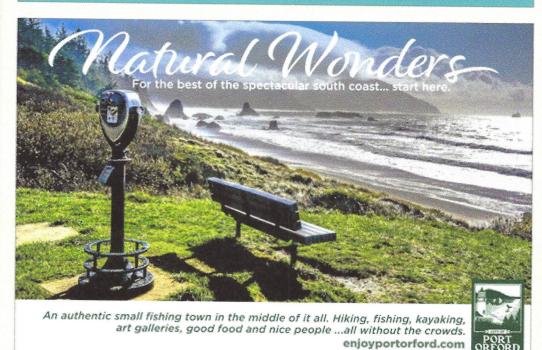
Plan your trip at VisitRockawayBeach.org

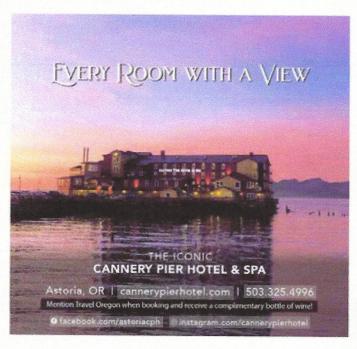








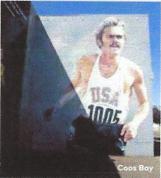




#### Oregon Coast Arts

With its dramatic natural landscapes and rich cultural histories, the Oregon Coast has long been a draw for artists, creators and dreamers of all stripes. Public art in communities up and down the Coast make that creativity accessible to all. Public artworks that communicate the region's spirit of creativity include Florence's sea lions sculpture and the cheerful whale sculpture in Cannon Beach, as well as the "Centennial Celebration Mural" in Toledo and mosaic tile bench in Port Orford. Bandon-based nonprofit Washed Ashore builds fabulous sea-themed installations from plastic debris fished out of the ocean. Look for murals, sculptures and other colorful innovations along the Oregon Coast Public Art Trail, and snap a photo at the designated selfie spots at the "Oregon Is Magic" murals in Yachats and Gold Beach.







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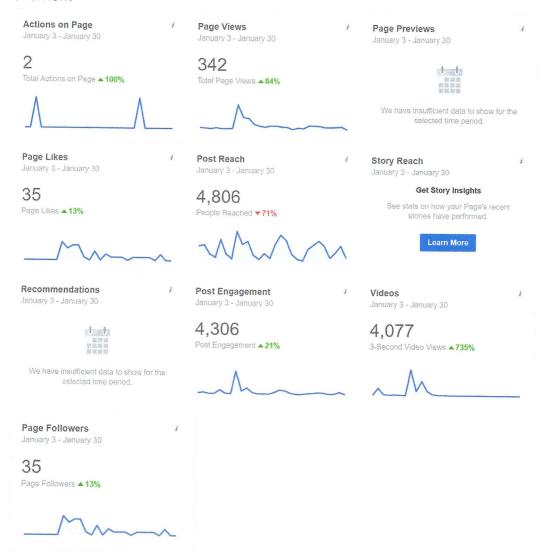
Plan your bip at VisitRockswayBeach.org



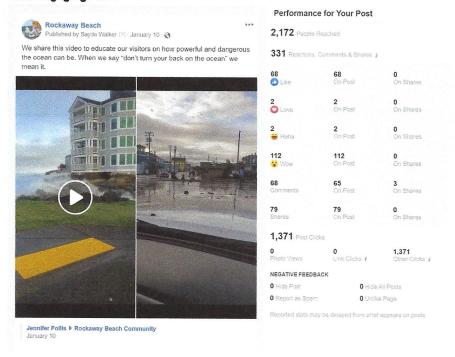
### Visit Rockaway Beach Social Media January Month-End Report

Facebook: 7,940 Total Likes

#### Overview:



#### **Most Engaging Post:**



#### January Highlights:

- Posted 25 times in January 2021
- Sixteen of those posts reached over 1,000 people
- Shared educational material on King Tides

Instagram: 860 Followers

#### January Highlights:

- Posted 6 times in January
- Posted using unique and popular hashtags
- Shared other Rockaway Beach accounts via stories

#### **February Goals:**

- Send a newsletter: Spend Valentine's Day in Rockaway Beach
- Write a Business profile on RB Little Store
- Facebook Live the re-opening of Warehouse 10
- Video the Wetlands Cedar Reserve boardwalk (waiting for a sunny day)

### OREGON COAST VISITORS ASSOCIATION: Recognition of people in our communities



JANUARY 26, 2021 By OCVA

What would happen if we looked back at the year 2020 in 'kindsight'? The Oregon Coast Visitors Association (OCVA) did just that and found ourselves humbled, delighted and inspired by the people, ideas and moments that strengthened our communities. So how did people show coastal kindness this past year? Check out some of the coastal examples below.

#### Victor + Jennifer Troxel (Offer it)

The Troxels own Troxel's Gem and Jewelry Shop in the heart of Rockaway Beach. They are actively involved in community efforts including organizing the Rockaway Beach Merchants Association and creating a free mini-golf course that families love, with a theme of the "yellow brick road." This year they've also helped improve beach access by providing beach wheelchairs for those with mobility issues. They have one of three wheelchairs funded by Visit Tillamook Coast and maintain the chair as well as manage its use for free.

#### David McCall (Recycle it)

David McCall has worked tirelessly during 2020 to ensure that recycling and solid waste management continued to be available to all Tillamook County residents. He personally worked the transfer stations in both North and South County to ensure all residents had the ability to recycle. During the fires in Bay City when garbage services could have been interrupted, he worked with the haulers to ensure and help craft an emergency plan where there was none, so that no residents would be without service.