

# Wilsonville Tourism Promotion Committee

## MEETING AGENDA

Tuesday, December 20, 2018  
10 am – 12 pm

Parks & Recreation Administration Offices, Mt Hood Conference Room  
Town Center Park, 29600 SW Park Place, Wilsonville



### VOTING MEMBERS

**Jeff Brown**, General Manager, Hotel Eastlund

**Darren Harmon**, Chair  
General Manager,  
Family Fun Center

**Al Levit**  
Former Commissioner,  
City of Wilsonville  
Planning Commission

**Dave Pearson**,  
Vice Chair  
Executive Director,  
World of Speed  
Motorsports Museum

**Brandon Roben**  
CEO, Oaks Park

**David Stead**  
General Manager,  
Langdon Farms Golf  
Club

### ADVISORY / EX-OFFICIO MEMBERS

**City of Wilsonville**  
City Councilor Charlotte  
Lehan, Council Liaison  
Michael McCarty, Parks &  
Recreation Director  
Brian Stevenson,  
Community Services  
Manager (designee)  
Erica Behler, Parks &  
Recreation Coordinator  
(designee)

**Clackamas County  
Tourism & Cultural  
Affairs (TCA)**  
Danielle Cowan, Director  
Samara Phelps,  
Development Lead  
(designee)

**Washington County  
Visitors Association  
(WCVA)**  
Carolyn McCormick,  
President/CEO  
Sylke Neal-Finnegan,  
VP/Marketing &  
Communications  
(designee)

**Wilsonville Area  
Chamber of Commerce**  
Kevin Ferrasci O'Malley,  
CEO

### STAFF

Mark Ottenad,  
Public/Government  
Affairs Director

### OPERATIONS AND DEVELOPMENT COORDINATOR

Vertigo Marketing, LLC  
Lynette Brailard  
and Trev Naranche,  
Principals

- 1. Welcome 10:00**
  - a. Committee members and guests introductions
- 2. Committee Business and Updates 10:10**
  - b. Approve Prior Meeting Minutes of Nov. 20, 2018 *page 2*
  - c. Draft Community Investment Strategy for Arts, Culture and Heritage: public comment until Jan. 28, 2019 *page 5*
  - d. City and County Tourism Grant Programs \*
  - e. Oregon Destination Marketing Organizations (ODMO) 2019 Annual Conference, January 22-24, Tetherow Resort, Bend, OR <http://oregondmo.com/conferences/>
- 3. Vertigo Marketing Report 10:30**
  - f. Visitor Profile Survey – Decision points \*
  - g. Oregon Barometer: Proposed performance benchmarking report *page 6*
  - h. Website matters: Privacy Policy and Disclaimer *page 18*
  - i. STR lodging trends report:
    - Oct 2018 YTD *page 25*
    - Greater Portland metro region lodging properties *page 28*
  - j. Certified Folder Display distribution locations:
    - Current Explore Wilsonville ‘pocket trips’ brochure *page 30*
    - Options for Portland, Salem, welcome centers, and corporate locations *page 31*
    - Additional design/printing *page 39*
  - k. AAA Via Magazine Leads *page 46*
- 4. Adjourn 12:00**

***Proposed Next Meeting Date:  
Thur, Feb. 21, 1-3 pm, City Hall***

\* material at meeting

# Wilsonville Tourism Promotion Committee

## MEETING MINUTES

Tuesday, November 20, 2018 • 1–3 pm

Willamette River Room, Wilsonville City Hall

### 1. Welcome

**a. Voting members attending:** Jeff Brown; Darren Harmon, Chair; Al Levit; Dave Pearson, Vice Chair; and David Stead. Brandon Roben excused.

**Ex-officio members, staff, consultants and guests attending:** Trev Naranche; Sylke Neal-Finnegan; Kevin Ferrasci O'Malley; Samara Phelps; Mark Ottenad; and Brian Stevenson.

### 2. Committee Business and Updates

**b. Approve Meeting Minutes of Prior Meetings:** Committee members reviewed the draft meeting minutes of Sept 27, 2018. Jeff Brown moved and Dave Pearson seconded the motion to adopt the meetings minutes as presented. Motion approving minutes passed unanimously.

**c. Reports:** Samara Phelps reported on findings of the Clackamas County Water Tourism Study, especially in relation to Wilsonville. She noted that the county has top-rated outdoor water recreational opportunities, but low public awareness and a lack of key infrastructure to access and promote availability as tourism resource.

Brian Stevenson provided an update on the Parks & Recreation Master Plan and Boones Ferry Park Master Plan efforts. He noted that capital improvement cost estimates of \$11-13 million for Memorial Park and \$8-\$13 million for Boones Ferry Park, not including the proposed French Prairie 'bike-ped-emergency' Bridge.

David Stead suggested that development of river-related access and support infrastructure could offer a powerful draw as a tourism attraction for Wilsonville. The river offers a reason to come here. Committee members discussed possible ways that the City could support increased access to the Willamette River and recreational use, noting that TLT revenues were insufficient to bond against or provide meaningful contribution to large capital investments.

Samara agreed that considerable work needs to be done on product development, with a focus on existing businesses and resources. Lots of infrastructure to be developed and marketing promotional collateral to be developed over time to promote access to and recreation on the Willamette River. Suggestion to invite the Travel Oregon bike and water tourism coordinators to an upcoming committee meeting.

Mark Ottenad reported on the Oct. 29 Arts, Heritage and Culture Strategy Community Meeting that was well attended. He indicated that several proposals appear to be rising from the interviews and fieldwork research, including establishing an arts commission and an arts/heritage foundation or fund, funding more public art, creating a tourism and cultural affairs coordinator position and working with the school district to advance a joint-use performing arts center.

Mark Ottenad reviewed a Wilsonville Proposal for RFP to Host 2020 Oregon Mayors Assn (OMA) Statewide Conference for Holiday Inn Wilsonville that he developed in conjunction with Jimmy Vach, group sales manager for Holiday Inn. The proposal suggests OMA attend events at Langdon Farms Golf Club, McMenamins Old Church & Pub and World of Speed Motorsports Museum.

**d. City's Community Tourism Grant Program:** Brian Stevenson presented a proposal to clarify that qualifying criteria to receive City funds requires that events occurring primarily within the City of Wilsonville, thereby meeting legal requirements while providing the committee with some discretion in awarding City grant funds for event that could fill Wilsonville lodging rooms. He also

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suggested and committee members agree that grant recipients be required to use the Explore Wilsonville logo and link to ExploreWilsonville.com.

Committee members discussed an idea of requiring an 'out-of-town' event to demonstrate having booked a hotel room block with a minimum of 10 paid rooms. Staff was unclear on how workable such a proposal might be.

### **3. Vertigo Marketing Report**

**e. RRC Assoc. Summer Visitor Profile Survey Report:** Trev Naranche reviewed a few highlights from the summer survey; he noted that visitors reported little recall of Wilsonville tourism advertising since the Explore Wilsonville promotional effort had just started at the commencement of the summer survey.

David Stead observed that it appeared a majority of visitors with from within 50 miles and generally did not utilize overnight lodging facilities. Trev Naranche indicated that the loss of access to Holiday Inn Wilsonville's guests to survey hurt the ability to conduct a wider survey.

Committee members wondered if Explore Wilsonville could more greatly utilize the I-5 French Prairie Rest Area tourism display jointly operated by Oregon Travel Information Council and Clackamas County Tourism.

Committee members discussed asking Jimmy and Liz of Holiday Inn again to see about participation in the pending winter survey; and similar of new GM Roger at Best Western.

**f. RRC Assoc. Winter Visitor Profile Survey Questionnaire:** Members reviewed various minor changes proposed by Lynnette Braillard to the summer survey questionnaire to adopt for winter use, with the objective of keep questions similar to the summer questionnaire in order to have consistent survey measurement gauges. No additional edits were suggested.

**g. Pocket Trips marketing:** Trev Naranche presented samples of the new printed brochures marketing collateral of the 12 themed pocket trips that are now being distributed in select locations of Certified Folder Display Service, Inc., including PDX and Portland visitor center and other locations. He said that every couple of weeks Vertigo Marketing would forward leads from AAA Via magazine, Sunset magazine, Travel Portland and Travel Oregon guides and other publication advertising to the City's Park and Recreation Department, which will fulfill visitor-information order requests.

**h. Print and online promotions:** Trev Naranche indicated that the new website and branded brochures together position Explore Wilsonville for better marketing promotional outreach to visitors by being able to provide a quality visitor-information website coupled with print brochure fulfillment.

**i. ExploreWilsonville.com tourism website re-design:** Trev Naranche reviewed the redesigned ExploreWilsonville.com tourism website that re-launched in September. David Stead noted some formatting display problems when looking at the site in mobile smart phone (display box text getting cut-off/truncated).

**j. STR lodging trends report:** Mark Ottenad presented the STR lodging trends report for Sept 2018 YTD, showing similar lodging data for a year earlier after having a higher than average occupancy the year prior due to the August 2017 solar eclipse event.

Members asked additional questions regarding the comparable options, wondering if all of the Portland metro region or aggregated portions of the three metro counties could be used as a comparable. Previously, the committee had spent consider time discussing various potential comparable markets and arrived at Troutdale as a quality comparable. Trev Naranche said that he would inquire with STR regarding options for other comparable markets and costs.

**Wilsonville Tourism Promotion Committee**

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**k. Proposed comprehensive benchmarking lodging report:** Committee members asked what kinds of data trends would be good to use to benchmark Explore Wilsonville tourism promotion efforts by Vertigo Marketing. STR data for Demand and Tax Collections metrics are the most important ones. A question became how to incorporate Wilsonville's TLT collections as a component of the metric.

Mark Ottenad indicated that Vertigo Marketing consultants were to meet with Finance Department staff to determine how TLT data could be used, since data comes from two counties on a quarterly basis. Committee members wondered how to track data for VRBO and AirBnB lodging.

Committee members wondered if other data sources, such as Travel Oregon Dean Runyan month reports or the TO Travel Barometer could provide benchmarking data.

Some of the performance metrics suggested during conversation included occupancy, website unique visitors count, number of leads generated by print/online ads, brochure distribution count and TLT collections.

**4. Adjourn**

The meeting adjourned at 3:00 pm

Respectfully submitted by Mark Ottenad on December 10, 2018.

# City of Wilsonville NEWS RELEASE

*For Immediate Release*

December 19, 2018

CONTACT: Mark Ottenad, Public/Government Affairs Director  
503-570-1505, [ottenad@ci.wilsonville.or.us](mailto:ottenad@ci.wilsonville.or.us)



## Draft Community Investment Strategy for Arts, Culture and Heritage Released for Public Comment

WILSONVILLE, OR — The City of Wilsonville seeks public comment on a draft “Community Investment Strategy for Arts, Culture and Heritage” until Jan. 28, 2019. The proposed plan along with a questionnaire seeking feedback on findings and recommendations is online at [www.ci.wilsonville.or.us/ArtsStrategy](http://www.ci.wilsonville.or.us/ArtsStrategy).

Discussed by the City Council during work session on Dec. 3, 2018, the draft “Community Investment Strategy for Arts, Culture and Heritage” makes several recommendations to foster activities and programs of benefit to the community including:

- Establish an arts and culture commission to advise the City Council.
- Assist new and existing organizations to better coordinate activities, find working space and presentation venues and promote events and programs.
- Create a City position to act as tourism and culture affairs coordinator, staffing both the tourism promotion committee and proposed arts and culture commission.
- Explore construction of a joint community-use performing arts center with the school district.
- Create an arts and culture fund to facilitate community support, including increased sponsorship from the business community.

Funded by the Wilsonville-Metro Community Enhancement Program in 2017, the City collaborated with the Clackamas County Arts Alliance to develop an “investment strategy” for cultivating arts, heritage and culture in conjunction with community stakeholders. The project was developed in response to citizen concerns regarding the capacity of local nonprofits that sponsor arts, culture and heritage programs and events, especially as long-time or aging organizational leaders seek engagement by new community members and local businesses.

Managed by Taylor Consulting, the process to develop the draft plan featured extensive community engagement, including interviews with over two dozen city officials and community members, in-person and online surveys, research into what other Oregon communities have done, and an October community meeting to discuss initial findings and potential recommendations. Public comments on the draft proposal are to be incorporated into a final version of the Community Investment Strategy scheduled to be presented to City Council for adoption by April 2019.

“An attractive, vibrant community with a high residential quality of life, visitor amenities and business development opportunities is accompanied by cultural activities and events,” Wilsonville Mayor Tim Knapp said. “This Community Investment Strategy offers Wilsonville the opportunity to more purposefully devote public and private resources that support arts, culture and heritage.”

For more information, contact Mark Ottenad, Public/Government Affairs Director, at 503-570-1505, [ottenad@ci.wilsonville.or.us](mailto:ottenad@ci.wilsonville.or.us).

*Travel Oregon has partnered with Dean Runyan Associates to provide the Travel Industry with a monthly "Oregon Travel Barometer." The Barometer is a quick-read dashboard of key travel indicators designed to show changes in the metrics that affect Oregon's tourism industry. Where applicable there is a deeper dive available for each indicator, so you can review the data in greater detail.*

### July 2018 Report Highlights

Following are a few observations from the July 2018 Oregon Travel Barometer report:

- Both Oregon's statewide lodging demand and revenue showed a growth in July 2018 (Lodging Demand: +2.4% YOY; Lodging Revenue: +5.1% YOY).
  - Among all Oregon regions Mt.Hood/Gorge and Eastern Oregon regions showed the decline in lodging demand in July 2018 vs. July 2017.
- The West Coast (except California) average gasoline prices in July 2018 were 23.0% higher than a year before.
- The total number of deplaned passengers at Portland International Airport was up (4.8% YOY) in July 2018 versus July 2017.
- The number of international deplaned passengers at PDX increased (15.1% YOY) in July 2018 vs. July 2017.
- Employment in Oregon's Accommodation & Food Services sector was up 3.6% in July 2018 vs. July 2017.

*The Oregon Travel Barometer will be updated on a monthly basis (with lag time to compile the indicators). We will notify you via the Travel Oregon Industry eNewsletter as each new report becomes available (go to [www.traveloregon.com/industry](http://www.traveloregon.com/industry) to subscribe). To see an archive of past Travel Barometers, [click here](#).*

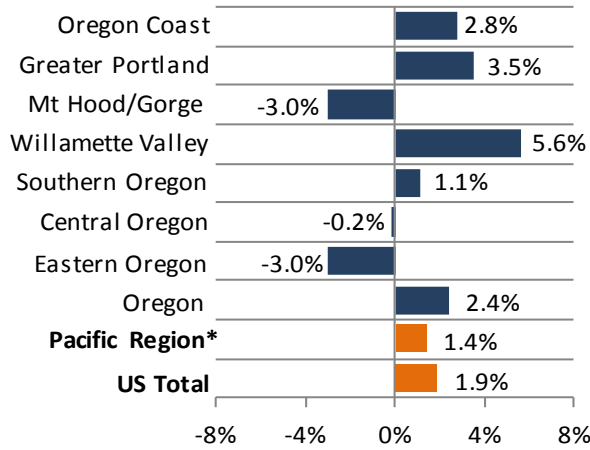
*Many thanks,  
The Travel Oregon Research Team*

JULY 2018

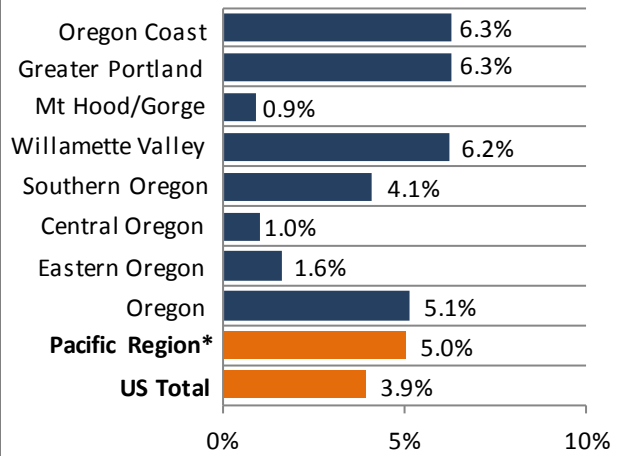
OREGON TRAVEL BAROMETER

OREGON LODGING TRENDS<sup>1</sup>

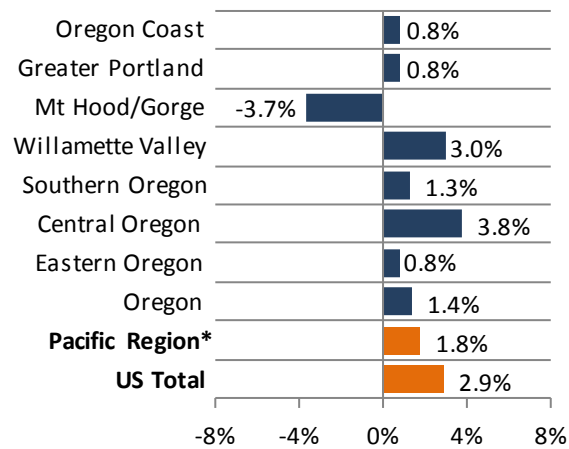
Yr/Yr Change in Lodging Demand Jul 2018



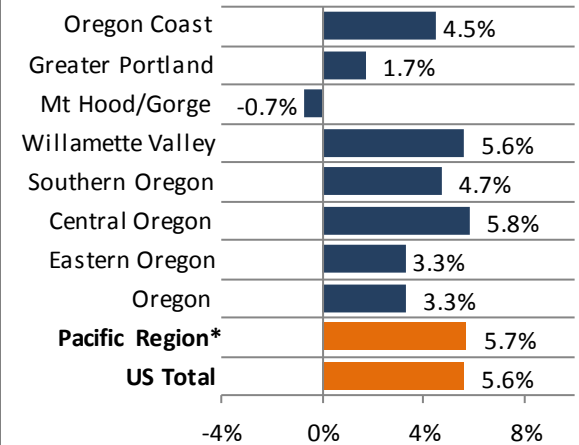
Yr/Yr Change in Lodging Revenue Jul 2018



Yr/Yr Change in Lodging Demand Jul 2018 (YTD)



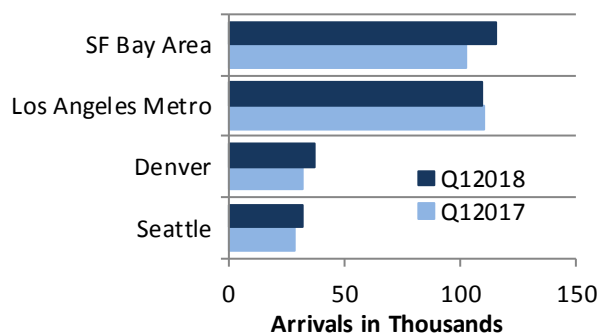
Yr/Yr Change in Lodging Revenue Jul 2018 (YTD)



OREGON DOMESTIC AIR TRAVEL<sup>2</sup>

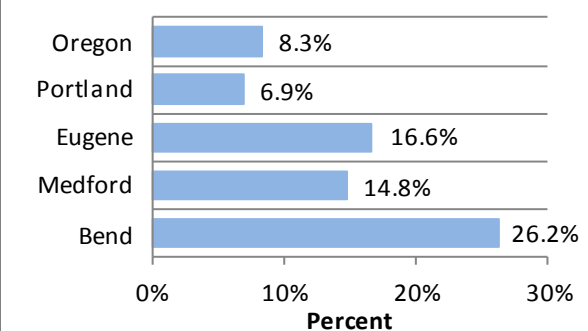
Top 5 Origin Markets: Q1 2018 vs. Q1 2017

[Data](#)



Yr/Yr Change in Air Arrivals: Q1 2018

[Data](#)



\*The Pacific Region includes the states of Alaska, California, Hawaii, Oregon and Washington.



