



Important note

This plan was developed in Apple Keynote (and also saved as a PowerPoint presentation) for several reasons:

- 1. It can easily be added to, or timelines changed, or assignments altered. No items should be eliminated without serious consideration.
- 2. It is a working plan or "To Do List" meant to be fluid. Times change and sometimes plans also require changes, which can easily be accommodated.
- 3. It is simple and straight-forward and everyone plays a role in implementing the initiatives herein.
- 4. This is a one-year plan, with some initiatives for 2022, and it should be updated in September of 2021 with a fresh set of initiatives for 2022.

If the villages of Livingston County and their partners implement this plan, the county's tourism revenues should DOUBLE in 2022, helping reduce the severity of the economic impacts of the 2020 pandemic. This is a one year recovery plan.

2021 will be the "getting ready year" for the people of Livingston County so that this "Recovery Assessment & Plan" will help the county bounce back from one of the greatest economic disasters in U.S. history.

BUT the county is only as good as the sum of its parts: The villages and towns within the county, and supporting businesses, attractions, and amenities. So mutual co-operation is essential for success.





Entire focus:

What else can be done, locally, to make Livingston County an even better, stronger, more desirable place to live, invest in, and visit.

















First quarter 2021 goals

- 1. To create the Genesee River Valley Team
- 2. To establish the Genesee River Valley brand and to promote it so that every county resident knows it, shares it with those who visit them, and will help spread the word.
- 3. To arrange for contracted assistance to develop a worldclass marketing program.





Create the Destination Genesee River Valley Team: Your "board of directors"

Timeline: January 2020

Lead: Livingston County

Cost: None



- Livingston County Chamber director
- Livingston County Tourism Director (Chamber)
- County Economic Development
- Two county supervisors
- County Administrator
- Two lodging representatives
- Letchworth State Park Superintendent
- Genesee Country Village & Museum
- Golf Course owner
- Citizen at large
- Local Foundation (?)
- Gateway Villages Initiative

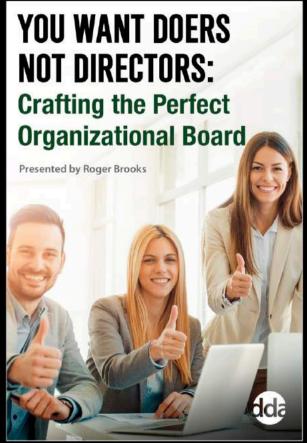
Details

The GRV Team would be charged with:

- Providing direction to the Chamber, which holds the tourism marketing contract with the county for 2021.
- Lodging tax funds are, by law, to be used for the promotion and development of tourism. These funds must not be interminaled with the Chamber's general funds. The GRV Team would oversee the usage and disbursement of the funds.







Perhaps two brown-bag breakfasts or lunches one video each time. Invite other civic leaders. Stream on a large screen if possible.

Make sure the Team is on board. It's ok if a few people bow out. It's easy to be a "director," but a "doer" requires a commitment and action.





Assign a spokesperson for the GRV Team: Enthusiastic | Younger | Outgoing

Timeline: January 2021

Lead: GRV Team

Cost: None



The spokesperson is the "voice" and "face" of Livingston County. This person should be in their 20s 30s or 40s, be very enthusiastic, and would appear in short teaser videos (engaging locals and to promote the county), and speak to local villages, chamber and other meetings to spread the word about the branding, marketing and product development efforts.

This could include two or three people that can "divide and conquer" and should include local or area public information officers.





Consider assigning a person, full-time, to this effort for the 2021 calendar year. They need to be ultra-focused and dedicated to implementing this plan.

Timeline: January 2021

Lead: Livingston County

Cost: None



The challenge with implementing a plan like this one is that these initiatives frequently are added to an individual's already full workload. Perhaps a person would be "reassigned" to implementing this plan for 2021, or could be contracted out for the year, or could be a new hire, perhaps with the county.

Expecting a volunteer effort by the team to implement this plan may lead to a much longer timeline and/or initiatives getting missed or forgotten.





