



Grant Details

118486 - FY23 DMO Plan

122507 - FY23 Belgrade CVB DMO Plan

DOC Office of Tourism

Grant Title: FY23 Belgrade CVB DMO Plan
Grant Number: 23-51-041
Grant Status: Underway

Comments:
Applicant Organization: Belgrade Chamber of Commerce

Grantee Contact: Kristi Gee

Award Year: FY23

Program Area: DOC Office of Tourism

Amounts:

Contract Dates:	Contract Sent	Contract Received	Contract Executed
Project Dates:	06/15/2022 Proposal Date	07/01/2022 Project Start	06/30/2023 Project End

Grant Administrator: Barb Sanem

Contract Number: 23-51-041

Award Year: FY23

Contract Dates

Contract Sent	Contract Received	Contract Executed	Contract Legal
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Project Dates 07/01/2022

06/30/2023

Project Start	Project End
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Comments

Amendment Comments

DMO Plan Narrative

1. Describe Your Destination

Describe your destination (who you are, who you wish to attract and why they would come) addressing your strengths, opportunities, and potential challenges.

Belgrade, Montana is the fastest growing community in Montana. We have a mix of small locally owned businesses as well as larger corporations.

Bozeman Yellowstone International Airport is less than one mile away from the Belgrade city limits. We see visitors from all over the country on a regular basis. Belgrade welcomes visitors and provides many services they need for their stay. Visitors will find clean, up to date hotels, excellent restaurants, parks to relax in and other services for their needs. Visitors will find small town hospitality on their way to Yellowstone National Park and to premier skiing.

Strengths

Breathtaking Experiences by Day – Yellowstone Country Montana offers a number of outdoor recreation adventures and historic draws for visitors. Whether it's a day hike to a mountain lake, a guided fishing expedition, experiencing a day on the slopes of the Bridger Bowl Ski Area or Big Sky, or a trip to the Lewis and Clark Caverns, there will never be a dull day when visiting Belgrade, Montana.

Yellowstone National Park – Belgrade is located within 90 miles of Yellowstone National Park, one of the most popular national parks in the United States. The park attracts visitors from all over the world to experience its wildlife, geysers, hiking, camping and other natural beauties in the summer and winter months.

Travel Services – Bozeman Yellowstone International Airport offers 30 direct flights to Bozeman from major cities across the country and it is the busiest airport in the state of Montana. I-90 runs right through Belgrade, making it easy for arriving by car as well.

Year-Round Recreation- Belgrade is a hub for visitors travelling to Big Sky Resort, fly fishing on the Madison River, white water rafting and kayaking on the Gallatin River and accessing the extensive trail systems within Yellowstone Country Montana. We are 40 minutes from two major ski areas and access to thousands of miles of snowmobiling, cross country skiing and snowshoeing.

Parks & Events – Our growing community is home to two major parks and seven smaller neighborhood parks. Lewis & Clark Park is located just off of main street and includes a splash park with multiple picnic shelters. In the fall, Lewis & Clark Park is also home to Fall Festival; Belgrade's largest event. Fall Festival attracts between 5,000-7,000 people every year and we are working to increase the number of out of state visitors to participate in this event.

Vibrant and Charming Small Town – Belgrade is a vibrant, charming small town. There are shops, parks, picnic areas, farm and ranch stores, recreation and a quaint downtown. With lovely landscapes and smiles on every corner, the town is warm and welcoming to all visitors and locals alike.

Opportunities

So many people flock to our area for the outdoor activities, hiking and camping being the top two. Our online/digital and social media marketing campaigns will reflect this. We want visitors to call Belgrade their temporary home while they are exploring all that our area has to offer. Being so close to Bozeman Yellowstone International Airport and I-90, it is easy for visitors to come to Belgrade.

Challenges

We still struggle with Google Maps directing visitors on roads that do not come through Belgrade. These roads are small and not signed well. This can be frustrating to visitors and create a bad first impression. We are doing some research on some Wayfinding information and ways to direct visitors where they need to go.

We often find that visitors will choose Bozeman over Belgrade as they have more services. Belgrade is not a stand alone destination spot. Our online/digital and social marketing campaigns will show Belgrade as an option when traveling to the area by touting excellent customer service, our small town charm and proximity to other destination spots.

2. Align with Montana Brand

Briefly describe how your destination aligns with the Montana Brand.

Unspoiled Nature – Belgrade is settled in the heart of the Gallatin Valley. Regardless of the direction one looks, the city is surrounded by mountain ranges; The Bridgers, The Spanish Peaks, and the Tobacco Roots. Belgrade is also on the cusp of wide-open farm lands, which offer an additional scene to the snowcapped mountains.

Vibrant and Charming Small Towns – Belgrade is a vibrant, charming small town. There are shops, parks, picnic areas, farm and ranch stores, recreation and a quaint downtown. With lovely landscapes and smiles on every corner, the town is warm and welcoming to all visitors and locals alike.

Breathtaking Experiences by Day – Yellowstone Country Montana offers a number of outdoor recreation adventures and historic draws for visitors. Whether it's a day hike to a mountain lake, guided fishing expedition, experiencing a day on the slopes of the Bridger Bowl Ski Area or a trip to the Lewis and Clark Caverns, there will never be a dull day when visiting Belgrade, Montana.

3. What is the strategic role of your DMO?

Select all that apply: Destination Marketing, Destination Management, Destination Stewardship, Destination Development).

Destination Marketing

Based on the strategic role you serve, provide the following information.

3a. Define your audience(s) (demographic, geographic, and psycho-graphic).