JULY 2018

OREGON TRAVEL BAROMETER

PRICES				TRANSPORTATION			
<b>West Coast (except CA) Gas Prices (\$ per gallon)<sup>3</sup></b> <a href="#">Data</a>				<b>Oregon Gasoline Volume (000 gals/day)<sup>7</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Jun 2018	Jun (%)	YTD <sup>4</sup> (%)
	\$3.18	23.0%	15.9%		4,558.5	-4.8%	-3.6%
<b>Portland Metro Room Rates<sup>1</sup></b>				<b>Domestic Air Visitors to Oregon<sup>2</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q1 2018	Q1 (%)	YTD <sup>4</sup> (%)
	\$162.56	2.8%	0.9%		776,644	13.2%	13.2%
<b>PDX Average Airfare per Passenger<sup>2</sup></b> <a href="#">Data</a>				<b>Total Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Quarterly: 2yrs	Q12018	Q1 (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)
	\$180.23	0.3%	0.3%		1,027,108	4.8%	4.6%
<b>West Urban CPI Food Away From Home<sup>5</sup></b> <a href="#">Data</a>				<b>International Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)
	275.768	3.4%	3.4%		53,781	15.1%	14.9%
<b>OREGON EMPLOYMENT<sup>6</sup> (Seasonally Adjusted)</b>				<b>NATIONAL AND STATE INDICATORS (March 2007=100)</b>			
<b>Leisure &amp; Hospitality Employment</b> <a href="#">Data</a>				<b>Traveler Sentiment Index (TSI)<sup>9</sup> –Likely Oregon Visitors</b>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q2 2018	Q2 (%)	
	214,300	3.9%	3.4%		126	1.6%	
<b>Accommodation &amp; Food Services Employment</b> <a href="#">Data</a>				<b>OR Index of Leading Economic Indicators (OILI)<sup>10</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Jun 2018	Jun (%)	6Mo <sup>11</sup> (%)
	186,000	3.6%	3.2%		102.09	3.5%	-0.1%

Sources and Notes:

- Lodging metrics are based on reports of STR, Inc.
- Domestic Air Travel data is based on the Origin and Destination Survey of the U.S. Department of Transportation. This survey represents a 10 percent sample of the ticket itineraries of domestic passenger flights of U.S. air carriers.
- U.S. Energy Information Administration, Regular All Formulations Retail Gasoline Prices
- YTD Year-over-Year Change is based on last available value for each metric.
- U.S. Bureau of Labor Statistics.
- Oregon Employment Department.
- U.S. Energy Information Administration
- Port of Portland, Aviation Statistics
- MMGY Global. TSI is a quarterly metric of consumer attitudes toward leisure travel based on available time and finances, interest, affordability, safety of travel and quality of service. The TSI is released in February (Q1), April (Q2), July (Q3) and October (Q4). Base: Total Respondents/Likely to visit Oregon.
- Oregon Office of Economic Analysis. The OILI applies the Conference Board’s methodology for the U.S. National Leading Index to Oregon-specific components. The OILI value is subject to change due to the standard deviation changes. It is released in February, May, August and November.
- 6 Month Annualized Change.

This report does not imply Oregon’s participation in any increase or decrease in the various metrics offered.





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### August 2018 Report Highlights

Following are a few observations from the August 2018 Oregon Travel Barometer report:

- Both Oregon's statewide lodging demand and revenue decreased in August 2018 (Lodging Demand: -0.9% YOY; Lodging Revenue: -4.0% YOY).
  - All Oregon regions showed the decline in lodging revenue in August 2018 vs. August 2017.
  - Year-over-year growth in Oregon's lodging demand and revenue in August 2018 was lower than that of the national and regional averages.
- The West Coast (except California) average gasoline prices in August 2018 were 19.1% higher than a year before.
- The total number of deplaned passengers at Portland International Airport was up (3.8% YOY) in August 2018 versus August 2017.
- The number of international deplaned passengers at PDX increased (11.9% YOY) in August 2018 vs. August 2017.
- Employment in Oregon's Accommodation & Food Services sector was up 2.6% in August 2018 vs. August 2017.

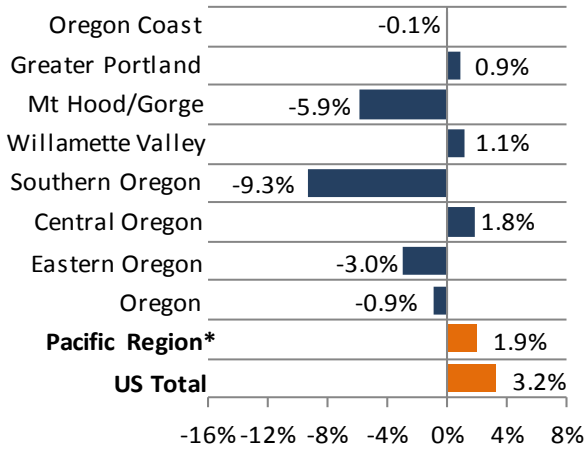
*The Oregon Travel Barometer will be updated on a monthly basis (with lag time to compile the indicators). We will notify you via the Travel Oregon Industry eNewsletter as each new report becomes available (go to [www.traveloregon.com/industry](http://www.traveloregon.com/industry) to subscribe). To see an archive of past Travel Barometers, [click here](#).*

*Many thanks,  
The Travel Oregon Research Team*

**OREGON LODGING TRENDS<sup>1</sup>**

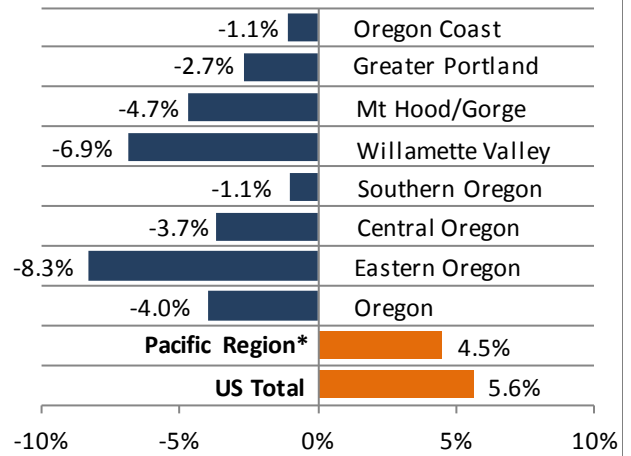
**Yr/Yr Change in Lodging Demand Aug 2018**

[Data](#)



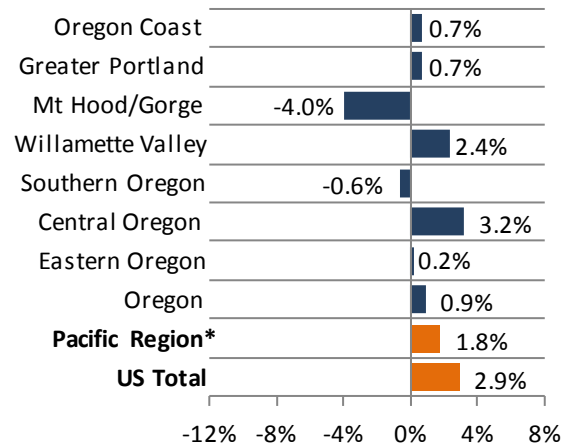
**Yr/Yr Change in Lodging Revenue Aug 2018**

[Data](#)



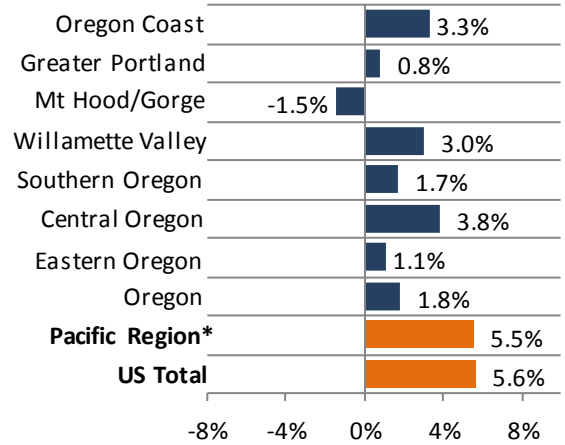
**Yr/Yr Change in Lodging Demand Aug 2018 (YTD)**

[Data](#)



**Yr/Yr Change in Lodging Revenue Aug 2018 (YTD)**

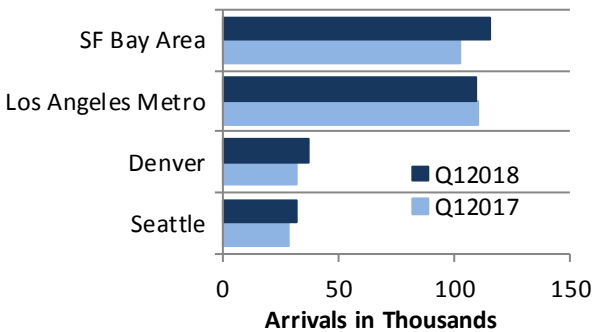
[Data](#)



**OREGON DOMESTIC AIR TRAVEL<sup>2</sup>**

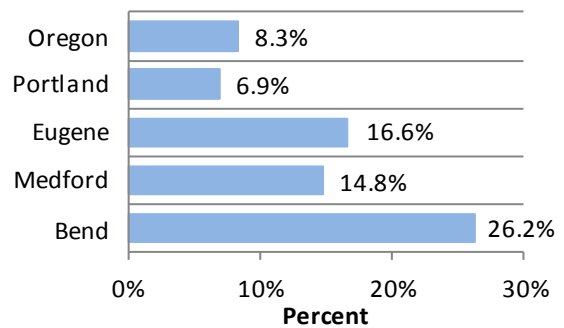
**Top 5 Origin Markets: Q1 2018 vs. Q1 2017**

[Data](#)



**Yr/Yr Change in Air Arrivals: Q1 2018**

[Data](#)



\*The Pacific Region includes the states of Alaska, California, Hawaii, Oregon and Washington.

AUGUST 2018

OREGON TRAVEL BAROMETER

PRICES			
<b>West Coast (except CA) Gas Prices (\$ per gallon)<sup>3</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	\$3.13	19.1%	16.3%
<b>Portland Metro Room Rates<sup>1</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	\$160.63	-3.6%	0.1%
<b>PDX Average Airfare per Passenger<sup>2</sup></b> <a href="#">Data</a>			
Quarterly: 2yrs	Q12018	Q1 (%)	YTD <sup>4</sup> (%)
	\$180.23	0.3%	0.3%
<b>West Urban CPI Food Away From Home<sup>5</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	276.720	3.5%	3.4%

TRANSPORTATION			
<b>Oregon Gasoline Volume (000 gals/day)<sup>7</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jul 2018	Jul (%)	YTD <sup>4</sup> (%)
	4,682.7	0.2%	3.0%
<b>Domestic Air Visitors to Oregon<sup>2</sup></b> <a href="#">Data</a>			
Quarterly: 2yrs	Q1 2018	Q1 (%)	YTD <sup>4</sup> (%)
	776,644	13.2%	13.2%
<b>Total Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	990,802	3.8%	4.5%
<b>International Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	51,572	11.9%	14.4%
OREGON EMPLOYMENT <sup>6</sup> (Seasonally Adjusted)			
<b>Leisure &amp; Hospitality Employment</b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	212,500	2.8%	3.2%
<b>Accommodation &amp; Food Services Employment</b> <a href="#">Data</a>			
Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	184,500	2.6%	3.1%
NATIONAL AND STATE INDICATORS (March 2007=100)			
<b>Traveler Sentiment Index (TSI)<sup>9</sup> –Likely Oregon Visitors</b>			
Quarterly: 2yrs	Q2 2018	Q2 (%)	
	126	1.6%	
<b>OR Index of Leading Economic Indicators (OILI)<sup>10</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Jun 2018	Jun (%)	6Mo <sup>11</sup> (%)
	102.09	3.5%	-0.1%

Sources and Notes:

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- Domestic Air Travel data is based on the Origin and Destination Survey of the U.S. Department of Transportation. This survey represents a 10 percent sample of the ticket itineraries of domestic passenger flights of U.S. air carriers.
- U.S. Energy Information Administration, Regular All Formulations Retail Gasoline Prices
- YTD Year-over-Year Change is based on last available value for each metric.
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### September 2018 Report Highlights

Following are a few observations from the September 2018 Oregon Travel Barometer report:

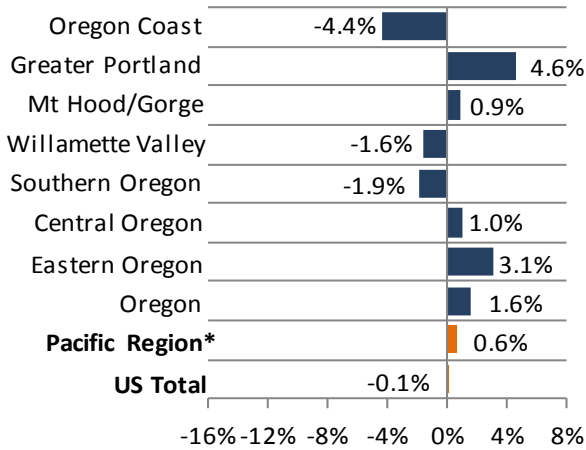
- Both Oregon's statewide lodging demand and revenue showed some growth in September 2018 (Lodging Demand: 1.6% YOY; Lodging Revenue: 3.7% YOY).
  - Three regions (Oregon Coast, Willamette Valley, and Southern Oregon) showed the decline in lodging trends in September 2018 vs. September 2017.
  - Year-over-year growth in Oregon's lodging demand and revenue in September 2018 was slightly higher than that of the national averages.
- The West Coast (except California) average gasoline prices in September 2018 were 12.9% higher than a year before.
- Employment in Oregon's Accommodation & Food Services sector was up 2.9% in September 2018 vs. September 2017.

*The Oregon Travel Barometer will be updated on a monthly basis (with lag time to compile the indicators). We will notify you via the Travel Oregon Industry eNewsletter as each new report becomes available (go to [www.traveloregon.com/industry](http://www.traveloregon.com/industry) to subscribe). To see an archive of past Travel Barometers, [click here](#).*

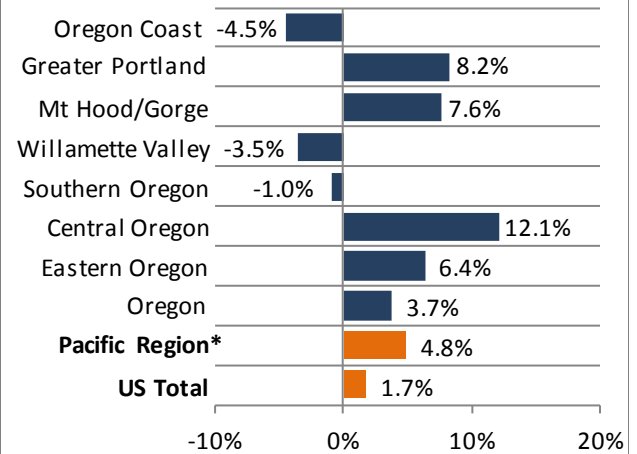
*Many thanks,  
The Travel Oregon Research Team*

**OREGON LODGING TRENDS<sup>1</sup>**

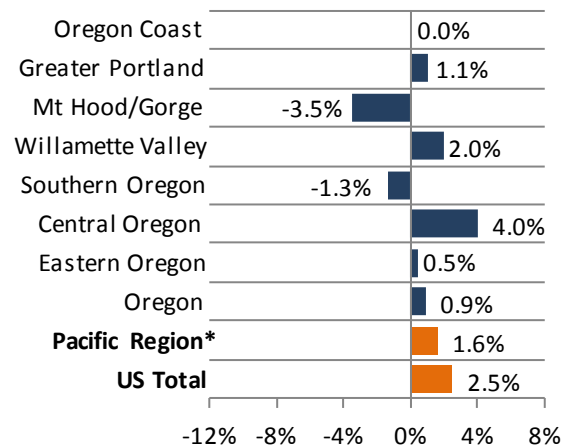
**Yr/Yr Change in Lodging Demand Sep 2018**



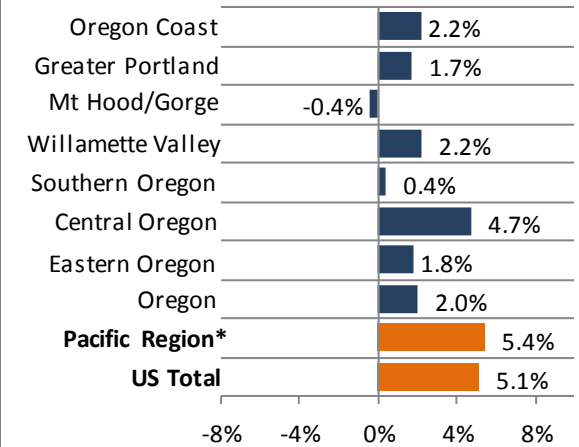
**Yr/Yr Change in Lodging Revenue Sep 2018**



**Yr/Yr Change in Lodging Demand Sep 2018 (YTD)**



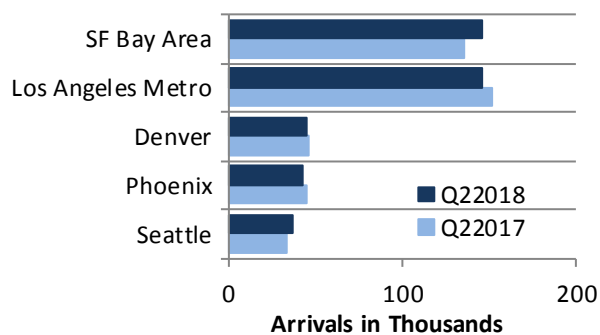
**Yr/Yr Change in Lodging Revenue Sep 2018 (YTD)**



**OREGON DOMESTIC AIR TRAVEL<sup>2</sup>**

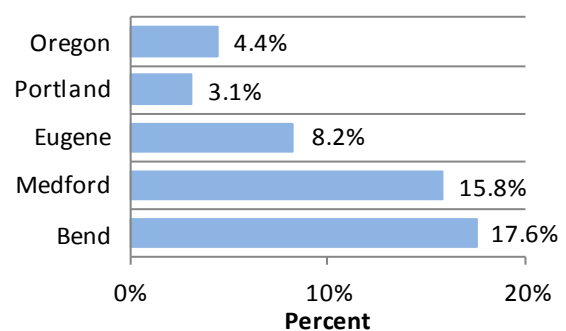
**Top 5 Origin Markets: Q2 2018 vs. Q2 2017**

[Data](#)



**Yr/Yr Change in Air Arrivals: Q2 2018**

[Data](#)



\*The Pacific Region includes the states of Alaska, California, Hawaii, Oregon and Washington.