Set a monthly meeting schedule for the team as you implement this plan (monthly meetings are not included each month in this plan's timeline)

Timeline: January 2021

Lead: GRV Team

Cost: None



Pick a particular time - such as the first Tuesday of each month - so that the meetings become part of the Team's routine.

This plan will be your guide at each meeting. The goal is to see that, every month, several of these recommendations are implemented.

Remember, this plan is developed in a Keynote (PowerPoint) format so that recommendations, timelines and responsibilities can be shuffled, added or edited.





Present the marketing place-brand (Genesee River Valley) to the county for adoption

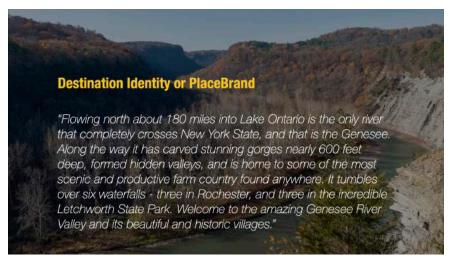
Timeline: January 2021

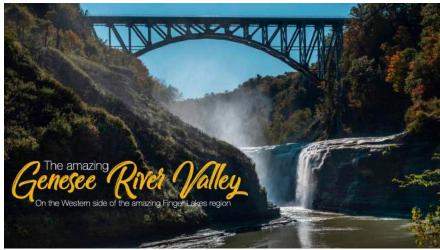
Lead: GRV Team

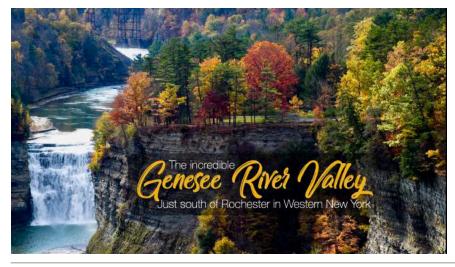
Cost: None













ROGER BROOKS International



Finger Lakes West?

Genesee Valley?

Finger Lakes Farm Country?

Genesee River?

Lake Conesus?

SUNY Geneseo?

Home of Letchworth State Park?

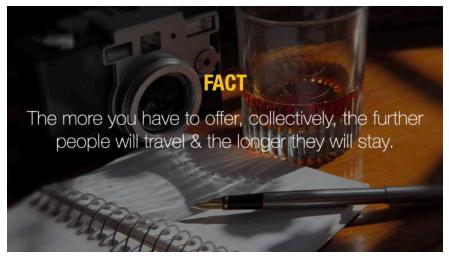
Livingston County?



The county is adopting the name - not necessarily the logo (as seen here). The tag shown under the logo would change depending on the situation or media where the Valley is being promoted.

The same with the top introductory text "The amazing" or "The beautiful" Genesee River Valley.

With official adoption by the county, it will be easier to have state agencies (NYDOT, NY Tourism & others) begin marketing the area as the Genesee River Valley.





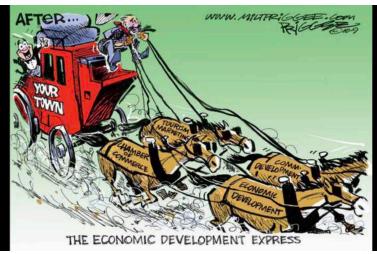






While these two facts are important, you also can't spread the marketing effort too thin. This is a challenge with the Gateway Villages initiative: they include too many counties and too broad of a region.

While that effort is an important piece of the overall marketing effort, the Genesee River Valley brand should concentrate on Livingston County and the areas immediately outside the county (within perhaps five miles of the county lines), making Livingston County the "hub" for the marketing effort.