1. Belgrades target markets align with the direct flights that Bozeman Yellowstone International Airport provides.

1. Demographics/Psycho-Graphics:

1. 35-65+ years old, adventure seekers who also enjoy outdoor activities, outdoor enthusiasts, family adventure seekers, summer, fall, and winter enthusiasts.

2. Frequent travelers looking for outdoor adventure, National Parks enthusiasts, Families

2. Geographics:

1. Direct Flight Markets:

1. Denver, CO, Salt Lake City, UT, Seattle, WA, Los Angeles, CA, Dallas, TX, and Minneapolis, MN

3b. What research supports your DMO strategy?

When we have conversations about where we place our digital marketing and social media ads, we have found that the cities that our local airport has direct flights to show the best results. We use the information received from the airport manager and the information located on the airports website.

<https://bozemanairport.com/flights>

The Montana Office of Tourism and Business Development is also a great resource that we go to for data when understanding what the trends are for visitation.

<https://marketmt.com/Programs/Marketing/Tourism-Research/>

Because we use funds for social media, we need to fully understand how to market to the visitor. Destination Marketing Association of the West has done research and produced several articles with suggestions on marketing to out of state visitors.

<https://dmawest.org/news/newsnotes/foundation-news/april-2019/how-dmo-social-media-drives-travel-decisions/>

ITRR is a great resource and data mine for understanding visitor spending and visitor tracking. This helps us understand what visitors are doing in our area and how they travel throughout the state. Decisions can be made on how to capture the visitor to come to Belgrade.

<https://itr.umn.edu/interactive-data/resident-q4p2-2021.php>

3c. What are your emerging markets?

We have found that our best digital marketing open rates and social media engagements are in cities that our local airport has direct flights to. In FY23, we have chosen to concentrate on direct flight markets in the following cities:

1. Nashville, TN
2. Chicago, IL
3. New York, NY
4. Atlanta, GA

These cities also have residents that fit within our demographics.

4. Define and describe your overall goals.

A goal is an idea of the future or desired result that a person or group of people envisions, plans and commits to achieve.

1. Keep Belgrade top of mind with local photos and videos. We want to show the authentic Belgrade and what visitors can expect when they arrive. By hiring a local photographer and videographer, we can capture Belgrade during different seasons and compel visitors to stay in Belgrade.
2. When the visitor arrives, we want them to be able to easily navigate our town. It can be frustrating to visitors to not be able to find our local parks or other city amenities. We know that the wayfinding process will take a couple of years to complete, but we want to start the process in FY23.
3. Joint Ventures can leverage our dollars to get the most bang for our buck. We want to be able to expand our reach and add value to our marketing efforts. Joint Venture programs will be a priority in FY23.

Our budget for FY23 is \$79,456. We will use the funds in the following ways:

Administrative: \$15,971

This is the 20% allotment for administrative needs.

Opportunity Marketing: \$6,485

We will use these funds for projects or marketing that come up throughout the year that are not budgeted for.

Joint Venture: \$10,000

Joint Ventures are a priority in FY23 and the use of joint ventures will expand our marketing opportunities.

Product Development: \$25,000

These funds will support the start of our wayfinding program, (\$15,000), and photo, (\$5,000), and video, (\$5,000), libraries.

Paid Media: \$20,500

These funds will support the digital marketing, (\$10,500), and social media marketing, (\$10,000), campaigns.

Education & Outreach: \$1,500

These funds are used for any travel associated with the grant. We attend TAC meetings and the Governors Conference for Tourism.

4a. Describe proposed tactics and projects as related to overall goals and controlled by the organization in its financial statements.

Goal 1: We will hire a photographer and videographer to capture local images so that we will not have to use stock images in the future.

Goal 2: The process of researching and hiring a company to start putting together wayfinding signage for Belgrade will happen FY23.

Goal 3: In the past, our budgets have not allowed us to be able to participate in joint ventures, as they were too expensive. In FY23, we will be able to afford joint ventures with Yellowstone Country as well as with other DMOs in our area.

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Objectives/Metrics/Evaluation

Objectives	Measurable Metrics for Success	Report the Metric Achieved	Evaluation of Measurable Metrics for Success	Add'l Attchmnt
Develop our photo library with authentic photos of Belgrade in all seasons. We will use the photos for content on our website, print media, and in our digital marketing and social media campaigns.	We would like to see a 3% CTR increase over FY22 once the new photos are in place.	0	0	
Create short videos to entice the visitor to learn more about Belgrade and want to stay in our town. The videos will be uploaded onto our website and will be used on our social media pages.	We would like to see a 3% increased CTR engagement over FY22 on our social media as well as more followers on our Facebook page. We would like to increase the followers to 2,200.	0	0	
Improve wayfinding in Belgrade so visitors can easily find the amenities they are looking for. Visitors often rely on Google and that is not always up to date. With better signage, visitors can navigate Belgrade better and safer.	This project will take a couple of years. In FY23, we will research and hire a company to start putting together the information needed for the signage.	0	0	

DMO Budget

Allowable Methods	Amount Budgeted	% of Budget Allocated	Amount Expended	% of Budget Expended
Administration	\$15,971.00	20.0	\$0.00	0

Education/Outreach	\$1,500.00	2.0	\$0.00	0
Joint Venture	\$10,000.00	12.5	\$0.00	0
Opportunity Marketing	\$6,485.00	8.0	\$0.00	0
Paid Media	\$20,500.00	25.6	\$0.00	0
Product Development	\$25,000.00	31.9	\$0.00	0
	\$79,456.00	100.00	\$0.00	0.00

Narrative Evaluation

Reg/CVB Required Documents

Description	File Name	File Size
By-Laws	By-Law & Policy Changed.docx	14 KB