PRICES				TRANSPORTATION			
<b>West Coast (except CA) Gas Prices (\$ per gallon)<sup>3</sup></b> <a href="#">Data</a>				<b>Oregon Gasoline Volume (000 gals/day)<sup>7</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	\$3.13	12.9%	15.9%		4,504.4	-7.0%	-3.6%
<b>Portland Metro Room Rates<sup>1</sup></b>				<b>Domestic Air Visitors to Oregon<sup>2</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q2 2018	Q2 (%)	YTD <sup>4</sup> (%)
	\$150.89	3.4%	0.5%		1,089,343	4.4%	6.0%
<b>PDX Average Airfare per Passenger<sup>2</sup></b> <a href="#">Data</a>				<b>Total Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Quarterly: 2yrs	Q2 2018	Q2 (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	\$187.37	-1.5%	-0.7%		990,802	3.8%	4.5%
<b>West Urban CPI Food Away From Home<sup>5</sup></b> <a href="#">Data</a>				<b>International Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Aug 2018	Aug (%)	YTD <sup>4</sup> (%)
	277.52	3.3%	3.4%		51,572	11.9%	14.4%
<b>OREGON EMPLOYMENT<sup>6</sup> (Seasonally Adjusted)</b>				<b>NATIONAL AND STATE INDICATORS (March 2007=100)</b>			
<b>Leisure &amp; Hospitality Employment</b> <a href="#">Data</a>				<b>Traveler Sentiment Index (TSI)<sup>9</sup> –Likely Oregon Visitors</b>			
Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q2 2018	Q2 (%)	
	213,800	3.2%	3.3%		126	1.6%	
<b>Accommodation &amp; Food Services Employment</b> <a href="#">Data</a>				<b>OR Index of Leading Economic Indicators (OILI)<sup>10</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Sep 2018	Sep (%)	6Mo <sup>11</sup> (%)
	185,500	2.9%	3.1%		100.77	1.3%	-4.2%

**Sources and Notes:**

- Lodging metrics are based on reports of STR, Inc.
- Domestic Air Travel data is based on the Origin and Destination Survey of the U.S. Department of Transportation. This survey represents a 10 percent sample of the ticket itineraries of domestic passenger flights of U.S. air carriers.
- U.S. Energy Information Administration, Regular All Formulations Retail Gasoline Prices
- YTD Year-over-Year Change is based on last available value for each metric.
- U.S. Bureau of Labor Statistics.
- Oregon Employment Department.
- U.S. Energy Information Administration
- Port of Portland, Aviation Statistics
- MMGY Global. TSI is a quarterly metric of consumer attitudes toward leisure travel based on available time and finances, interest, affordability, safety of travel and quality of service. The TSI is released in February (Q1), April (Q2), July (Q3) and October (Q4). Base: Total Respondents/Likely to visit Oregon.
- Oregon Office of Economic Analysis. The OILI applies the Conference Board’s methodology for the U.S. National Leading Index to Oregon-specific components. The OILI value is subject to change due to the standard deviation changes. It is released in February, May, August and November.
- 6 Month Annualized Change.

This report does not imply Oregon’s participation in any increase or decrease in the various metrics offered.



*Travel Oregon has partnered with Dean Runyan Associates to provide the Travel Industry with a monthly "Oregon Travel Barometer." The Barometer is a quick-read dashboard of key travel indicators designed to show changes in the metrics that affect Oregon's tourism industry. Where applicable there is a deeper dive available for each indicator, so you can review the data in greater detail.*

### October 2018 Report Highlights

Following are a few observations from the October 2018 Oregon Travel Barometer report:

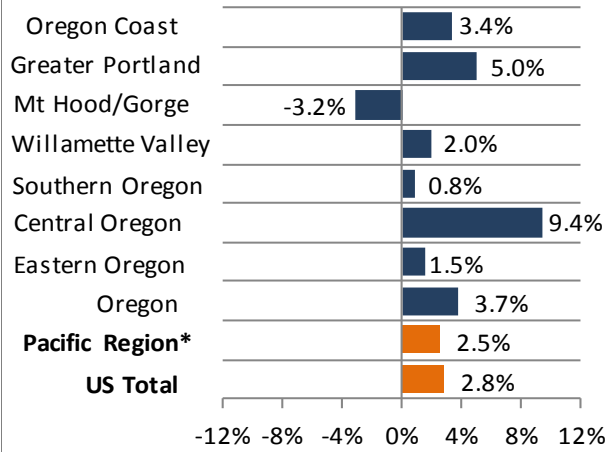
- Both Oregon's statewide lodging demand and revenue showed some growth in October 2018 (Lodging Demand: +3.7% YOY; Lodging Revenue: +4.2% YOY).
  - Among all Oregon regions Central Oregon reported the largest growth in lodging demand and revenue in October 2018. Mt.Hood/Gorge showed the biggest decrease in both lodging demand and revenue.
  - Year-over-year growth in Oregon's lodging demand in October 2018 was slightly higher than that of the national averages.
- The West Coast (except California) average gasoline prices in October 2018 were 18.6% higher than a year before.
- The total number of deplaned passengers at Portland International Airport was up (5.5% YOY) in October 2018 versus October 2017.
- The number of international deplaned passengers at PDX increased (21.3% YOY) in October 2018 vs. October 2017.
- Employment in Oregon's Accommodation & Food Services sector was up 0.9% in October 2018 vs. October 2017.

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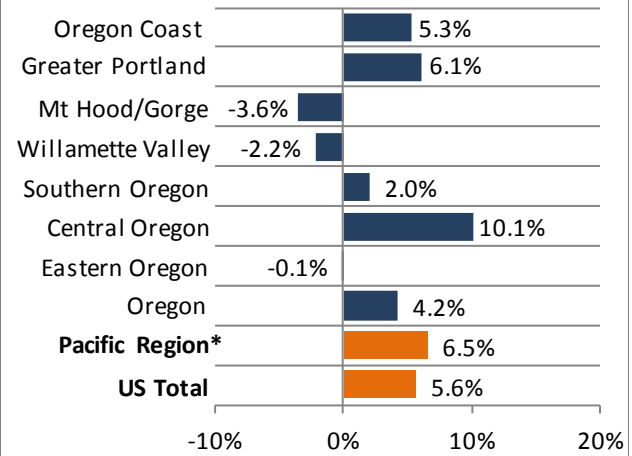
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**OREGON LODGING TRENDS<sup>1</sup>**

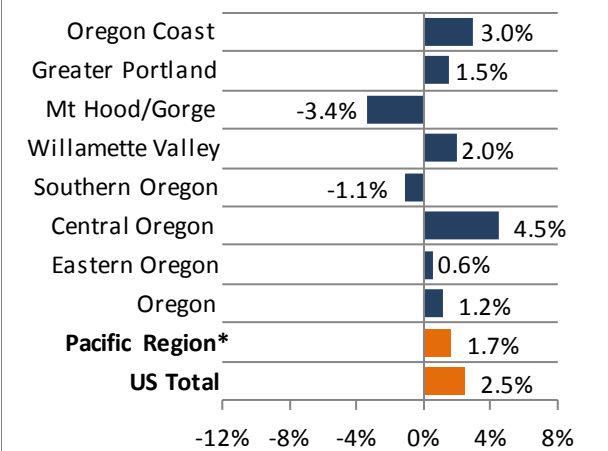
**Yr/Yr Change in Lodging Demand Oct 2018** [Data](#)



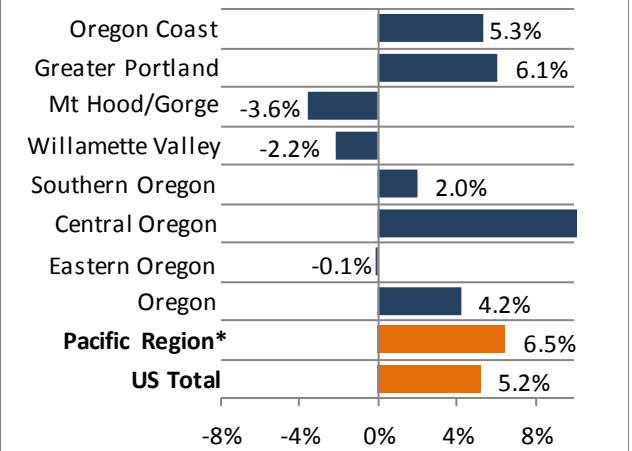
**Yr/Yr Change in Lodging Revenue Oct 2018** [Data](#)



**Yr/Yr Change in Lodging Demand Oct 2018 (YTD)** [Data](#)

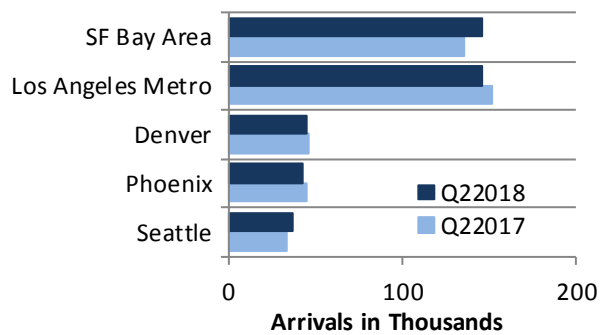


**Yr/Yr Change in Lodging Revenue Oct 2018 (YTD)** [Data](#)

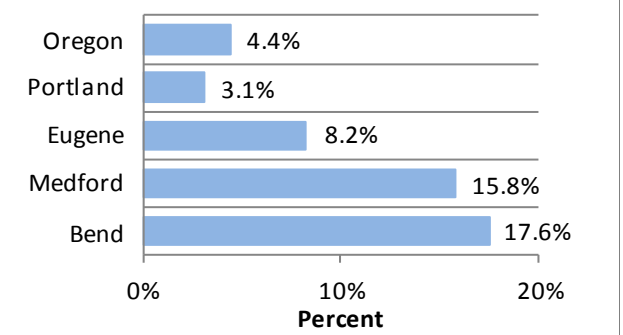


**OREGON DOMESTIC AIR TRAVEL<sup>2</sup>**

**Top 5 Origin Markets: Q2 2018 vs. Q2 2017** [Data](#)



**Yr/Yr Change in Air Arrivals: Q2 2018** [Data](#)



\*The Pacific Region includes the states of Alaska, California, Hawaii, Oregon and Washington.



OCTOBER 2018 OREGON TRAVEL BAROMETER

PRICES				TRANSPORTATION			
<b>West Coast (except CA) Gas Prices (\$ per gallon)<sup>3</sup></b> <a href="#">Data</a>				<b>Oregon Gasoline Volume (000 gals/day)<sup>7</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Sep 2018	Sep (%)	YTD <sup>4</sup> (%)
	\$3.21	18.6%	16.2%		4,231.1	-3.3%	-3.5%
<b>Portland Metro Room Rates<sup>1</sup></b> <a href="#">Data</a>				<b>Domestic Air Visitors to Oregon<sup>2</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q2 2018	Q2 (%)	YTD <sup>4</sup> (%)
	\$144.00	1.1%	0.5%		1,089,343	4.4%	6.0%
<b>PDX Average Airfare per Passenger<sup>2</sup></b> <a href="#">Data</a>				<b>Total Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Quarterly: 2yrs	Q2 2018	Q2 (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)
	\$187.37	-1.5%	-0.7%		833,784	5.5%	4.5%
<b>West Urban CPI Food Away From Home<sup>5</sup></b> <a href="#">Data</a>				<b>International Deplanned Passengers at PDX<sup>8</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)
	277.981	3.3%	3.4%		33,760	21.3%	14.2%
<b>OREGON EMPLOYMENT<sup>6</sup> (Seasonally Adjusted)</b>				<b>NATIONAL AND STATE INDICATORS (March 2007=100)</b>			
<b>Leisure &amp; Hospitality Employment</b> <a href="#">Data</a>				<b>Traveler Sentiment Index (TSI)<sup>9</sup> –Likely Oregon Visitors</b>			
Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)	Quarterly: 2yrs	Q3 2018	Q3 (%)	
	209,500	0.8%	2.1%		126	-2.3%	
<b>Accommodation &amp; Food Services Employment</b> <a href="#">Data</a>				<b>OR Index of Leading Economic Indicators (OILI)<sup>10</sup></b> <a href="#">Data</a>			
Monthly: 2yrs	Oct 2018	Oct (%)	YTD <sup>4</sup> (%)	Monthly: 2yrs	Sep 2018	Sep (%)	6Mo <sup>11</sup> (%)
	182,700	0.9%	2.0%		100.77	1.3%	-4.2%

Sources and Notes:

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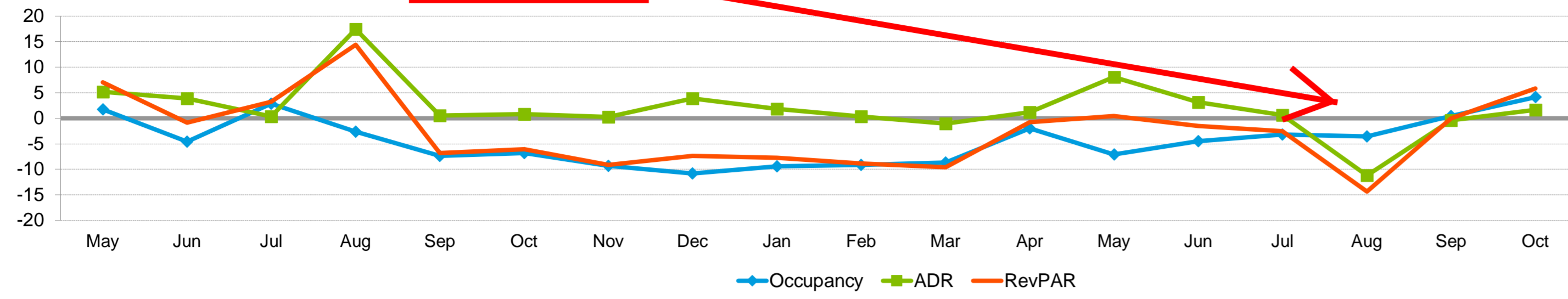
Tab 2 - Trend Wilsonville, OR+

Currency: USD - US Dollar

Vertigo Marketing Oregon  
For the Month of October 2018

Solar Eclipse event impact yr-over-yr

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	75.5	81.4	81.0	84.6	73.3	66.0	60.1	54.2	52.1	62.1	64.8	72.7	70.2	77.8	78.4	81.6	73.6	68.8
Last Year	74.2	85.3	78.8	86.9	79.1	70.9	66.3	60.8	57.5	68.3	70.9	74.2	75.5	81.4	81.0	84.6	73.3	66.0
Percent Change	1.7	-4.5	2.8	-2.6	-7.3	-6.8	-9.3	-10.8	-9.4	-9.1	-8.6	-2.0	-7.1	-4.5	-3.2	-3.5	0.4	4.1

ADR	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	90.85	107.75	111.96	121.60	98.70	89.93	82.90	77.84	79.75	81.84	82.24	89.44	98.16	111.10	112.67	107.98	98.28	91.40
Last Year	86.37	103.76	111.58	103.54	98.17	77.64	63.23	54.87	45.05	55.70	58.93	65.56	68.59	87.74	90.71	102.92	72.35	59.39
Percent Change	5.2	3.8	0.3	17.4	0.5	0.8	0.2	3.9	1.9	0.3	-1.0	1.2	8.1	3.1	0.6	-11.2	-0.4	1.6

RevPAR	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	68.59	87.74	90.71	102.92	72.35	59.39	49.86	42.21	41.57	50.78	53.29	65.05	68.88	86.40	88.38	88.16	72.34	62.85
Last Year	64.10	88.51	87.90	89.97	77.64	63.23	54.87	45.56	45.05	55.70	58.93	65.56	68.59	87.74	90.71	102.92	72.35	59.39
Percent Change	7.0	-0.9	3.2	14.4	-6.8	-6.1	-9.1	-7.4	-7.7	-8.8	-9.6	-0.8	0.4	-1.5	-2.6	-14.3	0.0	5.8

Supply	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	17,360	16,800	17,360	17,360	16,800	17,360	16,800	17,360	17,360	15,680	17,360	16,800	17,360	16,800	17,360	17,360	16,800	17,360
Last Year	17,298	16,740	17,298	17,360	16,800	17,360	16,800	17,360	17,360	15,680	17,360	16,800	17,360	16,800	17,360	17,360	16,800	17,360
Percent Change	0.4	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Demand	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	13,107	13,680	14,065	14,694	12,314	11,464	10,105	9,414	9,049	9,730	11,250	12,218	12,182	13,066	13,618	14,173	12,365	11,937
Last Year	12,838	14,279	13,627	15,085	13,287	12,303	11,146	10,555	9,989	10,707	12,311	12,466	13,107	13,680	14,065	14,694	12,314	11,464
Percent Change	2.1	-4.2	3.2	-2.6	-7.3	-6.8	-9.3	-10.8	-9.4	-9.1	-8.6	-2.0	-7.1	-4.5	-3.2	-3.5	0.4	4.1

Revenue	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	1,190,721	1,474,081	1,574,755	1,786,739	1,215,421	1,030,958	837,706	732,824	721,625	796,269	925,154	1,092,813	1,195,799	1,451,571	1,534,275	1,530,447	1,215,258	1,091,040
Last Year	1,108,824	1,481,593	1,520,477	1,561,863	1,304,335	1,097,595	921,771	790,984	781,982	873,350	1,023,075	1,101,456	1,190,721	1,474,081	1,574,755	1,786,739	1,215,421	1,030,958
Percent Change	7.4	-0.5	3.6	14.4	-6.8	-6.1	-9.1	-7.4	-7.7	-8.8	-9.6	-0.8	0.4	-1.5	-2.6	-14.3	0.0	5.8