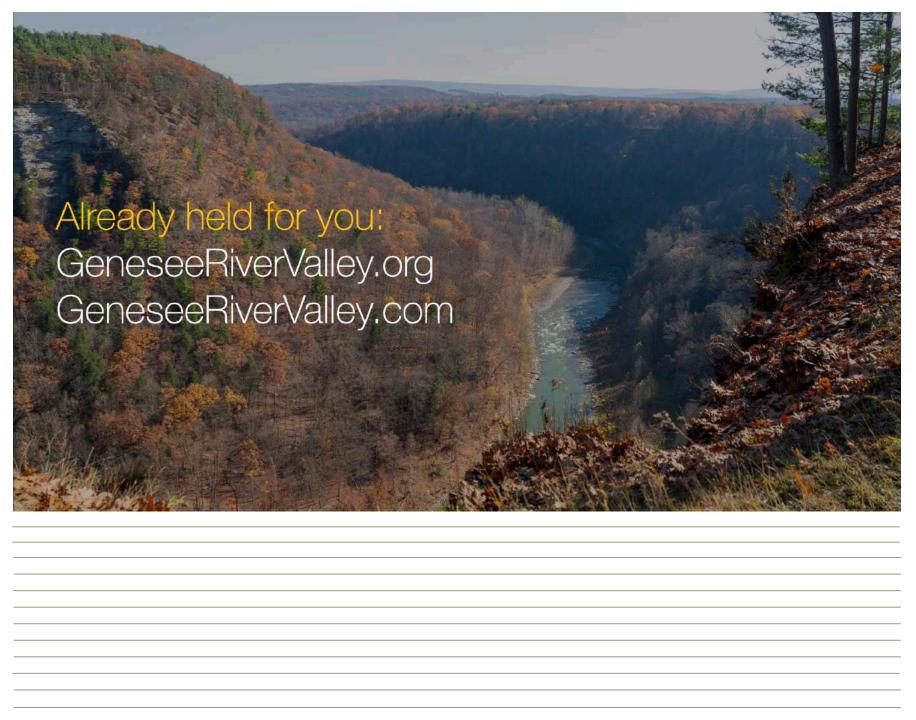
Have the GRV domains transferred to the county

Timeline: January 2021

Lead: Livingston County

Cost: None









Work with the county wayfinding team on finding ways to promote the Genesee River Valley on I-390 at gateway locations

Timeline: January 2021

Lead: Livingston County | GRV Team

Cost: None



The logo will be provided once the Marketing Agency is in place and a Style Guide created.

The following are examples of how signage along I-390 could be either changed or new additional signage promoting the area could be developed.

Consider a fund-raising effort for gateway signage so that NYDOT does't shoulder the cost, but does grant right-of-way permission for adding the signs.













Don't be afraid to promote "the famous Genesee River Valley" on signage.

When working with NYDOT and the Wayfinding committee, make sure additional attractions signage is included along I-390. Currently, the only attraction even noted along the freeway in the county is for the Mount Morris Dam.

This should also include the Greenway trail heads.









Meet with the villages to share this plan and what the GRV Team can use from them to help promote their areas

Timeline: January through March 2021

Lead: GRV Team spokesperson

Cost: None



- Photography
- Upcoming events
- Brochure distribution
- Road construction updates | happenings visitors should know about
- A heads up on the branding and marketing effort
- This would best be done in a "council meeting" and would take place every quarter
- NOTE: The county is only as good as the sum of its parts so the villages should be actively involved in product development initiatives
- Initially, the GRV Team should meet with each village, individually, to bring them up to speed regarding this effort. Then host a quarterly meeting attended by stakeholders from all of the villages and the GRV Team.
- Plan on meeting together in a location that moves each quarter around the county
- This would be a quarterly update and is meant to generate a LOT of enthusiasm - marketing partnerships and product development initiatives





Issue RFQ for graphic design, public relations, web-development initiatives.

Livingston County retains ownership of all IP

Timeline: February 2021

Lead: GRV Team

Cost: None



The firm you contract with will work on a project basis, other than perhaps the public relations aspect which could be on a monthly retainer basis, since it's an ongoing initiative.