Census %	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Census Props	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7
Census Rooms	560	560	560	560	560	560	560	560	560	560	560	560	560	560	560	560	560	560
% Rooms Participants	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	73.9	73.3	70.2	71.3	71.7	68.1	68.7	71.3	71.7
ADR	72.7	73.9	73.3	68.7	71.3	71.7	71.3	71.3	71.7
RevPAR	1.7	-0.8	-4.2	3.8	0.5	-5.0	3.8	0.5	-5.0

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	91.92	96.58	96.62	90.22	93.96	94.35	90.22	93.96	94.35
ADR	87.64	91.92	96.58	85.87	90.22	93.96	85.87	90.22	93.96
RevPAR	4.9	5.1	0.0	5.1	4.1	0.4	5.1	4.1	0.4

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	67.94	70.80	67.87	64.31	67.34	64.21	64.31	67.34	64.21
ADR	63.67	67.94	70.80	59.00	64.31	67.34	59.00	64.31	67.34
RevPAR	6.7	4.2	-4.1	9.0	4.7	-4.7	9.0	4.7	-4.7

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	169,726	170,240	170,240	203,703	204,400	204,400	203,703	204,400	204,400
ADR	169,328	169,726	170,240	203,305	203,703	204,400	203,305	203,703	204,400
RevPAR	0.2	0.3	0.0	0.2	0.3	0.0	0.2	0.3	0.0

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	125,443	124,797	119,588	145,207	146,498	139,107	145,207	146,498	139,107
ADR	123,022	125,443	124,797	139,678	145,207	146,498	139,678	145,207	146,498
RevPAR	2.0	-0.5	-4.2	4.0	0.9	-5.0	4.0	0.9	-5.0

Year To Date	2016			2017			2018		
	2016	2017	2018	2016	2017	2018	2016	2017	2018
Occupancy	11,530,937	12,052,538	11,554,251	13,100,552	13,765,293	13,124,781	13,100,552	13,765,293	13,124,781
ADR	10,781,896	11,530,937	12,052,538	11,994,042	13,100,552	13,765,293	11,994,042	13,100,552	13,765,293
RevPAR	6.9	4.5	-4.1	9.2	5.1	-4.7	9.2	5.1	-4.7

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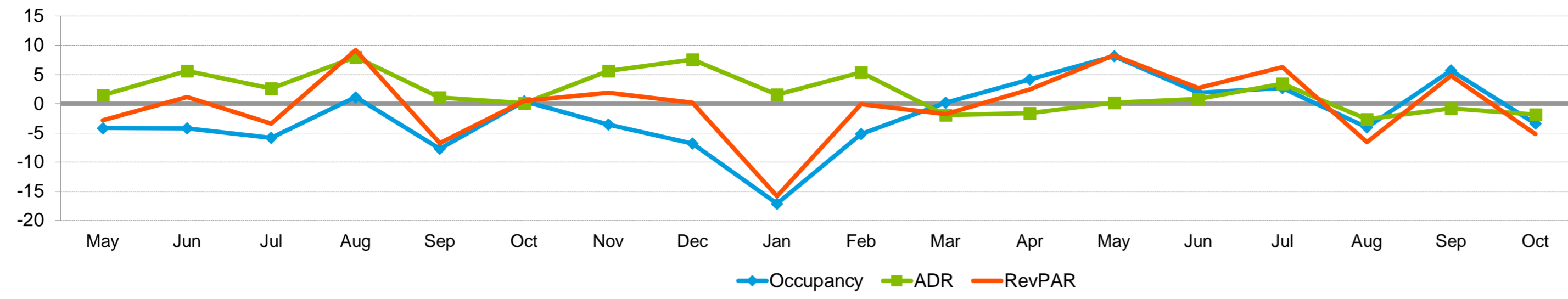
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Tab 4 - Trend Troutdale, OR+

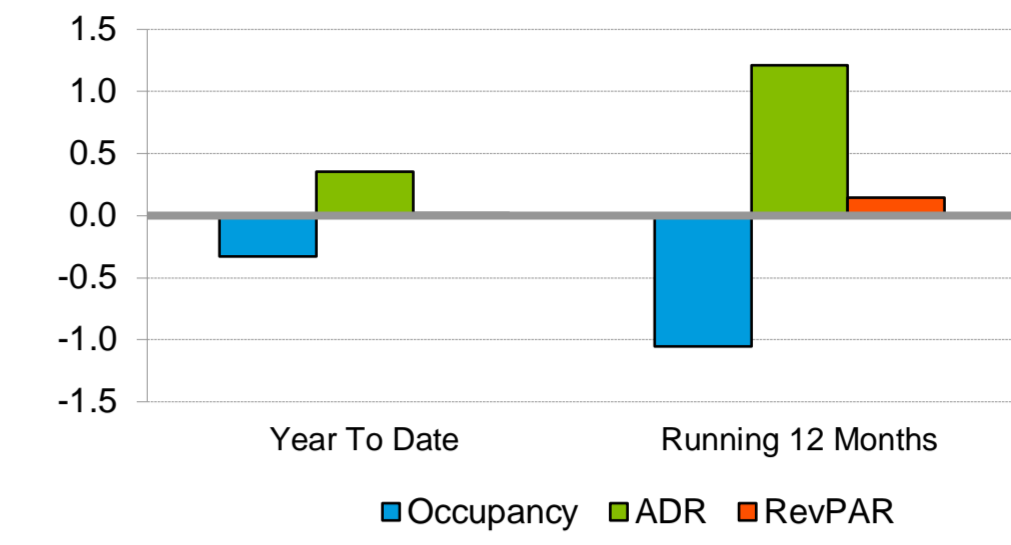
Currency: USD - US Dollar

Vertigo Marketing Oregon  
For the Month of October 2018

Monthly Percent Change



Overall Percent Change



Occupancy (%)	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	77.0	87.8	87.8	90.0	75.3	74.0	63.2	62.1	51.5	63.1	73.3	76.8	83.3	89.4	90.2	86.3	79.6	71.5
Last Year	80.4	91.7	93.2	89.0	81.6	73.7	65.6	66.6	62.1	66.6	73.2	73.7	77.0	87.8	87.8	90.0	75.3	74.0
Percent Change	-4.2	-4.2	-5.8	1.1	-7.7	0.4	-3.6	-6.9	-17.1	-5.2	0.2	4.1	8.2	1.8	2.7	-4.1	5.7	-3.4

ADR	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	88.53	110.12	119.56	123.17	106.19	93.17	88.82	88.68	80.31	85.57	83.60	87.38	88.66	111.05	123.67	119.91	105.29	91.42
Last Year	87.28	104.30	116.52	114.06	105.07	93.07	84.12	82.45	79.09	81.18	85.24	88.83	88.53	110.12	119.56	123.17	106.19	93.17
Percent Change	1.4	5.6	2.6	8.0	1.1	0.1	5.6	7.5	1.5	5.4	-1.9	-1.6	0.1	0.8	3.4	-2.6	-0.9	-1.9

RevPAR	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	68.19	96.68	104.95	110.80	79.96	68.94	56.16	55.04	41.32	54.03	61.26	67.10	73.85	99.30	111.49	103.46	83.77	65.35
Last Year	70.16	95.60	108.63	101.49	85.75	68.61	55.15	54.94	49.10	54.06	62.35	65.50	68.19	96.68	104.95	110.80	79.96	68.94
Percent Change	-2.8	1.1	-3.4	9.2	-6.7	0.5	1.8	0.2	-15.8	0.0	-1.8	2.4	8.3	2.7	6.2	-6.6	4.8	-5.2

Supply	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	15,221	14,730	15,221	15,221	14,730	15,221	14,730	15,221	15,221	13,748	15,221	14,730	15,221	14,730	15,221	15,221	14,730	15,221
Last Year	15,221	14,730	15,221	15,221	14,730	15,221	14,730	15,221	15,221	13,748	15,221	14,730	15,221	14,730	15,221	15,221	14,730	15,221
Percent Change	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Demand	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	11,723	12,933	13,361	13,692	11,092	11,263	9,314	9,447	7,832	8,681	11,153	11,311	12,679	13,172	13,722	13,133	11,720	10,880
Last Year	12,235	13,501	14,190	13,543	12,021	11,221	9,657	10,142	9,449	9,154	11,135	10,862	11,723	12,933	13,361	13,692	11,092	11,263
Percent Change	-4.2	-4.2	-5.8	1.1	-7.7	0.4	-3.6	-6.9	-17.1	-5.2	0.2	4.1	8.2	1.8	2.7	-4.1	5.7	-3.4

Revenue	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
This Year	1,037,869	1,424,158	1,597,499	1,686,495	1,177,840	1,049,324	827,285	837,722	628,972	742,824	932,435	988,369	1,124,072	1,462,747	1,696,955	1,574,808	1,233,947	994,663
Last Year	1,067,883	1,408,194	1,653,398	1,544,730	1,263,027	1,044,371	812,378	836,255	747,311	743,152	949,096	964,836	1,037,869	1,424,158	1,597,499	1,686,495	1,177,840	1,049,324
Percent Change	-2.8	1.1	-3.4	9.2	-6.7	0.5	1.8	0.2	-15.8	0.0	-1.8	2.4	8.3	2.7	6.2	-6.6	4.8	-5.2

Census %	2017									2018								
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct
Census Props	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6
Census Rooms	491	491	491	491	491	491	491	491	491	491	491	491	491	491	491	491	491	491
% Rooms Participants	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

Year To Date	2016	2017	2018
	Occupancy	79.1	76.8
ADR	77.7	79.1	76.8
RevPAR	1.8	-2.9	-0.3

Running 12 Months	2016	2017	2018
	Occupancy	76.6	75.0
ADR	73.9	76.6	75.0
RevPAR	3.6	-2.0	-1.1

Year To Date	2016	2017	2018
	Occupancy	96.27	99.23
ADR	90.10	96.27	99.23
RevPAR	6.8	3.1	0.4

Running 12 Months	2016	2017	2018
	Occupancy	94.43	96.88
ADR	88.26	94.43	96.88
RevPAR	7.0	2.6	1.2

Year To Date	2016	2017	2018
	Occupancy	76.12	76.22
ADR	70.01	76.12	76.22
RevPAR	8.7	0.1	0.0

Running 12 Months	2016	2017	2018
	Occupancy	72.30	72.68
ADR	65.24	72.30	72.68
RevPAR	10.8	0.5	0.1

Year To Date	2016	2017	2018
	Occupancy	118,028	114,664
ADR	115,990	118,028	114,664
RevPAR	1.8	-2.9	-0.3

Running 12 Months	2016	2017	2018
	Occupancy	137,209	134,463
ADR	132,466	137,209	134,463
RevPAR	3.6	-2.0	-1.1

Year To Date	2016	2017	2018
	Occupancy	11,362,303	11,377,580
ADR	10,450,276	11,362,303	11,377,580
RevPAR	8.7	0.1	0.0

Running 12 Months	2016	2017	2018
	Occupancy	12,957,185	13,026,213
ADR	11,691,977	12,957,185	13,026,213
RevPAR	10.8	0.5	0.1

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STR Portland Metro: 61 lodging properties participating  
 Sorted by Submarket, then City, the Name of Establishment

Name of Establishment	City	Submarket	Class	Rooms
Quality Inn Aloha Beaverton	Aloha	Beaverton/Sunset Hwy West	Midscale Class	52
Comfort Inn & Suites Beaverton Portland West	Beaverton	Beaverton/Sunset Hwy West	Upper Midscale Class	102
Courtyard Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upscale Class	149
DoubleTree by Hilton Hotel Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upscale Class	98
Extended Stay America Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Economy Class	143
Extended Stay America Portland Beaverton Eider Court	Beaverton	Beaverton/Sunset Hwy West	Economy Class	122
Fairfield Inn & Suites Portland West Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upper Midscale Class	106
Hilton Garden Inn Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upscale Class	150
Homewood Suites by Hilton Hillsboro Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upscale Class	123
Motel 6 Beaverton	Beaverton	Beaverton/Sunset Hwy West	Economy Class	58
Best Western University Inn & Suites	Forest Grove	Beaverton/Sunset Hwy West	Midscale Class	54
The Grand Lodge	Forest Grove	Beaverton/Sunset Hwy West	Upper Midscale Class	90
aloft Hotel Hillsboro Beaverton	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	137
Comfort Inn Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	118
Courtyard Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	155
Econo Lodge Inn & Suites Hillsboro Portland West	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	60
Embassy Suites by Hilton Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Upscale Class	165
Extended Stay America Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	136
Hampton Inn Portland Hillsboro Evergreen Park	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	106
Holiday Inn Express Portland West Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	86
Holiday Inn Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	110
Larkspur Landing Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	124
Residence Inn Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	122
Residence Inn Portland Hillsboro Brookwood	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	146
Springhill Suites Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	106
TownePlace Suites Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	136
Rodeway Inn & Suites Portland	Portland	Beaverton/Sunset Hwy West	Economy Class	52
Shilo Inn Hotel & Suites Portland Beaverton	Portland	Beaverton/Sunset Hwy West	Upper Midscale Class	142
Crowne Plaza Portland Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upscale Class	161
Fairfield Inn & Suites Portland South Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upper Midscale Class	124
Hilton Garden Inn Portland Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upscale Class	179
Holiday Inn Express Portland South Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upper Midscale Class	94
Residence Inn Portland South Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upscale Class	112
Motel 6 Portland Tigard West	Portland	Lake Oswego/I-5 South	Economy Class	80
Best Western Plus Northwind Inn & Suites	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	72
Courtyard Portland Tigard	Tigard	Lake Oswego/I-5 South	Upscale Class	110
DoubleTree by Hilton Hotel Tigard	Tigard	Lake Oswego/I-5 South	Upscale Class	101
Embassy Suites by Hilton Portland Washington Square	Tigard	Lake Oswego/I-5 South	Upper Upscale Class	356
Extended Stay America Portland Tigard	Tigard	Lake Oswego/I-5 South	Economy Class	137
Motel 6 Portland South Lake Oswego	Tigard	Lake Oswego/I-5 South	Economy Class	117
Quality Inn Tigard Portland Southwest	Tigard	Lake Oswego/I-5 South	Midscale Class	115
Comfort Inn & Suites Tualatin Portland South	Tualatin	Lake Oswego/I-5 South	Upper Midscale Class	59
Best Western Wilsonville Inn & Suites	Wilsonville	Lake Oswego/I-5 South	Midscale Class	56
GuestHouse Inn & Suites Wilsonville	Wilsonville	Lake Oswego/I-5 South	Midscale Class	64
Holiday Inn Portland I 5 South Wilsonville	Wilsonville	Lake Oswego/I-5 South	Upper Midscale Class	169
La Quinta Inns & Suites Wilsonville	Wilsonville	Lake Oswego/I-5 South	Midscale Class	78
Motel 6 Wilsonville	Wilsonville	Lake Oswego/I-5 South	Economy Class	72
Quality Inn Wilsonville	Wilsonville	Lake Oswego/I-5 South	Midscale Class	63
Motel 6 Canby	Canby	Portland I-84/I-205 East	Economy Class	35
Clarion Inn & Suites Clackamas	Clackamas	Portland I-84/I-205 East	Upper Midscale Class	110
Comfort Suites Clackamas	Clackamas	Portland I-84/I-205 East	Upper Midscale Class	50
Courtyard Portland Southeast Southeast Clackamas	Clackamas	Portland I-84/I-205 East	Upscale Class	136
Hampton Inn Portland Clackamas	Clackamas	Portland I-84/I-205 East	Upper Midscale Class	112
Monarch Hotel & Conference Center	Clackamas	Portland I-84/I-205 East	Midscale Class	192
Sunnyside Inn & Suites	Clackamas	Portland I-84/I-205 East	Midscale Class	115
Holiday Inn Express Portland Southeast Clackamas Area	Gladstone	Portland I-84/I-205 East	Upper Midscale Class	101
Best Western Mount Hood Inn	Government Camp	Portland I-84/I-205 East	Midscale Class	57
Econo Lodge Southeast Milwaukie	Milwaukie	Portland I-84/I-205 East	Economy Class	27
Best Western Plus Rivershore Hotel	Oregon City	Portland I-84/I-205 East	Upper Midscale Class	114
Best Western Sandy Inn	Sandy	Portland I-84/I-205 East	Midscale Class	45
BW Premier Collection Mt Hood Oregon Resort	Welches	Portland I-84/I-205 East	Upscale Class	157

STR Portland Metro: 24 lodging properties NOT participating  
 Sorted by Submarket, then City, the Name of Establishment

Name of Establishment	City	Submarket	Class	Rooms
Beaverton Budget Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	48
Beaverton Budget Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	48
Beaverton Budget Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	48
Peppertree Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	73
Peppertree Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	73
Peppertree Inn	Beaverton	Beaverton/Sunset Hwy West	Economy Class	73
TownePlace Suites Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upper Midscale Class	112
TownePlace Suites Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upper Midscale Class	112
TownePlace Suites Portland Beaverton	Beaverton	Beaverton/Sunset Hwy West	Upper Midscale Class	112
Americas Best Value Inn & Suites Forest Grove Hillsboro	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	40
Americas Best Value Inn & Suites Forest Grove Hillsboro	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	40
Americas Best Value Inn & Suites Forest Grove Hillsboro	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	40
Forest Grove Inn	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	20
Forest Grove Inn	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	20
Forest Grove Inn	Forest Grove	Beaverton/Sunset Hwy West	Economy Class	20
Hillsboro Budget Inn	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	32
Hillsboro Budget Inn	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	32
Hillsboro Budget Inn	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	32
Home2 Suites by Hilton Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	152
Home2 Suites by Hilton Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	152
Home2 Suites by Hilton Portland Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upper Midscale Class	152
Staybridge Suites Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	80
Staybridge Suites Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	80
Staybridge Suites Hillsboro	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	80
The Dunes Motel	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	40
The Dunes Motel	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	40
The Dunes Motel	Hillsboro	Beaverton/Sunset Hwy West	Economy Class	40
The Orenco	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	10
The Orenco	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	10
The Orenco	Hillsboro	Beaverton/Sunset Hwy West	Upscale Class	10
Lakeshore Inn	Lake Oswego	Lake Oswego/I-5 South	Midscale Class	33
Lakeshore Inn	Lake Oswego	Lake Oswego/I-5 South	Midscale Class	33
Lakeshore Inn	Lake Oswego	Lake Oswego/I-5 South	Midscale Class	33
Phoenix Inn Suites Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upper Midscale Class	62
Phoenix Inn Suites Lake Oswego	Lake Oswego	Lake Oswego/I-5 South	Upper Midscale Class	62
Hampton Inn & Suites Tigard	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	152
Hampton Inn & Suites Tigard	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	152
Hampton Inn & Suites Tigard	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	152
The Grand Hotel @ Bridgeport	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	124
The Grand Hotel @ Bridgeport	Tigard	Lake Oswego/I-5 South	Upper Midscale Class	124
Tigard Regency Inn	Tigard	Lake Oswego/I-5 South	Economy Class	50
Tigard Regency Inn	Tigard	Lake Oswego/I-5 South	Economy Class	50
Washington Square Hotel	Tigard	Lake Oswego/I-5 South	Midscale Class	77
Washington Square Hotel	Tigard	Lake Oswego/I-5 South	Midscale Class	77
Century Hotel	Tualatin	Lake Oswego/I-5 South	Midscale Class	70
Century Hotel	Tualatin	Lake Oswego/I-5 South	Midscale Class	70
Century Hotel	Tualatin	Lake Oswego/I-5 South	Midscale Class	70
Snooz Inn	Wilsonville	Lake Oswego/I-5 South	Economy Class	58
Snooz Inn	Wilsonville	Lake Oswego/I-5 South	Economy Class	58
Clackamas Inn & Suites	Clackamas	Portland I-84/I-205 East	Economy Class	44
Clackamas Inn & Suites	Clackamas	Portland I-84/I-205 East	Economy Class	44
Red Fox Motel	Estacada	Portland I-84/I-205 East	Economy Class	35
Red Fox Motel	Estacada	Portland I-84/I-205 East	Economy Class	35
Budget Inn Oregon City Portland	Gladstone	Portland I-84/I-205 East	Economy Class	34
Budget Inn Oregon City Portland	Gladstone	Portland I-84/I-205 East	Economy Class	34
Budget Lodge Milwaukie Inn	Milwaukie	Portland I-84/I-205 East	Economy Class	39
Budget Lodge Milwaukie Inn	Milwaukie	Portland I-84/I-205 East	Economy Class	39
Stagecoach Inn Motel	Molalla	Portland I-84/I-205 East	Economy Class	32
Stagecoach Inn Motel	Molalla	Portland I-84/I-205 East	Economy Class	32
Timberline Lodge	Timberline	Portland I-84/I-205 East	Upscale Class	70
Timberline Lodge	Timberline	Portland I-84/I-205 East	Upscale Class	70

# DELIVERY & DISTRIBUTION - 11/27/2018

Willamette Valley Visitors Association  
388 State St. Ste 100  
Salem, Oregon

Travel Salem  
388 State St. Ste 100  
Salem, Oregon

Certified Folder - Portland Corporate (10)  
12314 NE Whitaker  
Portland, Oregon

Portland International Airport State Welcome Center  
7000 NE Airport Way  
Portland, OR

Travel Portland  
1000 SW Broadway Suite 2300  
Portland, Oregon

Portland Oregon Information Center  
Pioneer Courthouse Square  
Portland, Oregon

Oregon Convention Center  
777 NE Martin Luther King Jr Blvd  
Portland, OR

Oregon City Regional Visitor Information Center  
1726 Washington St.  
Oregon City, Oregon

Oregons Mt Hood Territory/Clackamas County Tourism Development Council  
150 Beaver Creek Suite 245  
Oregon City, Oregon

Washington County Visitors Association  
11000 S.W. Stratus Street, Suite 170  
Beaverton, Oregon

Wilsonville Visitor Center  
29600 SW Park Place  
Wilsonville, Oregon

Wilsonville Area Chamber of Commerce  
8565 SW Salish Ln, Ste 150  
Wilsonville, OR

**DISTRIBUTION SERVICE AGREEMENT**

SALESPERSON: 011500 - Matt Preston  
 ADVERTISER ID: \_\_\_\_\_  
**SHIP TO:**  
 ADVERTISER: Vertigo Marketing  
 CONTACT: Trev Naranche  
 EMAIL: trev@vertigomarketing.com  
 ADDRESS1: \_\_\_\_\_ NEW ADDRESS: \_\_\_\_\_  
 ADDRESS2: \_\_\_\_\_   
 CITY: \_\_\_\_\_  
 STATE: OR ZIP: \_\_\_\_\_  
 PHONE: (541) 979-0094 FAX: \_\_\_\_\_

FEDERAL TAX ID: \_\_\_\_\_ REF: \_\_\_\_\_  
 PO NUMBER: \_\_\_\_\_  
**BILL TO:**  
 ADVERTISER: Vertigo Marketing  
 CONTACT: Trev Naranche  
 WEB SITE: \_\_\_\_\_  
 ADDRESS1: \_\_\_\_\_ NEW ADDRESS: \_\_\_\_\_  
 ADDRESS2: \_\_\_\_\_   
 CITY: \_\_\_\_\_  
 STATE: OR ZIP: \_\_\_\_\_  
 PHONE: (541) 979-0094 FAX: \_\_\_\_\_

**NEW ORDER**  
 DATE: 01/19/2018  
 ORDER: 000037934  
 BEGIN DATE: 03/01/18  
 END DATE: 02/28/19

**NAME OF BROCHURE / PUBLICATION:**  
City of Wilsonville

INVENTORY ID NUMBER: \_\_\_\_\_

We will distribute the above named item in the area or areas set forth below. Display shall be on a single pocket basis. Minimum distribution period is 3 consecutive months.

CODE	DISTRIBUTION PROGRAM AREA	#SITES	START DATE	END DATE	MONTHLY FEE	#MONTHS	GROSS FEE	AD-AGNCY	NET FEE
1-CI-4-NW/O	Portland Corporate	10	03/01/18	02/28/19	29.00	12	348.00	-34.80	313.20
42-BR-11-OWC01	Portland International Airport	1	03/01/18	02/28/19	50.00	12	600.00	0.00	600.00
42-BR-11-OWC02	Oregon City Welcome Center	1	03/01/18	02/28/19	25.00	12	300.00	0.00	300.00
2-VM-2-NW/P	VTips - Portland	1	03/01/18	02/28/19	0.00	12	0.00	0.00	0.00

**COMMENT/SPECIAL INSTRUCTIONS**

TOTAL NET FEE: 1,213.20  
 APPLICABLE SALES TAX: 0.00  
 TOTAL FEE: 1,213.20

**APPROVED BY ADVERTISER**  
 AGREEMENT TO TERMS. Advertiser hereby acknowledges that Advertiser has read all the terms and provisions set forth on the front and backside of this Agreement, and agrees that all such terms and provisions are a part of this Agreement.  
 Your Signature: \_\_\_\_\_  
 Name (print): \_\_\_\_\_  
 Title: \_\_\_\_\_ Date: \_\_\_\_\_

**MONTHLY BILLING SCHEDULE (Including any applicable sales tax)**

**Fees are normally billed 30 days in advance of service. Monthly Billing Schedule details actual billing for the month indicated, not for the month service is provided.**

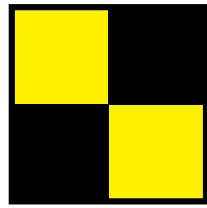
Feb	Mar	Apr	May	Jun	Jul
101.10	101.10	101.10	101.10	101.10	101.10
Aug	Sept	Oct	Nov	Dec	Jan
101.10	101.10	101.10	101.10	101.10	101.10

**TERMS.** The agreed payment is NET CASH. Payment shall be made not later than 30 days from invoice date. If unpaid, a late charge of 1 1/2% per month or 18% annually will be added on the unpaid balance and monthly thereafter until paid. Advertiser agrees to pay all collection costs including reasonable attorney's fees.

**APPROVED BY (Certified Folder Display corporate office)**  
 Signature: \_\_\_\_\_  
 Name (print): \_\_\_\_\_  
 Title: \_\_\_\_\_ Date: \_\_\_\_\_

**PREPAYMENT OPTION**  
 PREPAYMENT DISCOUNT (Please check one)  Yes  No (8.00% on all applicable programs)  
 TOTAL NET FEE: 1,213.20  
 (97.06)  
 SUBTOTAL: 1,116.14  
 APPLICABLE SALES TAX: 0.00  
 TOTAL NET FEE: 1,116.14

# CORPORATE INDUSTRIAL PROGRAM



# CERTIFIED FOLDER DISPLAY SERVICE, INC.

SINCE 1899



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EFFECTIVE JANUARY 1, 2017



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Code Letters: C-Certified Rack H-Location Owned Rack A-Up to 500 Employees B-501 to 1000 Employees C-1001 to 2000 Employees D-Over 2000 Employees

C A LA Specialty	30200 Whipple Rd
<b>1-CI-4-NW/O</b>	<b>Portland</b>

**Aloha, OR**

C D Intel Corporation 3585 SW 198th St

**Beaverton, OR**

C A RV Northwest LLC 4350 SW 142nd Ave

C A Summa Realty 20001 SW Tualatin Valley Hwy

**Clackamas, OR**

C D Safeway Employees Association 16300 SW Evelyn St

**Hillsboro, OR**

C D Intel Corporation 2111 NE 25th Ave; Bldg JF-3

C D Intel Corporation 2111 NE 25th Ave; Bldg JF-5

C D Intel Corporation - Hawthorne Farms 5200 Elam Young Pkwy; Bldg HF-1

**Lake Oswego, OR**

C A AAA Oregon 6 Center Pointe Dr; Ste 200

**Portland, OR**

C C Boeing 19000 NE Sandy Blvd

C B Multnomah Biblical Seminary 8435 NE Glisan St

<b>1-CI-4-NW/W</b>	<b>Seattle</b>
--------------------	----------------

**Bainbridge Island, WA**

C A Bainbridge Island Chamber 395 Winslow Way E

**Bangor NSB / Silverdale, WA**

C D Evergreen Lodge - East BEQ Bldg 2200

C D Evergreen Lodge - West BEQ Bldg 2300

C D Evergreen Lodge - West BQ Bldg 2750

C D Fleet & Family Support Center Bldg 2901

C D Forest City Leasing Office / Military Communities NW Bldg 4620

C D ITT - MWR Library Bldg 2720

C D Liberty @ EEZ Bldg 2720

C D Marine Corps Security Bldg 2012

C D Transient Personnel Unit Bldg 2019

C D Travel / Rec Center Bldg 2701

**Bremerton NS, WA**

C A NSB Bldg 1131

C D NSB Berkheimer Hall - BOQ Bldg 847

C D NSB Command Career Counselor Bldg 853

C D NSB Fleet Support Center Bldg 1013

C A NSB ITT Resource Center Bldg B502

C D NSB Keppler Hall - BEQ Bldg 885

C D NSB Naval Hospital Bldg HPO1; Boone Rd

C A NSB Navy Housing Bldg 1044

C A NSB Nibbe Hall Bldg 942

C A NSB Ross Hall 120 S Dewey; Bldg 1001

C D NSB Schon Hall - BEQ Bldg HPO5; Boone Rd

C A NSB Shields Hall Bldg 1000

C D NSB Underwood Hall - BEQ Bldg 865

**Centralia, WA**

C A Amtrak 210 N Railroad Ave

C A Centralia Factory Outlets 1301 Lum Rd

C A Windermere 411 W Main St

**Chehalis, WA**

C A Lewis County Mall 177 NE Hampe Way

**DuPont, WA**

C A DuPont Visitor Center / John L Scott Office 1408 Palisade Blvd

**Eatonville, WA**

C A NorthWesTrek - A Wildlife Park 11610 Trek Dr E

**Everett, WA**

C D Boeing Activity Center 6400 36th Ave W

**Fife, WA**

C A Emerald Queen Hotel & Casino 5700 Pacific Hwy E

**Fort Lewis, WA**

C D Leisure Travel Services - Bowling Alley Bldg 2275; Liggett Ave

C A Leisure Travel Services - Bowling Alley Bldg 2275; Liggett Ave

C A Northwest Adventures Bldg 8050; NCO Beach Rd

C A Rainier Inn IHG 2107 Utah Ave

**Kent, WA**

C B Food Services Of America 18430 E Valley Hwy

**Keyport, WA**

C D Naval Undersea Warfare Center Bldg 35; BEQ

C A Protocol Office Bldg 1003

**Lacey, WA**

C A Amtrak - Centennial Station 6600 Yelm Hwy SE

C A St Martins University 5300 Pacific Ave SE; Rm 421

C A Washington Land Yacht Harbor 9101 Steilacoom Rd SE

**McChord AFB, WA**

C D Adventures Unlimited Bldg 739; 4th & Battery

C D Education & Training Center Lincoln Blvd; Bldg 851 - 3rd Floor

C D Evergreen Inn - IHG Army Hotel Group Bldg 166; Main St & G

C D Family Readiness & Support Bldg 1207; A St

C A Holiday Park Fam Camp 62nd SVS / SVRO

C A Leisure Travel Services 737 Jackson Blvd; M Bldg

(Sounders Bowling Lanes 1)

C A Leisure Travel Services 737 Jackson Blvd; M Bldg

(Sounders Bowling Lanes 2)

C D Passenger Terminal Bldg 1179; 1422 Union Ave

**Mercer Island, WA**

C A Shorewood Heights Apartments 3210 Shorewood Dr

**Oak Harbor / Whidbey Island NAS, WA**

C A Cliffside RV Park Bldg 2556; Norwester Center

C D Whidbey Island Air Terminal Bldg 13; Lexington St

C D Whidbey Island NAS: AMID Bldg Essex Rd

C A Whidbey Island NAS: BEQ Bldg 2551

C D Whidbey Island NAS: BEQ Bldg 373; Barracks 7

C D Whidbey Island NAS: BEQ Bldg 374; Barracks 6

C D Whidbey Island NAS: BEQ Bldg 376; Barracks 4

C D Whidbey Island NAS: BEQ Bldg 381; Barracks 11

C A Whidbey Island NAS: BEQ Bldg 380; Barracks 8

C D Whidbey Island NAS: BEQ SUQ Bldg 2701; SUQ Division

C D Whidbey Island NAS: Bldg 377 Bldg 377; Barracks 3

C D Whidbey Island NAS: Bldg 378 Bldg 378; Barracks 2

C D Whidbey Island NAS: Bldg 379 Bldg 379; Barracks 1

C D Whidbey Island NAS: BOQ Bldg 375; Barracks 5

C D Whidbey Island NAS: BOQ Bldg 973

C D Whidbey Island NAS: Bowling Alley Bldg 2510

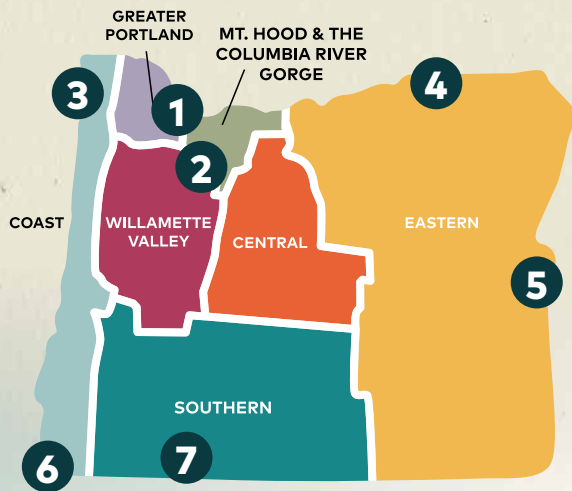
C D Whidbey Island NAS: Main Gate Main Gate

C D Whidbey Island NAS: MWR Bldg 2556; Norwester Center



Did you know that Oregon's Welcome Centers assisted approximately 200,000 visitors in 2017? Display your brochure or visitor guide at one or more of the seven OREGON WELCOME CENTERS at high-traffic gateways to the state!

- 1 Portland Intl. Airport
- 2 Oregon City
- 3 Seaside
- 4 Boardman
- 5 Ontario
- 6 Brookings
- 7 Klamath Falls



TRAVEL OREGON

ONLINE

PACKET PAGE 34

# TRAVEL INFO



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DISTRIBUTION PROGRAMS

# OREGON WELCOME CENTERS

TRAVEL OREGON

Portland Intl. Airport

Oregon City

Seaside

Boardman

Ontario

Brookings

Klamath Falls



OREGON DISTRICT SALES OFFICE  
12314 NE Whitaker • Portland, Oregon 97230 • 503-252-2570  
EFFECTIVE JANUARY 1, 2018



# OREGON WELCOME CENTERS

## Portland Intl. Airport

**Open Year-Round**  
 Located on Arrivals  
 Level in Baggage Claim  
**19 Million Passengers Annually**  
**81,000 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH
<b>\$100</b> /MONTH	<b>\$150</b> /MONTH

**BROCHURE** - 42-BR-11-OWC01  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC01  
 8.5" wide x 11" tall

## Portland Intl. Airport

Consolidated Car Rental Facility  
**Open Year-Round**  
 Unstaffed Visitor Info Displays Located  
 on Arrivals Level/Parking Garage  
**1.4 Million Renting Cars Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$50</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC09  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC09  
 8.5" wide x 11" tall

## Oregon City

**Open Year-Round**  
 Located at the End of the  
 Oregon Trail Interpretive Center  
 (1726 Washington St.)  
**27,400 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC02  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC02  
 8.5" wide x 11" tall

## Seaside

**Open Year-Round**  
 Located at the  
 City of Seaside Visitors Bureau  
 (Hwy. 101 & Broadway)  
**14,200 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC03  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC03  
 8.5" wide x 11" tall

## Boardman

**Open Year-Round**  
 Located at the SAGE Center on I-84  
**16,200 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC04  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC04  
 8.5" wide x 11" tall

## Ontario

**Open May - October**  
 Located at the Ontario Rest Area I-84  
**29,100 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC05  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC05  
 8.5" wide x 11" tall

## Brookings

**Open Year-Round**  
 Located at Crissey Field  
 State Recreation Site Hwy. 101  
**27,200 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC06  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC06  
 8.5" wide x 11" tall

## Klamath Falls

**Open May - October**  
 Located at Midland  
 Rest Area Hwy. 97  
**11,700 Visitors Annually**



12 MONTHS	6 MONTHS
<b>\$25</b> /MONTH	<b>\$35</b> /MONTH
<b>\$50</b> /MONTH	<b>\$75</b> /MONTH

**BROCHURE** - 42-BR-11-OWC07  
 4" wide x 9" tall  
**MAGAZINE** - 42-MG-11-OWC07  
 8.5" wide x 11" tall

# SPECIAL SAVINGS

FOR OREGON BASED ADVERTISERS  
 (12 MONTH ONLY)

**BROCHURE** - 42-BR-11-OWC

All Oregon Welcome Centers.....**\$90**/MONTH

## SPECIAL SAVINGS

**\$90x12 Less 8% Prepay Discount**  
**= \$993.60 / YEAR**

**MAGAZINE** - 42-MG-11-OWC

All Oregon Welcome Centers.....**\$180**/MONTH

## SPECIAL SAVINGS

**\$180x12 Less 8% Prepay Discount**  
**= \$1,987.20 / YEAR**

## AVAILABLE DISCOUNTS OREGON BASED ADVERTISER\*

Buy All = SEE SPECIAL SAVINGS ABOVE  
 Buy 4 + = 20%  
 Prepay = 8%

\*Limited space may be available for other advertisers. Please call for more information regarding availability and rates. Travel Oregon will make the final decision on an applicant's brochure eligibility for distribution in the Welcome Centers. Guides and brochures will be accepted dependent on space available in the selected Welcome Centers and in accordance to program guidelines.