Details

- Style Guide
- New website
- Brand awareness posters
- Trail maps and guides
- Best of the Genesee River Valley rack brochure
- Social media channel graphics
- Online press kit (part of the website)
- Pole banners
- Holiday Shopping Guide to the GRV
- Supervise professional photographer
- Initial video clip development using GRVT spokesperson





Issue RFQ for development of a B-roll video and still photography library (all four seasons)

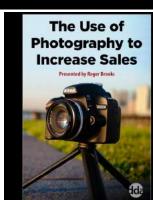
Timeline: February 2021

Lead: GRV Team

Cost: None



- County retains ownership of all IP development
- A photo and video shoot in each of the four seasons - plus the holidays
- Five multi-day trips
- Activities (showing people), not just scenic shots
- These would be "owned" by the county for the express purposes of promoting the county
- Promote the photographer on the website in exchange for a reduced cost
- Include photo credits on each use
- They would work with the marketing agency



This video in the DDA Resource Center Marketing) will be a good one for both the GRV Team and the photographer to both see and use as a basis for your photo shoots.





Contract for marketing agency expertise (one year agreement)

Timeline: February 2021

Lead: Livingston County Tourism (chamber)

Cost: By project

Funding source: Lodging taxes







Contract for professional photography/videography (one year agreement)

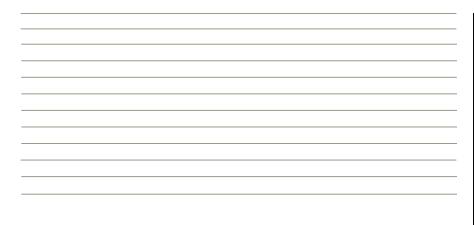
Timeline: February 2021

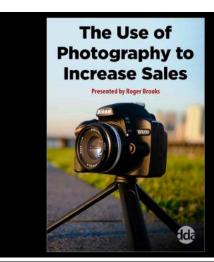
Lead: Livingston County Tourism

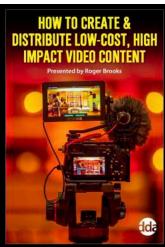
Cost: Pay per each of five shoots

Funding source: Lodging taxes









- Promote five seasons not just winter, spring, summer and fall. Instead:
 - Winter Wonderland
 - Spring Fling
 - Summer Fun
 - Fall Festival of Color
 - The Holidays
- Always showcase people enjoying activities





Photography: First shoot immediately
To gather winter recreational shots: focus on activities

Timeline: February 2021

Lead: Livingston County Tourism

Cost: \$10,000







Work with SUNY Geneseo if they have multi-media and marketing courses: real life marketing experience

Timeline: March 2021

Lead: GRV Team | Tourism

Cost: None





- Coordinate a way that the university can work with both the Chamber and the marketing/photography contractors to supplement photography, videography, and marketing expertise.
- This is an excellent opportunity to engage the university and its students in gaining "real life" experience in marketing the county as a place to live, work, invest in, and visit. This can include copywriting, branding, photography, videography, graphic design, printing, distribution, social media and public relations.





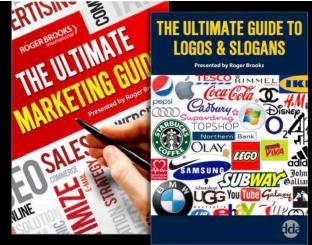
Marketing agency: Develop the Genesee River Valley Brand Style Guide

Timeline: March 2021

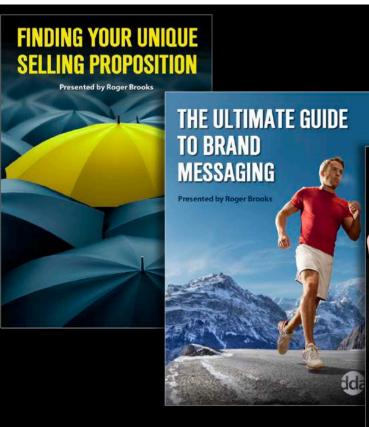
Lead: Livingston County Tourism

Cost: \$15,000

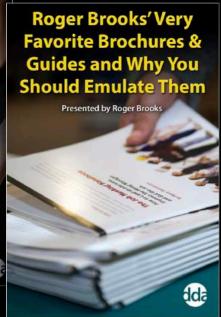




These two videos (and others) in the DDA Resource Center will help walk the Team through the marketing process.