## Program Highlights

- NEW: Ship all material for distribution at any Oregon Welcome Center to just **one** location. We'll do the rest!
- FREE online listing via VisitorTips.com See back cover for details
- Participation options of 6 and 12 months

## SHIPPING INSTRUCTIONS

Ship All Material for Distribution at any Oregon Welcome Center to:



12314 NE Whitaker  
 Portland, Oregon 97230 • 503-252-2570

**DISTRIBUTION SERVICE AGREEMENT**

SALESPERSON: 011500 - Matt Preston  
 ADVERTISER ID: 129194  
**SHIP TO:**  
 ADVERTISER: City of Wilsonville  
 CONTACT: Trev Naranche, Principal  
 EMAIL: trev@vertigomarketing.com  
 ADDRESS1: c/o Vertigo Marketing NEW ADDRESS:   
 ADDRESS2: 63372 Freedom Place   
 CITY: Bend  
 STATE: OR ZIP: 97701  
 PHONE: (541) 979-0094 FAX: \_\_\_\_\_

FEDERAL TAX ID: 47-5550233 REF: \_\_\_\_\_  
 PO NUMBER: \_\_\_\_\_  
**BILL TO:**  
 ADVERTISER: City of Wilsonville  
 CONTACT: Trev Naranche  
 WEB SITE: vertigomarketing.com  
 ADDRESS1: c/o Vertigo Marketing NEW ADDRESS:   
 ADDRESS2: 63372 Freedom Place   
 CITY: Bend  
 STATE: OR ZIP: 97701  
 PHONE: (541) 979-0094 FAX: \_\_\_\_\_

**NEW ORDER**  
 DATE: 12/13/2018  
 ORDER: 000039431  
 BEGIN DATE: 01/01/19  
 END DATE: 12/31/19

**NAME OF BROCHURE / PUBLICATION:**  
City of Wilsonville

INVENTORY ID NUMBER: \_\_\_\_\_

We will distribute the above named item in the area or areas set forth below. Display shall be on a single pocket basis. Minimum distribution period is 3 consecutive months.

CODE	DISTRIBUTION PROGRAM AREA	#SITES	START DATE	END DATE	MONTHLY FEE	#MONTHS	GROSS FEE	OVER500	NONPROF	NET FEE	
1-VM-1-NW/SM	Salem	59	01/01/19	12/31/19	113.25	12	1,359.00	-54.36	-65.23	0.00	1,239.41
1-VM-2-NW/P	Portland (Super Cities)	235	01/01/19	12/31/19	450.00	12	5,400.00	-216.00	-259.20	0.00	4,924.80
42-BR-11-OWC	Oregon Welcome Centers - ALL	8	01/01/19	12/31/19	15.00	12	180.00	0.00	0.00	0.00	180.00
52-BR-11-ORS04	French Prairie - NB I-5 (Brochure)	1	01/01/19	12/31/19	25.00	12	300.00	0.00	-15.00	0.00	285.00

**COMMENT/SPECIAL INSTRUCTIONS**  
 Client is already buying PDX and Oregon City Welcome Centers for \$75 a month.  
 Client wants to add the other 5 Welcome Centers for \$15 a month.

TOTAL NET FEE: 6,629.21  
 APPLICABLE SALES TAX: 0.00  
 TOTAL FEE: 6,629.21

**APPROVED BY ADVERTISER**  
 AGREEMENT TO TERMS. Advertiser hereby acknowledges that Advertiser has read all the terms and provisions set forth on the front and backside of this Agreement, and agrees that all such terms and provisions are a part of this Agreement.  
 Your Signature: \_\_\_\_\_  
 Name (print): \_\_\_\_\_  
 Title: \_\_\_\_\_ Date: \_\_\_\_\_

**MONTHLY BILLING SCHEDULE (Including any applicable sales tax)**

**Fees are normally billed 30 days in advance of service. Monthly Billing Schedule details actual billing for the month indicated, not for the month service is provided.**

Dec	Jan	Feb	Mar	Apr	May
552.43	552.43	552.43	552.43	552.43	552.43
Jun	Jul	Aug	Sept	Oct	Nov
552.43	552.43	552.43	552.43	552.43	552.48

**TERMS.** The agreed payment is NET CASH. Payment shall be made not later than 30 days from invoice date. If unpaid, a late charge of 1 1/2% per month or 18% annually will be added on the unpaid balance and monthly thereafter until paid. Advertiser agrees to pay all collection costs including reasonable attorney's fees.

**APPROVED BY (Certified Folder Display corporate office)**  
 Signature: \_\_\_\_\_  
 Name (print): \_\_\_\_\_  
 Title: \_\_\_\_\_ Date: \_\_\_\_\_

**PREPAYMENT OPTION**  
 PREPAYMENT DISCOUNT (Please check one)  Yes  No (8.00% on all applicable programs)  
**TOTAL NET FEE** 6,098.88

TOTAL NET FEE: 6,629.21  
 PREPAYMENT DISCOUNT: (530.33)  
 SUBTOTAL: 6,098.88  
 APPLICABLE SALES TAX: 0.00  
**TOTAL NET FEE** 6,098.88

Code: C-Certified Rack EB-ExploreBoard H-Location Owned D-Desk/Concierge Service F-Focal Point I-Non Hotel Site (\*) Seasonal

- C Pacific Holiday Resort
- C Thunderbird Motel
- C WorldMark By Wyndham

**Visitor Center**

- C | Pioneer Market & Deli
- C | World Kite Museum

**Manzanita, OR**

**Hotel/Motel**

- C San Dune Inn
- C Sunset Surf Motel

**Nehalem, OR**

**Hotel/Motel**

- C Kendras River Inn Food & Lodging

**Rockaway Beach, OR**

**Hotel/Motel**

- C Rockaway Beach Resort
- C Sea Treasures Inn
- C Silver Sands Ocean Front Resort
- C Surfside Resort Motel
- C Tradewinds Motel

**Visitor Center**

- C | RE/MAX HomeSource
- C | Rockaway Beach Police Department
- C | SUMMA All Professionals North Coast

**Seaside, OR**

**Campground**

- C | Circle Creek RV Resort

**Hotel/Motel**

- C Comfort Inn & Suites
- C Elderberry Inn and Restaurant
- C Hillcrest Inn
- C Holiday Inn Express
- C Leisure Time Resorts / Thousand Trails
- C Motel 6
- C Oceanside Vacation Rentals
- C Quality Inn (2nd Floor)
- C Quality Inn (3rd Floor)
- C Shilo Inn
- C Shilo Inn Suites
- C Wyndham Vacation Ownershi

**Visitor Center**

- C | Safeway
- C | Seaside Factory Outlet (Entrance)
- C | Seaside Factory Outlet (Lobby)
- C | Shark Tank (Lobby 1)
- C | Shark Tank (Lobby 2)

**Seaview, WA**

**Campground**

- C | Thousand Trails

**Tillamook, OR**

**Campground**

- C | Pleasant Valley RV Park

**Hotel/Motel**

- C Ashley Inn
- C Shilo Inn Suites

- C Western Royal Inn

**Visitor Center**

- C | Tillamook Air Museum

**Warrenton, OR**

**Campground**

- C | Kampers West Kampground

**Hotel/Motel**

- C Sunset Lake Resort & RV Par

**Visitor Center**

- C | Highlife Adventures

1-VM-2-NW/P Super Cities	Portland
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**Aloha, OR**

**Hotel/Motel**

- C Quality Inn - Aloha/Beaverton

**Aurora, OR**

**Campground**

- C | Aurora Acres RV Resort

**Service Station**

- C | TA Travel Centers of America

**Beaverton, OR**

**Car Rental**

- C | Budget
- C | Hertz

**Hotel/Motel**

- C Budget Inn
- C Comfort Inn & Suites
- C Extended Stay America - 158th
- C Extended Stay America - Elde
- C Fairfield Inn & Suites by Marriott
- C Hilton Garden Inn
- C Homewood Suites
- C Motel 6
- C PepperTree Inn
- C Shilo Inn

**Visitor Center**

- C | Beaverton Chamber
- C | Eastern Travel World

**Canby, OR**

**Campground**

- C | Riverside RV Park

**Hotel/Motel**

- C Canby Country Inn

**Clackamas, OR**

**Hotel/Motel**

- C Clackamas Inn
- C Comfort Suites
- C Courtyard by Marriott
- C Days Inn
- C Hampton Inn
- C Monarch Hotel
- C Motel 6

**Fairview, OR**

**Campground**

- C | Fairview RV Park
- C | Rolling Hills RV Park

**Forest Grove, OR**

**Hotel/Motel**

- C Best Value Inn & Suites
- C Forest Grove Inn

**Visitor Center**

- C | Forest Grove Chamber

**Gaston, OR**

**Visitor Center**

- C | Tree to Tree Adventure Park

**Gladstone, OR**

**Hotel/Motel**

- C Budget Inn
- C Holiday Inn Express

**Grants Pass, OR**

**Visitor Center**

- C | Grants Pass Museum of Art

**Gresham, OR**

**Hotel/Motel**

- C Clarion Inn Pony Soldier
- C Days Inn & Suites
- C Howard Johnson
- C Quality Inn
- C Super 8 Motel

**Restaurant**

- C | Black Bear Diner

**Visitor Center**

- C | Gresham Area Chamber

**Hillsboro, OR**

**Car Rental**

- C | Avis

**Hotel/Motel**

- C Budget Inn
- C Comfort Inn
- C Courtyard by Marriott
- C Dunes Motel
- C Econo Lodge
- C Extended Stay America
- C Holiday Inn Express
- C Larkspur Landing
- C Residence Inn by Marriott - Brookwood
- C Residence Inn by Marriott - Tanasbourne
- C SpringHill Suites by Marriott
- C TownePlace Suites by Marriot

**Visitor Center**

- C | Hillsboro Chamber of Comme

**King City, OR**

**Hotel/Motel**

- C Best Western - Northwind Inn & Suites

**Lafayette, OR**

**Restaurant**

- C | Antonios Italian Restaurant

**Lake Oswego, OR**

**Hotel/Motel**

- C Fairfield Inn by Marriott
- C Hilton Garden Inn
- C Lakeshore Motor Inn
- C Phoenix Inn Suites
- C Residence Inn by Marriott

**Visitor Center**

- C | AAA Oregon

**McMinnville, OR**

**Campground**

- C | Olde Stone Village

**Hotel/Motel**

- C Comfort Inn & Suites
- C GuestHouse International Inn
- C McMinnville Inn
- C Motel 6
- C Red Lion Inn & Suites

**Visitor Center**

- C | Evergreen Aviation & Space Museum (Aviation)
- C | Evergreen Aviation & Space Museum (Space)

**Milwaukie, OR**

**Car Rental**

- C | Hertz

**Hotel/Motel**

- C Econo Lodge
- C Milwaukie Inn

**Newberg, OR**

**Hotel/Motel**

- C Best Western - Newberg Inn
- C Town & Country Motel
- C Travelodge Suites

**Visitor Center**

- C | Chehalem Valley Chamber

**North Plains, OR**

**Visitor Center**

- C | North Plains Chamber
- C | North Plains Market

**Oregon City, OR**

**Hotel/Motel**

- C Best Western - Rivershore Hotel

**Visitor Center**

- C | Oregon City Chamber

**Portland, OR**

**Campground**

- C | Columbia River RV Park
- C | Jantzen Beach RV Park

**Car Rental**

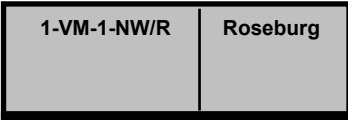
- C | Airport Van Rental
- C | Avis
- C | Avis Budget - 82nd
- C | Avis Budget - Columbia
- C | Budget
- C | Enterprise
- C | Hertz - Pine
- C | Hertz - Stark
- C | Thrifty
- C | Zeeba Rent-A-Car

**Hotel/Motel**

- C Aladdin Motor Inns
- C Americas Best Value Inn
- C Banfield Value Inn
- C Benson Hotel
- C Best Western - Inn At The Meadows

Code: C-Certified Rack EB-ExploreBoard H-Location Owned D-Desk/Concierge Service F-Focal Point I-Non Hotel Site (\*) Seasonal

C	Best Western - Pony Soldier Inn	D	Marriott	<b>Tigard, OR</b>	C	Seven Feathers Casino Resor
C	Briarwood Suites	C	Montavilla Motel	<b>Car Rental</b>	<b>Service Station</b>	
C	Budget Inn	C	Motel 6 - 183rd & Stark	C   Avis	C   Canyonville Shell	
C	Cameo Motel	C	Motel 6 - Downtown	C   Hertz	C   Seven Feathers Truck & Travel Center	
C	Candlewood Suites	C	Motel 6 - Powell	<b>Hotel/Motel</b>	<b>Visitor Center</b>	
C	Chestnut Tree Inn	C	Motel 6 - Schmeer	C Courtyard by Marriott	C   7 Feathers Casino	
C	Clarion Hotel	C	Motel 6 - Stark	C Holiday Inn Express	C   Canyon Market	
C	Comfort Inn	C	Oxford Suites	C Motel 6 - Lake Oswego	C   Canyonville City Hall	
C	Comfort Inn & Suites	C	Palms Motel	C Motel 6 - Tigard West		
C	Comfort Inn & Suites - 60th	C	Portland Value Inn & Suites - 82nd	C Quality Inn		
C	Comfort Suites - Airport	C	Portland Value Inn & Suites - Barbur	C Regency Inn		
C	Country Inn & Suites	C	Portland Value Inn & Suites - Barbur	C Washington Square Hotel		
C	Courtesy Inn Motel	C	Quality Inn & Suites	<b>Visitor Center</b>		
C	Courtyard by Marriott - Anchor Way	C	Radisson	C   Tigard Chamber		
H	Courtyard by Marriott - Wasco	C	Ramada Inn - 82nd	<b>Troutdale, OR</b>		
C	Crowne Plaza	C	Ramada Inn - Portland South	<b>Airport</b>		
C	Days Inn - 181st	C	Ramada Inn - Portland South	C   Troutdale Airport		
C	Days Inn - 82nd	C	Red Lion Hotel - Airport	<b>Campground</b>		
C	Downtown Value Inn	C	Red Lion Hotel - Hayden	C   Sandy River Front RV Resort		
C	Eastside Lodge	C	Red Roof Inn	<b>Hotel/Motel</b>		
C	Econo Lodge - 4th	C	Residence Inn by Marriott - Anchor	C Comfort Inn		
C	Econo Lodge - 82nd	C	Residence Inn by Marriott - Cascade Station	C Holiday Inn Express		
C	Econo Lodge - Columbia	C	Residence Inn by Marriott - Lloyd Center	C Motel 6		
C	Econo Lodge - Convention Center	C	Residence Inn by Marriott - River	C Travelodge		
C	Econo Lodge - Sandy	C	RiverPlace Hotel	<b>Service Station</b>		
C	Embassy Suites Hotel	C	Rodeway Inn	C   TA Travel Centers of America		
C	Executive Lodge	C	Rodeway Inn & Suites	<b>Tualatin, OR</b>		
C	Extended Stay America	C	Rodeway Inn & Suites - Jantzen Beach	<b>Campground</b>		
C	Fairfield Inn by Marriott - Airport Way	C	Shilo Inn - 2nd	C   Roamers Rest RV Park		
C	Fairfield Inn by Marriott - Anchor Way	C	Shilo Inn - Airport	<b>Hotel/Motel</b>		
C	Four Points by Sheraton	C	Silver Cloud Inn	C Century Hotel		
C	Golden Spikes Motel	C	SpringHill Suites by Marriott	<b>Restaurant</b>		
C	Greater New Hope Family Services	C	States Motel	C   Village Inn		
C	GuestHouse Hotel & Suites	C	Staybridge Suites	<b>Visitor Center</b>		
C	Hampton Inn	C	Super 8 Portland Airport	C   Tualatin Chamber		
C	Heathman Hotel	C	Super Value Inn	<b>Wilsonville, OR</b>		
C	HI Portland NW Hostel	C	Travelodge	<b>Campground</b>		
D	Hilton Executive Tower	C	Unicorn Inn Motel	C   Pheasant Ridge RV Park		
C	Hilton Garden Inn	C	Viking Motel	<b>Hotel/Motel</b>		
D	Hilton Portland & Executive Tower	<b>Other</b>		C Best Western - Wilsonville Inn & Suites		
C	Holiday Inn - Airport	C   Greyhound Bus Lines		C GuestHouse Inns & Suites		
C	Holiday Inn - Trade Center	C   Union Amtrak Station		C Holiday Inn		
C	Holiday Inn Express - Airport	<b>Visitor Center</b>		C La Quinta Inn & Suites		
C	Holiday Inn Express - Hayden Island	C   Legacy Good Samaritan Hospital		C Motel 6		
C	Holiday Inn Express - Vaughn	C   Oregon Museum Of Science & Industry		C Quality Inn		
C	Holiday Motel	C   Oregon Zoo		C Snooz Inn		
C	Hospitality Inn	C   Oregon Zoo / Info Center		<b>Wood Village, OR</b>		
C	Howard Johnson Inn	C   Passport Immigration Photos		<b>Hotel/Motel</b>		
C	Hyatt House	C   Pedal Bike Tours		C Best Western - Cascade Inn & Suites		
C	Hyatt Place	C   Portlander Inn & Marketplace				
C	Inn At The Convention Center	C   PSU / University Place (Lobby 1)				
H	Inn Northrup Station	C   PSU / University Place (Lobby 2)				
C	La Quinta Inn & Suites - Holman	<b>Sherwood, OR</b>				
C	La Quinta Inn & Suites - Yeon	<b>Visitor Center</b>				
C	Lion And The Rose B & B	C   Sherwood Chamber				



<b>Canyonville, OR</b>	
<b>Campground</b>	
C   Seven Feathers RV Resort	
<b>Hotel/Motel</b>	
C Holiday Inn Express & Suites	
C Leisure Inn	

Code: C-Certified Rack EB-ExploreBoard H-Location Owned D-Desk/Concierge Service F-Focal Point I-Non Hotel Site (\*) Seasonal

**Visitor Center**

- C | Douglas County Museum
- C | Melrose Vineyards
- C | Paul OBrien Winery
- D | Visitor Info Center

**Sutherlin, OR**

**Campground**

- C | Hi-Way Haven RV Park

**Hotel/Motel**

- C | Best Western - Hartford Lodge
- C | Motel 6
- C | Relax Inn

**Restaurant**

- C | Dakota Street Pizza Company
- C | The Apple Peddler

**Service Station**

- C | Sutherlin Chevron

**Winston, OR**

**Hotel/Motel**

- C | Safari Inn
- C | Wildlife Inn

**Visitor Center**

- C | Wildlife Safari
- C | Winston Visitor & Info Center

1-VM-1-NW/SM	Salem
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**Albany, OR**

**Hotel/Motel**

- C | Best Western Plus - Prairie Inn
- C | Budget Inn
- C | Comfort Suites
- C | Econo Lodge Inn & Suites
- C | Holiday Inn Express
- C | Motel 6
- C | Phoenix Inn Suites
- C | Rodeway Inn
- C | Super 8 Motel
- C | Valu Inn

**Restaurant**

- C | Burgerville

**Dallas, OR**

**Hotel/Motel**

- C | Best Western - Dallas Inn & Suites

**Visitor Center**

- C | Dallas Area Chamber

**Jefferson, OR**

**Campground**

- C | Emerald Valley RV Park

**Keizer, OR**

**Hotel/Motel**

- C | Quality Suites

**Restaurant**

- C | Chalet Restaurant

**Visitor Center**

- C | Town and Country Lanes

**Lebanon, OR**

**Hotel/Motel**

- C | Cascades City Center Motel
- C | Shanico Inn
- C | Valley Inn

**Monmouth, OR**

**Hotel/Motel**

- C | Courtesy Inn

**Salem, OR**

**Campground**

- C | Hee Hee Illahee RV Resort
- C | Phoenix RV Park
- C | Premier RV Resorts (Game Room)
- C | Premier RV Resorts (Lobby)
- C | Salem Campground RV
- C | Salem RV Park

**Car Rental**

- C | Hertz

**Hotel/Motel**

- C | Americas Best Value Inn
- C | Best Western - Mill Creek Inn
- C | Best Western - Pacific Highway Inn
- C | Comfort Inn & Suites
- C | Comfort Suites
- C | Days Inn Black Bear (Breakfast Area)
- C | Days Inn Black Bear (Lobby)
- C | Hampton Inn & Suites
- C | Holiday Lodge
- C | Howard Johnson
- C | La Quinta Inn & Suites
- C | Motel 6 - Hawthorne
- C | Motel 6 - Portland Road
- C | Phoenix Inn Suites
- C | Red Lion Hotel
- C | Rodeway Inn
- C | Shilo Inn Suites
- C | Super 8 Motel
- C | Travelers Inn
- C | Travelodge

**Other**

- C | Amtrak

**Restaurant**

- C | Almost Home Restaurant

**Visitor Center**

- C | Salems Riverfront Carousel

**Silverton, OR**

**Hotel/Motel**

- C | Oregon Garden Resort
- C | Silverton Inn & Suites

**Visitor Center**

- C | Oregon Garden

**Sublimity, OR**

**Hotel/Motel**

- C | Rodeway Inn

**Woodburn, OR**

**Campground**

- C | Woodburn RV Park

**Hotel/Motel**

- C | Best Western - Woodburn Inn
- C | La Quinta Inn & Suites

- C | Super 8 Motel

1-VM-1-NW/SOC	S. Oregon Coast
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**Bandon, OR**

**Campground**

- C | Bandon by the Sea RV Park

**Hotel/Motel**

- C | Bandon Beach Motel
- C | Best Western - Inn At Face Rock
- C | Inn at Old Town
- H | Lamplighter Motel
- C | Sunset Oceanfront Lodge
- C | Table Rock Motel
- C | Windermere on the Beach

**Restaurant**

- C | Asian Gardens

**Visitor Center**

- C | Bandon Brewing Company
- C | Bandon Chamber
- C | West Coast Game Park

**Brookings, OR**

**Campground**

- C | AtRivers Edge RV Resort
- C | Beach Front RV Park
- C | Driftwood RV Park

**Hotel/Motel**

- C | Blue Coast Inn & Suites
- C | Brookings Inn Resort
- C | Harbor Inn Motel
- C | Pacific Sunset Inn
- C | Spindrift Motor Inn
- C | Westward Inn
- C | Wild Rivers Motorlodge

**Restaurant**

- C | Hungry Clam Restaurant
- C | Sebastians Restaurant
- C | Sporthaven Marina Bar & Grill
- C | Wild River Brewing & Pizza

**Visitor Center**

- C | Brookings Harbor Visitor & Tour Center
- C | Central Building Visitor Info Center

**Charleston, OR**

**Campground**

- C | Port Of Coos Bay RV Office

**Hotel/Motel**

- C | Captain Johns Motel

**Visitor Center**

- C | Charleston Visitor Info Center

**Coos Bay, OR**

**Campground**

- C | Lucky Logger RV Park

**Hotel/Motel**

- C | Edgewater Inn
- C | Motel 6
- C | Red Lion Inn

- C | Super 8 Motel

**Visitor Center**

- C | 7-Eleven (Hwy 101)
- C | 7-Eleven (New Mark)
- C | Coos Bay Chamber

**Florence, OR**

**Campground**

- C | Pacific Pines RV Park
- C | Port of Siuslaw
- C | Thousand Trails RV
- C | Woahink Lake RV Resort

**Hotel/Motel**

- C | Best Western - Pier Point Inn
- C | Driftwood Shores Resort
- C | Economy Inn
- C | Le Chateau Motel
- C | Lighthouse Inn
- C | North Bay Condos
- C | Park Motel
- C | Quality Inn
- C | Silver Sands Motel

**Ski/Sporting Goods Store**

- C | Sand Dunes Frontier

**Visitor Center**

- C | Sand Master Park
- C | Sandland Adventures
- H | Sea Lion Caves

**Gold Beach, OR**

**Campground**

- C | Indian Creek

**Hotel/Motel**

- C | Azalea Lodge
- C | Inn of the Beachcomber
- C | Motel 101
- C | Motel 6
- C | Wild Chinook Inn

**Restaurant**

- C | Pacific Reef Restaurant
- C | Sunset Family Pizza

**Visitor Center**

- C | Cannery - Jerrys Rogue Jets
- C | City Of Gold Beach Visitor Info Center
- C | Rogue River Museum & Gift Shops

**Lakeside, OR**

**Campground**

- C | North Lake RV Resort & Mar

**North Bend, OR**

**Airport**

- H | Southwest Oregon Regional Airport

**Campground**

- C | Mill Casino RV Park
- H | Oregon Dunes KOA

**Hotel/Motel**

- C | Bay Bridge Motel
- C | City Center Motel
- C | Mill Casino Hotel
- C | Quality Inn & Suites

**Ski/Sporting Goods Store**



Marketing Asset Management

**Creating Beautiful Marketing Materials is Easy!**

It's easy to order your rack cards and brochures. Simply log in to our website at [zuzamam.com/rackprogram](http://zuzamam.com/rackprogram). Follow the step-by-step instructions to select which style and quantity you'd like, upload your file and check out. It's that simple!

To order offline or for any questions, just give us a call at **800.350.9411** and ask for the rack program specialist or send us an email at [rackprogram@zuzamam.com](mailto:rackprogram@zuzamam.com).

ZUZA is a full-service digital and offset printer. Do you need something other than a rack card or brochure? Ask our friendly service representative or log in to [zuzamam.com](http://zuzamam.com).

**Our services include:**

- Digital and variable data printing
- Traditional offset printing
- Full-service marketing to connect you with your customers
- Fulfillment and logistics nationwide
- Online marketing campaigns including SMS & email
- Web-based Marketing Asset Management sites/services



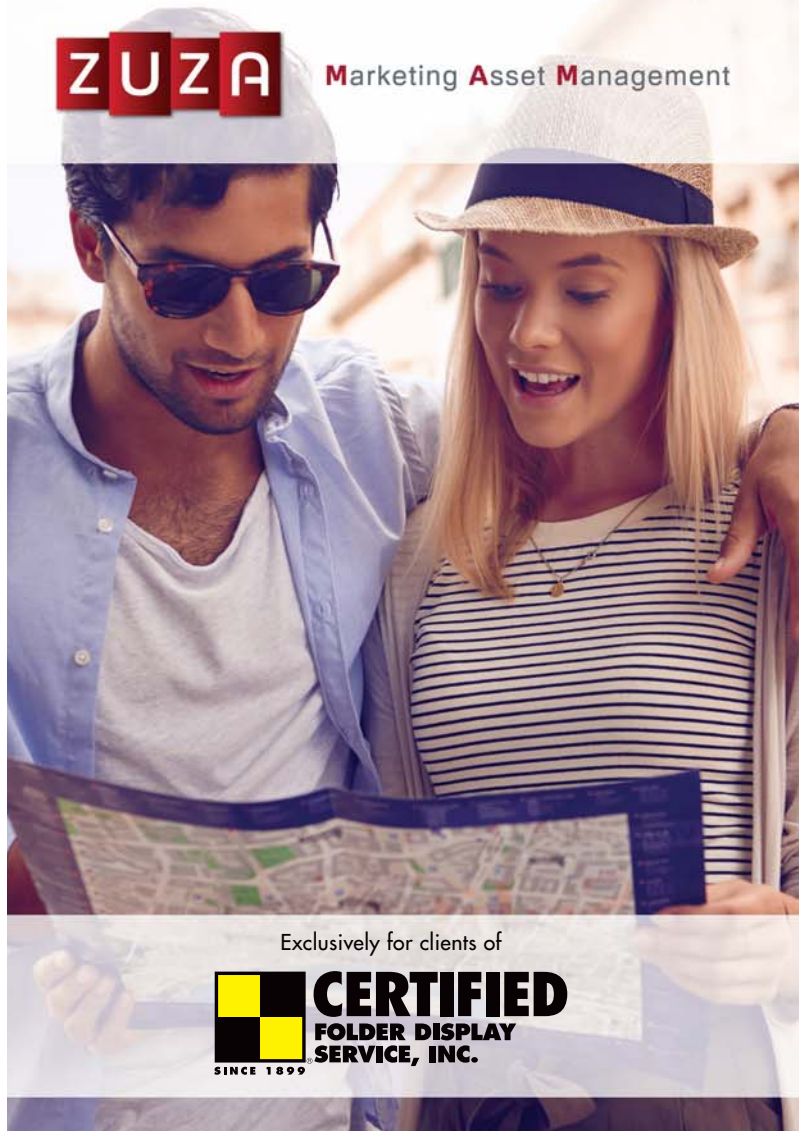
Marketing Asset Management

2304 Faraday Avenue • Carlsbad, CA 92008  
[rackprogram@zuzamam.com](mailto:rackprogram@zuzamam.com)

# PRINT PRICING



Marketing Asset Management



Exclusively for clients of







All prices include Gloss Aqueous coating except on short run printing

**Rack Cards**

4 x 9" | two-sided | full color | 10 pt. cover stock

Units	Cost	Unit Cost	Units	Cost	Unit Cost
12,500	\$495	0.040¢	125,000	\$3,100	0.025¢
25,000	\$895	0.036¢	150,000	\$3,990	0.027¢
37,500	\$1,395	0.037¢	200,000	\$4,995	0.025¢
50,000	\$1,625	0.033¢	225,000	\$5,495	0.024¢
75,000	\$2,150	0.029¢	250,000	\$6,250	0.025¢
100,000	\$2,625	0.026¢	300,000	\$7,480	0.025¢

**4-Panel Folded Brochure**

8 x 9" folds to 4 x 9" | two-sided | full color | 100 lb. gloss stock

Units	Cost	Unit Cost	Units	Cost	Unit Cost
12,500	\$695	0.056¢	100,000	\$2,835	0.028¢
25,000	\$1,150	0.046¢	125,000	\$3,395	0.027¢
37,500	\$1,650	0.044¢	150,000	\$3,940	0.026¢
50,000	\$1,890	0.038¢	175,000	\$4,395	0.025¢
75,000	\$2,365	0.032¢	200,000	\$4,830	0.024¢

**6-Panel Folded Brochure**

12 x 9" folds to 4 x 9" | two-sided | full color | 100 lb. gloss stock

Units	Cost	Unit Cost	Units	Cost	Unit Cost
12,500	\$975	0.078¢	100,000	\$4,250	0.043¢
25,000	\$1,575	0.063¢	125,000	\$5,250	0.042¢
37,500	\$2,150	0.057¢	150,000	\$6,150	0.041¢
50,000	\$2,395	0.048¢	175,000	\$6,985	0.040¢
75,000	\$3,520	0.047¢	200,000	\$7,770	0.039¢

**8-Panel Folded Brochure**

16 x 9" folds to 4 x 9" | two-sided | full color | 100 lb. gloss stock

Units	Cost	Unit Cost	Units	Cost	Unit Cost
12,500	\$1,450	0.116¢	100,000	\$5,495	0.055¢
25,000	\$2,075	0.083¢	125,000	\$6,825	0.055¢
37,500	\$2,995	0.080¢	150,000	\$7,995	0.053¢
50,000	\$3,295	0.066¢	175,000	\$9,175	0.052¢
75,000	\$4,495	0.060¢	200,000	\$10,290	0.051¢

**Short Run Rack Cards**

digital | 100 lb. | gloss cover

Color	Units	Cost	Unit Cost
4/4	1,000	\$275	0.275¢
4/4	2,000	\$475	0.238¢



Rack Card

**Short Run Brochures**

digital | 100 lb. | gloss cover | folded to 4, 6, or 8-panel

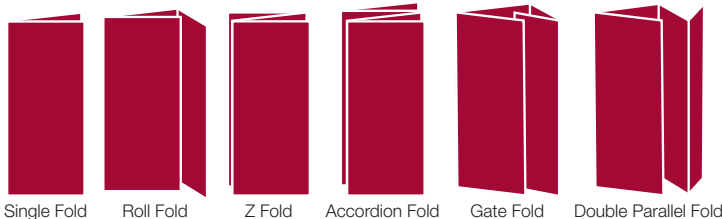
Size	Units	Cost	Unit Cost
4-Panel	1,000	\$375	0.375¢
4-Panel	2,000	\$575	0.288¢
6-Panel	1,000	\$450	0.450¢
6-Panel	2,000	\$650	0.325¢
8-Panel	1,000	\$725	0.725¢
8-Panel	2,000	\$895	0.448¢

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 ☎ +1 503.783.7529  
 ✉ [HELLO@EXPLOREWILSONVILLE.COM](mailto:HELLO@EXPLOREWILSONVILLE.COM)  
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# EXPLORE WILSONVILLE .COM

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Eat & Drink



Family Time



Shopper's Delight



Farmlandia Fun



History & Heritage



Inside Fun

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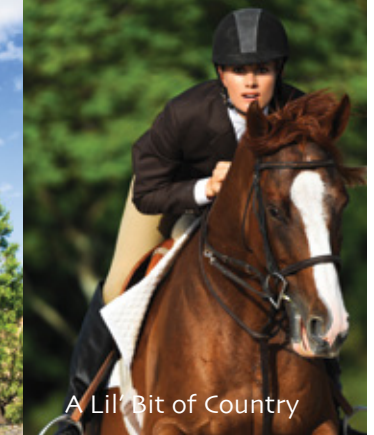
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A POCKET (OF FUN)



**WILSONVILLE VISITOR CENTER**

City of Wilsonville Parks & Recreation

29600 SW Park Place

Wilsonville OR 97070



**WWW.EXPLOREWILSONVILLE.COM**



**PACKET PAGE 46  
AAA Via Magazine Leads**

Issue	FName	LName	Address1	Address2	City	State	Zip	Phone	Email
JA18	MATT	W	429 LOCUST ST		TWIN FALLS	ID	83301		
JA18	LEROY	JAZWICK	PO BOX 145		HAGERMAN	ID	83332	2083084562	
JA18	DEE	BJARNSON	492 N 4138 E		RIGBY	ID	83442		
JA18	BARBARA	VELDEZ	2220 E CONTINENTAL		MERIDIAN	ID	83642	2088883216	
JA18	LOWELL	GANGER	PO BOX 70		MOUNTAIN HOME	ID	83647	2085874261	
JA18	M	SWAIN	76 N LUKE LOOP		NAMPA	ID	83651		
JA18	CONNIE	LIGHTFIELD	3912 W HLL RD		BOISE	ID	83703	2083440071	
JA18	DARLEEN	DOROTHEA	8521 W FAIRVIEW AVE #108		BOISE	ID	83704	2082580637	
JA18	PHILLIP	SIMS	PO BOX 2760 BE 4991		CALIF CITY	CA	93505		
JA18	JOHN	GAINER	13275 SW BRIGHTWOOD STREET		BEAVERTON	OR	97005		
JA18	LLOYD	KRAUSE	2130 SW BRIGGS CT		BEAVERTON	OR	97005		
JA18	SANDRA	LANGEN	15150 SW RUBY COURT		BEAVERTON	OR	97007	5035443276	
JA18	ROBYN	SPELTS	9625 SW PRAIRIE TER UNIT		BEAVERTON	OR	97008	9717135246	robynspelts@yahoo.com
JA18	ANN	HODGES	1555 S IVY ST #219		CANBY	OR	97013		
JA18	JEANNE	SWEET	545 N DOUGLAS LN		CANBY	OR	97013		
JA18	PAUL	REID	14954 SE STANHOPE RD		CLACKAMAS	OR	97015		
JA18	CORINNE	KERN	525 NW 6TH AVE APT 301		ESTACADA	OR	97023		
JA18	ROBERT	WILSON	17510 SPRINGHILL PL		GLADSTONE	OR	97027	5036567107	CARIBBEAN5@CENTURYLINK.NET
JA18	LOU	LAYMAN	681 NE FLEMING AVE		GRESHAM	OR	97030	5036558602	RROGERBEE@GMAIL.COM
JA18		RAACH	100 CHERRY HILL DRIVE		MOSIER	OR	97040		
JA18	STEVE	HARVEY	15675 S PARADISE LANE		MULINO	OR	97042		
JA18	EDITH	RISEN	717 CEDAR LANE		OREGON CITY	OR	97045		
JA18	KAREN	WAGENMAN	906 WOODLAWN AVE		OREGON CITY	OR	97045		
JA18	KEITH	OSGROVE	PO BOX 1115		WELCHES	OR	97067		
JA18	PAMELA	ALARCON	8945 SW ASH MEADOWS #402		WILSONVILLE	OR	97070		
JA18	SHIRLEY	POWELL	7669 SW EMERY CIR		WILSONVILLE	OR	97070		
JA18	HANK	NYQUIST	11627 SE 222 DR		DAMASCUS	OR	97089		
JA18	GAIL	HENRIKSON	673 ALAMEDA AVE		ASTORIA	OR	97103	3868525296	
JA18	KAREN	MILLER	2504 DOUGLAS ST		FOREST GROVE	OR	97116		
JA18	DAVID	PFLUGRAD	2212 B ST APT B		FOREST GROVE	OR	97116		
JA18	CONNIE	ZUERCHER	20483 3RD ST NE		SAINT PAUL	OR	97137		
JA18	SHIRLEY	SPUEHLER	3214 SE HOLGATE BLVD #213		PORTLAND	OR	97202	9712631892	SHIRLEYRASCAL7810@GMAIL.COM
JA18	ANISA	ERWIN	4207 SE WOODSTOCK BL #442		PORTLAND	OR	97206	5033183913	LIBRASKIN@GMAIL.COM
JA18		CEREGHINO	5007 SE STARK		PORTLAND	OR	97215		
JA18	DALLAS	SPACAL	6826 N DENVER AVE		PORTLAND	OR	97217	5032890729	