Marketing agency: Design and bring live the social media channels

Timeline: March 2021

Lead: Livingston County Tourism

Cost: \$3,500



- Start populating these with photography appropriate for the season
- Also make sure that an Instagram feed is placed on the home page of the tourism website and that it updates one, two, or three times daily





Schedule Samantha Brown for a "Places to Love" episode or a separate video shoot

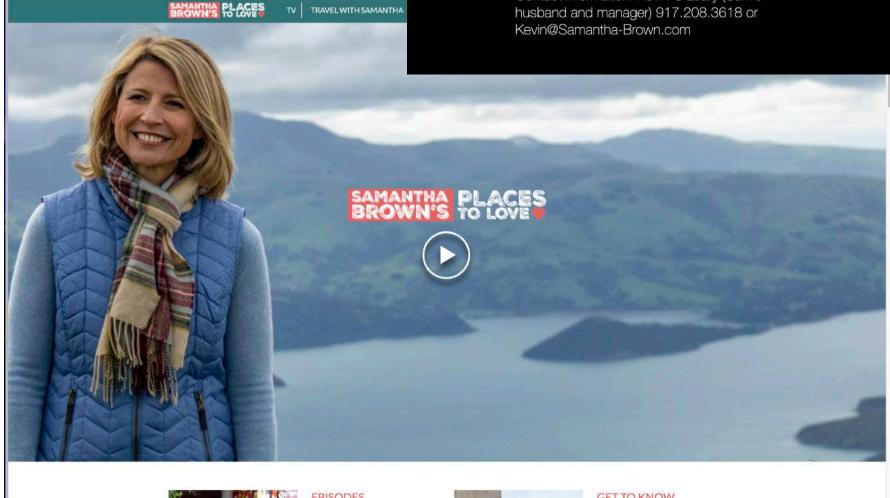
Timeline: March 2021

Lead: Livingston County Tourism

Cost: To be determined



- Samantha Brown is a New Yorker (Brooklyn) and loves traveling and promoting the state and has done several episodes of Places to Love within the state.
- The idea would be to have her and her crew come out in late spring, summer or even for fall color - depending on her shooting schedule.
- Contact information: Kevin O'Leary (Sam's husband and manager) 917.208.3618 or







Meet with local press (editorial) about changing the branding focus to the Genesee River Valley

Timeline: March 2021

Lead: Livingston County Tourism

Cost: None



- The top reason people travel is to visit friends and family. Over 2021 the goal is to get all local residents to refer to the area as "The Genesee River Valley" to help build brand awareness and "top of mind awareness" of the valley and its great assets.
- The press can play a major role in "getting the word out" about the new branding effort. This may include newsletters in area utility billings, local newspapers and publications, television (including the Rochester and Buffalo areas), radio, and in direct-mail pieces.



January

- GRV Team
- Spokesperson
- Full-time effort
- Set a monthly schedule
- County brand approval
- Wayfinding I-390
- Meet with villages
- GRV domain transfer

February

- RFQ: Marketing
- RFQ: Photography
- Team meeting
- Marketing contract
- Photography contract
- Winter photo shoots

March

- SUNY Geneseo
- Team meeting
- Brand style guide
- Social media channels: go
- Samantha Brown agreement
- Engage local press

Total spend this quarter: \$33,000



April - June 2021

Second quarter 2020 goals

- 1. Spread the word: Genesee River Valley
- 2. Get the name out there. Have local business, villages, and organizations start tagging marketing efforts with the GRV brand
- 3. Begin developing new marketing materials, website, and social media channels





Develop, from the ground up, a new tourism website: Emulate ExploreSquamish.com and ExploreAsheville.com

Timeline: April 2021

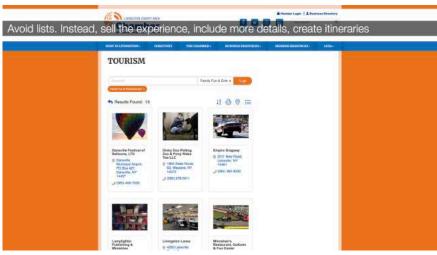
Lead: Livingston County Tourism

Cost: \$17,000 Including monthly improvements, additions

Funding source: To be determined



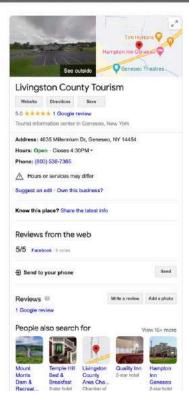




Google livingston county new york tourism

Add "Official Tourism site for Livingston County" - if that's the case









Host village retail presentations (evenings or mornings): Recovery workshop | Increasing retail sales