**PACKET PAGE 47**  
**AAA Via Magazine Leads**

Issue	FName	LName	Address1	Address2	City	State	Zip	Phone	Email
JA18	R	SCHNIBBE	10915 NE SCHUYLER ST		PORTLAND	OR	97220		
JA18	TERESA	LANGENDOERFER	5209 SW 62ND AVE		PORTLAND	OR	97221		
JA18	KIARA	JONES	2506 SE HARRISON ST	APT #57	MILWAUKIE	OR	97222	6192886874	KIARAMJ20@YAHOO.COM
JA18	M E	BURK	7850 SW MAPLE LEAF ST		PORTLAND	OR	97223		
JA18	KATHERINE	GUTOW	12220 SW ROYAL CT		KING CITY	OR	97224	5039926977	
JA18	KEN	KINSLEY	15920 SW COLONY DRIVE		TIGARD	OR	97224		
JA18	DIANE	BRENNAN	8348 SW POINKTER WAY APT K		PORTLAND	OR	97225		
JA18	CINDY	JENSEN	5901 NW LANDING DR		PORTLAND	OR	97229		
JA18	HELEN	KEENE	5411 SE THIESSEN ROAD UNIT		MILWAUKIE	OR	97267	8328139002	tbccafe@gmail.com
JA18	LOMA	SWICK	16450 SE STERLING CIR		MILWAUKIE	OR	97267		
JA18	JANICE	HUSZTI	17406 SE COLINA VISTA AVE		MILWAUKIE	OR	97267	5036542206	JHUSZTI1@COMCAST.NET
JA18	C	STEINKAMP	4544 ANNEKA LP SE		SALEM	OR	97302		
JA18	RAYMOND	RAMSAY	2756 PHEASANT AVE SE		SALEM	OR	97302		
JA18	JENINE	PRUITT	3064 OAK CREST DR NW		SALEM	OR	97304		
JA18	JANICE	WEISLER	2477 CORAL AVE NE APT B		SALEM	OR	97305	9162970335	FROSTYW2000@AOL.COM
JA18	SHERRY	VOORHIES	2120 ROBINS LN SE UNIT 192		SALEM	OR	97306		
JA18	S	PON	548 ADAM ST NW		ALBANY	OR	97321		
JA18	MARY	LARSELL	31363 BRYANT WAY		ALBANY	OR	97321	5419266783	
JA18	BARBARA	HAHN	635 3RD AVE SW UNIT 402		ALBANY	OR	97321		
JA18	ROLAND	PATITZ	PO BOX 351		DEPOE BAY	OR	97341		
JA18	CHERYL	CHILIBOLOST	PO BOX 805		SWEET HOME	OR	97386		SCREAMINRED52@AOL.COM
JA18	RAE	BLECHINGER	3077 W 15TH AVE		EUGENE	OR	97402	5415150302	RAE_BLECHINGER@YAHOO.COM
JA18	NANCY	EVEREST	733 NN 9TH ST		COOS BAY	OR	97420	5418082399	NANCY.A.EVEREST@GMAIL.COM
JA18	JOHN	BOLING	11831 TILLER TRAIL HWY		DAYS CREEK	OR	97429	5418253696	JOHNBOLING1@GMAIL.COM
JA18	PAULA	BOOK	905 LILLIE CIRCLE COURT		FLORENCE	OR	97439		
JA18	DUANE	FOWLER	5690 MAPLE DR		FLORENCE	OR	97439		
JA18	TERRY	HUFFMAN	95718 MCKINON DR		GOLD BEACH	OR	97444		
JA18	JERRY	HANSON	1331 W 13TH AVE		JUNCTION CITY	OR	97448		
JA18	BLANCHE	CHAMPNEY	PO BOX 1285		MYRTLE CREEK	OR	97457		
JA18	JOHN	WEDDLE	PO BOX 407		OAKRIDGE	OR	97463	5419155046	JOHNWEDDLE42@YAHOO.COM
JA18	MONTY	JONES	119 SOUTH 70TH ST		SPRINGFIELD	OR	97478		
JA18	B	ALLTOP	1117 S 69TH ST		SPRINGFIELD	OR	97478		
JA18	RANDOLPH	WASICK	2290 CORONA AVE		MEDFORD	OR	97504	5419738314	RRWASICK@GMAIL.COM
JA18	KATHARINE	ROSS	991 GOLDEN ASPEN PL		ASHLAND	OR	97520		
JA18	JAN	SAFLEY	13151 AGATE RD		EAGLE POINT	OR	97524		

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**AAA Via Magazine Leads**

Issue	FName	LName	Address1	Address2	City	State	Zip	Phone	Email
JA18	DORRIE	GILLINGHAM	774 ROGUELEA LN		GRANTS PASS	OR	97526		
JA18	LEWIS	SOWLES	203 MAIN ST #401		KFALLS	OR	97601	3104304631	WILLIAMSOWLES@AOL.COM
JA18	MARYANN	GOMEZ	6550 HAPPY HOLLOW LN		BONANZA	OR	97623		
JA18	KAREN	MYERS	64165 PIONEER LP RD		BEND	OR	97701		
JA18	LARRY	BRUCE	1050 NE BUTLER MKY RD		BEND	OR	97701		
JA18	ROGER	HOLLINGS	59968 HOPI RD		BEND	OR	97702	5412131478	
ND18	LINDA	GRECO	1401 WINDSOR CT		DENVILLE	NJ	7834		
ND18	JOAN	FRANCIS	780 RIDGE ROAD		LACKAWANNA	NY	14218		
ND18	ANDREW	SCHRADER	PO BOX 7		GRAWN	MI	49637		CATADNREW123@GMAIL.COM
ND18	JOAN	RICE	3471 FULLER RD		EMMETT	ID	83617		
ND18	MARIA	GRAY	2393 WATTS LN		PAYETTE	ID	83661	2086424139	
ND18	SHERRYL	WINSLOW	3596 S CREEKWOOD WAY		BOISE	ID	83709		
ND18	JOHN	GAINER	13275 SW BRIGHTWOOD ST		BEAVERTON	OR	97005		
ND18	RAY	ROSA	14905 SW VILLAGE LN		BEAVERTON	OR	97007	5032909130	
ND18	CORINNE	KERN	525 NW 6TH AVE #301		ESTACADA	OR	97023		
ND18	JANET	BARLOW	1180 NW RIVERVIEW AVE		GRESHAM	OR	97030		
ND18	SUSAN	RUDIN	13515 SW UTE ST		TUALATIN	OR	97062		
ND18	DAVID	PFLUGRAD	2212 B ST APT B		FOREST GROVE	OR	97116		
ND18	CECELIA	KENNEY	3830 HAYES UNIT A		NEWBERG	OR	97132	5035387842	
ND18	DEVINA	STEARNS	17235 SW HILLSBORO HWY		SHERWOOD	OR	97140	5036286834	
ND18	MACIE	SEXTON	15141 SW WILLIAMETTE ST		SHERWOOD	OR	97140	9713039721	
ND18	K H	MANTEL	PO BOX 1897		PORTLAND	OR	97207		
ND18	ROMONA	FOSTER	10630 NE WYGANT ST		PORTLAND	OR	97220	5038995060	
ND18	R	SCHNIBBE	10915 NE SCHUYLER ST		PORTLAND	OR	97220		
ND18	DR BRADFORD	CRAIN	3814 SW PENDLETON ST		PORTLAND	OR	97221		
ND18	RALPH	TRUTT	7912 SW ASHFORD ST		TIGARD	OR	97224		
ND18	RICK	CHRISTMAN	5990 SE 92ND AVE #417		PORTLAND	OR	97266		
ND18	R	SCHROEDER	3404 HARVARD AVE SE		ALBANY	OR	97322		
ND18	G	WINTERS	435 SW EDGEWATER		DEPOE BAY	OR	97341		
ND18	MIKE	MARQUEZ	PO BOX 190		LEBANON	OR	97355		
ND18	LEE	BLACKWOOD	PO BOX 536		NEWPORT	OR	97365		LEEEL@HOTMAIL.COM
ND18	KEITH	MAINE	PO BOX 182		ALLEGANY	OR	97407		
ND18	SHERRY	BRICHER-WENDT	1605 W HARRISON ST		COTTAGE GROVE	OR	97424		SBRICHER1@YAHOO.COM
ND18	BILL	MASON	1968 35TH ST		FLORENCE	OR	97439		BILL97439@GMAIL.COM
ND18	JOHN	WADDLE	PO BOX 407		OAKRIDGE	OR	97463	5419155046	JOHNWEDDLE42@YAHOO.COM



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**AAA Via Magazine Leads**

<b>Issue</b>	<b>FName</b>	<b>LName</b>	<b>Address1</b>	<b>Address2</b>	<b>City</b>	<b>State</b>	<b>Zip</b>	<b>Phone</b>	<b>Email</b>
ND18	AUDRE	SWARTOUT	978 W L ST		SPFD	OR	97477		
ND18	MARTGO	SHAY	7510 N 71 ST		SPRINGFIELD	OR	97478	5417267269	
ND18	TERRY	NYDIGGER SMITH	87919 HUSTON		VENETA	OR	97487	5416075717	
ND18	MIKE	STEELY	1117 LA LOMA ST		MEDFORD	OR	97501	5417732836	
ND18	TED	KREMPA	2856 TONIA CIR		MEDFORD	OR	97504		
ND18	SAAD	IBRAHIM	30 7TH ST		ASHLAND	OR	97520		
ND18	JOLENE	WHITE	677 TOWNE STREET		GRANTS PASS	OR	97527	5419551073	JOJOCASPER70@YAHOO.COM
ND18	LEWIS	SOWLES	203 MAIN ST #401		KLAMATH FALLS	OR	97601	3104304631	WILLIAMSOWLES@AOL.COM
ND18	LEE	OSBORN	5028 GLENWOOD DR		KLAMATH FALLS	OR	97603		
ND18	JUDY	MCCLEAN	19325 ALIANNA LOOP		BEND	OR	97702		
ND18	JEAN	KNAPP	6137 NE 41ST ST		REDMOND	OR	97756	5419239857	
ND18	DENISE	BANTON	17007 GOLDEN STONE DR		SISTERS	OR	97759	5413832282	

# City of Wilsonville NEWS RELEASE

*For Immediate Release*



December 3, 2018

CONTACT: Brian Stevenson, Parks and Recreation Program Manager  
503-570-1523; [stevenson@ci.wilsonville.or.us](mailto:stevenson@ci.wilsonville.or.us)

## **City Now Accepting Grant Applications; Awards Fund Tourism & Community Projects**

WILSONVILLE, OR — The Wilsonville Parks and Recreation Department is now accepting applications for The Community Tourism Grant Program and the Community Opportunity Grant Program, which together provide \$50,000 in funding for local organizations to support an array of projects providing benefit to community groups, residents and visitors to Wilsonville.

**The Community Tourism Grant Program** awards up to \$25,000 annually to organizations that produce projects, programs or events that draw visitors to Wilsonville. The deadline for the Tourism Grant is Friday, Feb. 1, after which the Tourism Promotion Committee reviews requests and determines awards. Funding for the program comes from the City’s transient room taxes assessed on overnight lodging visitors.

**The Community Opportunity Grant Program** provides \$25,000 funding each year for a wide range of local programs and projects that promote education, diversity, arts or community involvement in the city. The Parks and Recreation Advisory Board reviews requests and distributes awards twice annually. Applications are due Friday, March 1. Funds for the Opportunity Grant program come from the City’s general fund.

In partnership with Clackamas County, a third grant source is available for projects and events designed to attract visitors to the community from throughout the region.

**The Clackamas County Community Partnership Grant**, in partnership with Clackamas County Tourism, awards funding to local tourism projects that aim to increase the numbers of tourist visitors and the economic impact of tourism. Up to \$20,000 is available for projects that increase overnight lodging stays in Clackamas County, bring visitors into communities from greater than 50 miles away to shop, dine, recreate, take in arts or cultural offerings, or visit heritage sites and entice visitors to “linger longer.” The application deadline is Thursday, Feb 28.

For more information, go online to [www.WilsonvilleParksandRec.com/GrantPrograms](http://www.WilsonvilleParksandRec.com/GrantPrograms); or contact Brian Stevenson, Program Manager, at 503-570-1523, [stevenson@ci.wilsonville.or.us](mailto:stevenson@ci.wilsonville.or.us).

— # # # —

## **WINTER SURVEY OBSERVATIONS & NEXT STEP DECISIONS**

### **Winter Survey Update**

The surveying started approximately one month ago (mid-November). We are finding people are not being receptive to taking intercept surveys (seem to be annoyed – this is very different from our summer experience). The interviewers have experienced attitude at some locations (Family Fun Center, breweries and wineries).

The surveys taking place at local events have been good and people have been receptive, but events are limited during the winter months so we can't rely on capturing as many surveys like we did in the summer months.

### **Concerns**

RRC is concerned about the rude/grumpy people taking a toll on interviewers, extra hours required to get surveys collected and meeting our winter intercept survey goal.

Lack of survey access to hotels/motels is also a concern.

As with any emergent destination, we prefaced these concerns going into the survey project so this is not surprising. We knew the winter survey would be more challenging than the summer survey.

### **Next Step Suggestions**

#### **1) Plead with hotels to let us survey (intercept and/or online)**

\*this was crucial in Bend during winter months in order to meet required numbers

We know this is where the out-of-area guests are and we need to get access to them.

Lynnette will schedule meetings with all Wilsonville hotels/motels in January. It might be helpful to have Mark, or a representative from the city to come along. We will suggest having interviewers in lobby area during peak check-in times. BooneTown Bistro and Bar at the Holiday Inn Express would also be a prime placement for interviewers.

#### **2) Do we find it is imperative to have an apples-to-apples comparison between summer and winter surveys?**

If not, then we can experiment in different ways to get valuable information from visitors to assist in future marketing decisions and tourism-focused infrastructure.

For example, the locals survey (an extra added bonus survey that was initiated) gave us a lot of good insights and information.

**Recommendation:** Give the intercept surveys a bit more time (one more month) and if the situation doesn't improve, we would like to move forward with the "experimental" phase of the survey. RRC agrees with this recommendation.

We would keep the final summer data report separate from the winter survey report since the surveys would not be an apples-to-apples comparison.

## **EXPERIMENTAL PHASE SUGGESTIONS**

1) We would hit the online surveys really hard. Knowing why people would visit or what their current perceptions of Wilsonville or attractions/services they would like to see in Wilsonville would be valuable to know.

We would promote this online survey from the ExploreWilsonville.com website, set up an email campaign as well as set up a separate ad campaign on Facebook targeting visitors in the area. We can also see if partners in the community would consider linking to the survey. Incentives would be offered to all survey takers. Partners would be offered an isolated report of their data collected to use for their own purposes. The report would be similar to what we gave the Wilsonville Festival of Arts and Team Northwest (horse shows).

2) Interview visitors at locations outside of Wilsonville. Some suggestions include: French Prairie rest area, Champoeg State Heritage Area, Aurora, Woodburn Premium Outlets, Tulip festival, Newberg, etc.

Other suggestions?

## ONLINE WINTER SURVEY QUESTIONNAIRE SAMPLE

- Are you considering visiting Wilsonville in the next 12 months?
- [If yes] When are you considering taking a trip to Wilsonville?
- For which of the following reasons are you considering visiting Wilsonville?
- What information sources have you used to research the Wilsonville area?
- [To understand why people are on the Explore Wilsonville website] Which of the following best describes you?
  - I am gathering information for a trip to Wilsonville.
  - I live in Wilsonville and am researching options or activities for visiting friends or family
  - I am a meeting, event, or wedding planner visiting this website for business reasons
  - I am a travel agent or tour operator visiting this website for business reasons
  - I am visiting this website for market research
  - I am visiting Wilsonville on business (meeting, retreat, etc.)
  - Other
  - None of the above
- Which best describes where you are in the trip planning process?
- Have you seen or heard any advertising about Wilsonville in the past 12 months?
- [If yes] Where did you see or hear the advertising?
- What is the first word, phrase or image that comes to mind when you think of Wilsonville?
- What aspects of Wilsonville are most attractive to you, based on your past experience, impressions, or what you may have seen or heard?
- Are there any characteristics of Wilsonville or impressions you have of Wilsonville which might deter you from visiting in the future?
- What types of attractions or things to do you are looking for in a place to visit?
- Which of the following types of destinations have you visited on an overnight vacation in the past three winters? (Check all that apply)
  - [ ] Mountain destinations
  - [ ] Lake or river destinations
  - [ ] National / state parks or monuments
  - [ ] Areas of cultural or historical interest
  - [ ] Ski resorts
  - [ ] Major cities
  - [ ] Ocean coast or beach destinations
  - [ ] Amusement parks
  - [ ] Casinos
  - [ ] Ocean cruise
  - [ ] Travel abroad
  - [ ] Other:
- Generally speaking, for your winter vacation trips, do you typically:
  - ( ) Visit the same destination year after year
  - ( ) Rotate between a few different destinations
  - ( ) Visit new/different destinations all the time

- How would you classify yourself on the following scale in planning your vacations?
  - (1) Value conscious/price sensitive/least cost choice
  - (2)
  - (3) Seek an even balance between price and quality of experience
  - (4)
  - (5) Quality of experience is primary concern regardless of cost
- How many total overnight vacation trips do you anticipate taking in summer/fall 2019?
- Please think about the factors you consider when choosing a vacation destination. How important are each of the following in choosing where to go?
  - Atmosphere / ambiance of destination
  - Quality of accommodations
  - Value of accommodations
  - General sightseeing/touring opportunities
  - Outdoor recreation opportunities
  - Scenic beauty
  - Arts, music and cultural experiences
  - Quality and variety of shopping
  - Quality and variety of dining
  - Quality and variety of nightlife
  - Good variety of activities for my family/children
  - Friendly people
  - Good place to "get away" and relax
  - Fun and exciting place to visit
  - Lack of crowds
  - Familiarity with area / previous experience
  - See new destinations I haven't visited before
  - Easy / convenient place to get to
  - Overall value for the price paid
- In general, what is the best way for us to reach you to make you aware of events, special packages, area improvements, etc.? (Please note that you will not be contacted by this method, we are just trying to understand our guests' preferences.)
  - Email
  - Blog post/article on our website
  - Post on our Facebook page
  - Post on our Instagram page
  - Post on our Twitter feed
  - Magazine ads
  - Newspaper ads
  - TV ads
  - Radio ads
    - Mail
  - Prefer not to be contacted
  - Other:

[ Add subscribe to our email newsletter and prize opt-in to end of survey ]