Timeline: April 2021

Lead: LCED (Louise)

Cost: Included





- Blade signs
- Beautification
- Window displays
- Operating days and hours
- Window displays to exterior
- Google My Business listings
- TripAdvisor
- Apple and Google Maps
- Sidewalk dining



- Make it a regularly scheduled brown bag breakfast or dinner once a month
- During COVID-19, make these available in person, or via Zoom or Facebook Live
- Invite all retailers, village stakeholders, county personnel to these
- Promote each one to its core audience
- Work with DDA on topics & schedules for these
- Also: Don't just show a video. Stop it, discuss items, make sure there's a "What do we do to implement this" discussion so that things are actually implemented







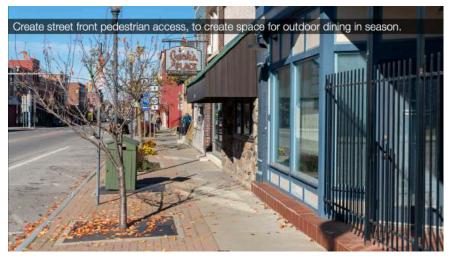






























OPTION:

Have the DDA do a live workshop covering all of these topics using local examples, record it, then have it available 24/7 to local businesses.







Identify ten places to have the 24/7 brochure distribution racks mounted around the county

Timeline: April 2021

Lead: Livingston County Tourism

Cost: None



- Downtown Geneseo
- Genesee Country Village & Museum
- National Warplane Museum
- Wadsworth Homestead
- Mount Morris Dam
- Letchworth Park visitor information (two locations)
- Chamber of Commerce | Visitor Info Center
- SUNY Geneseo (two locations)
- Deer Run Winery
- ????







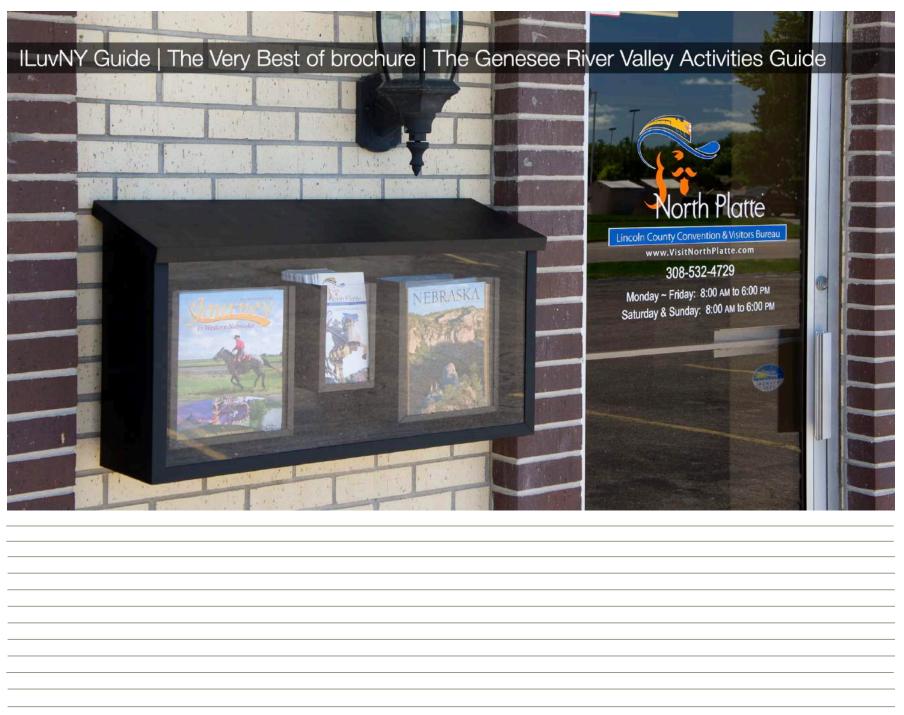
Contract to have ten wall-mounted brochure distribution racks designed and fabricated

Timeline: April 2021

Lead: Livingston County Tourism

Cost: \$4,500









Create a list of places where brochures could be distributed around the county and purchase inexpensive brochure holders to mount in these places

Timeline: April 2021

Lead: Livingston County Tourism

Cost: \$750



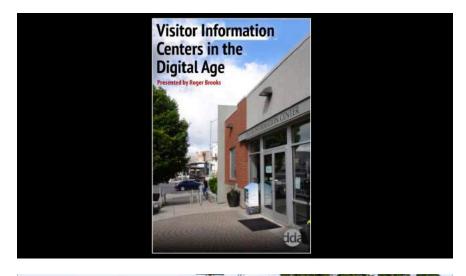
- Village and county offices
- Local libraries
- Chambers of Commerce
- Hotels
- Campgrounds
- Informational kiosks at trail heads
- Local museums and historical attractions
- College campus
- B&Bs | to AirBNB owners | VRBO owners
- Area parks
- Restaurants and retail shops (selective)



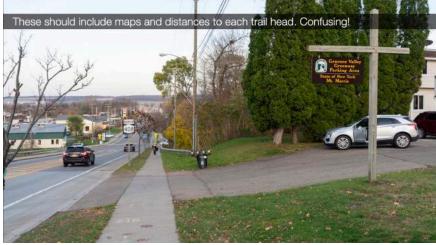




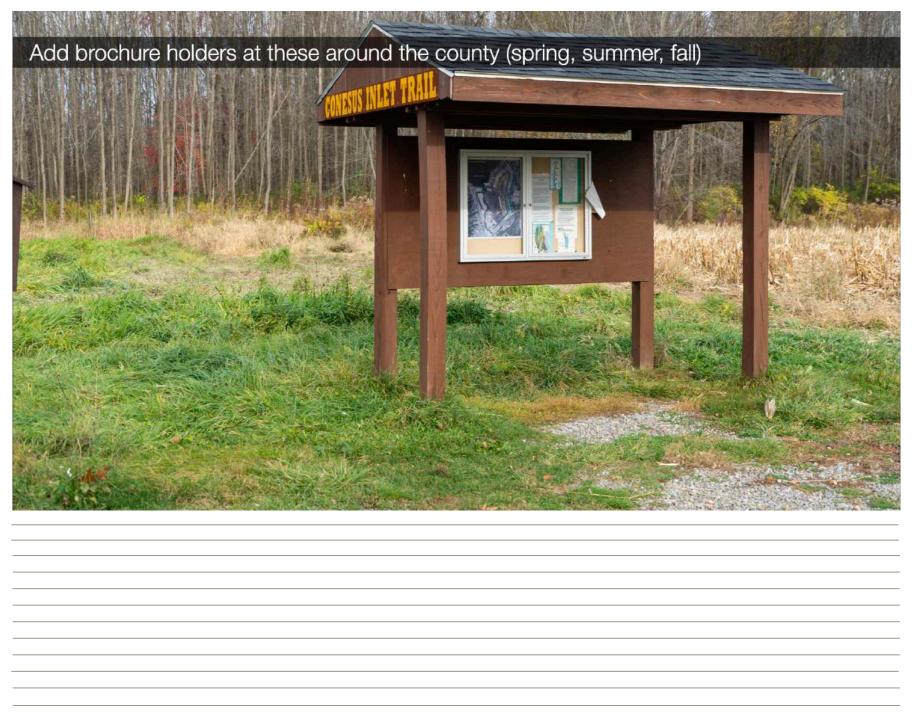
















Develop a schedule to speak at auxiliary organizations throughout the county: Rotary | Kiwanis | Elks | Eagles & others

Timeline: April 2021

Lead: GRV Team

Cost: None







Work with the villages on adding hashtags to gateway signage and at information kiosks, promote to locals

Timeline: April 2021

Lead: Livingston County Tourism

Cost: \$3,000















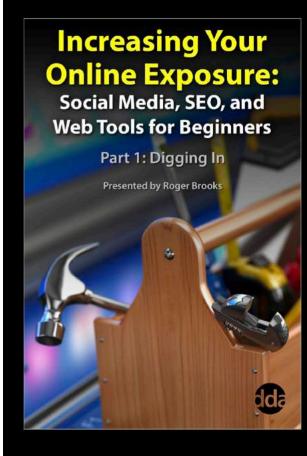
Begin posting two photos on Instagram & Facebook every day: Use Hootsuite (or similar to automate this)

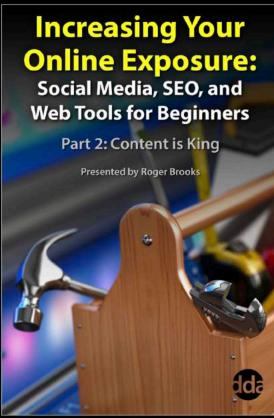
Timeline: April 2021

Lead: Livingston County Tourism

Cost: None













Develop a Genesee River Valley YouTube channel and begin to populate it - first with an introductory video talking about the channel and what it will include

Timeline: May 2021

Lead: Livingston County Tourism

Cost: \$2,500







Vet the candidates for each trail: Golf | Arts, Crafts & Gifts | History | Breweries | Farms | Antiques

Timeline: May 2021

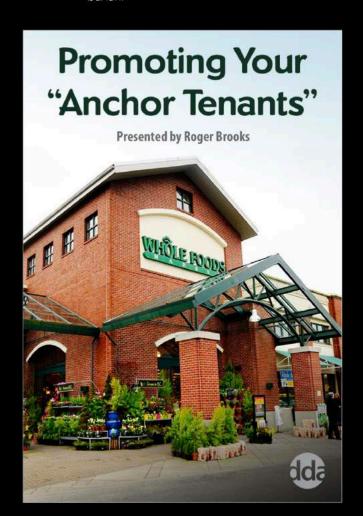
Lead: GRV Team

Cost: None





- Break into teams
- Visit each and secret shop them
- Look at reviews: TripAdvisor, Google, Yelp. Make sure they have 80% positive (four & five stars)
- Create the list for the Marketing Agency
- Do NOT let geography dictate the choices
- Remember: One bad apple can spoil the whole bunch.



Use this video (DDA Resource Center) as a guide as you vet the candidates for each of the trails and trail maps.





Work with marketing agency on collateral materials: Co-op costs | design & production | printing

Timeline: May 2021

Lead: Livingston County Tourism

Cost: None







Schedule and produce the second photo shoot

Timeline: May 2021

Lead: Livingston County Tourism | Mkt. Agency

Cost: \$10,000



Superlatives

Have organizations tag their efforts with "Located in the [superlative] Genesee River Valley"

Work with NY Tourism | Other statewide organizations SUNY Geneseo | Trails organizations | State Parks Chambers of Commerce | Resorts & lodging properties Local news organizations (papers, radio, media outlets) Historical associations | The villages





Work with villages, attractions, state to identify sites for public restroom locations, grant funding for development. Encourage them to open public restrooms.

Timeline: June 2021

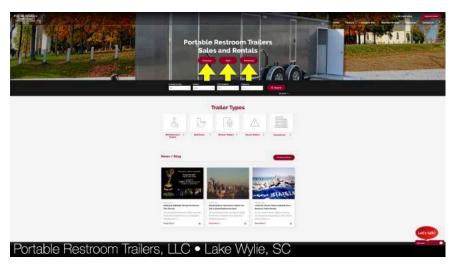
Lead: Livingston County

Cost: None





Watch this video: great ideas, examples, costs, etc.





Approximate cost: \$65,000 new | \$30,000 used

Notes:

- One restroom for ADA access
- Two standard restrooms
- Needs access to power
- Should be cleaned twice each day and monitored



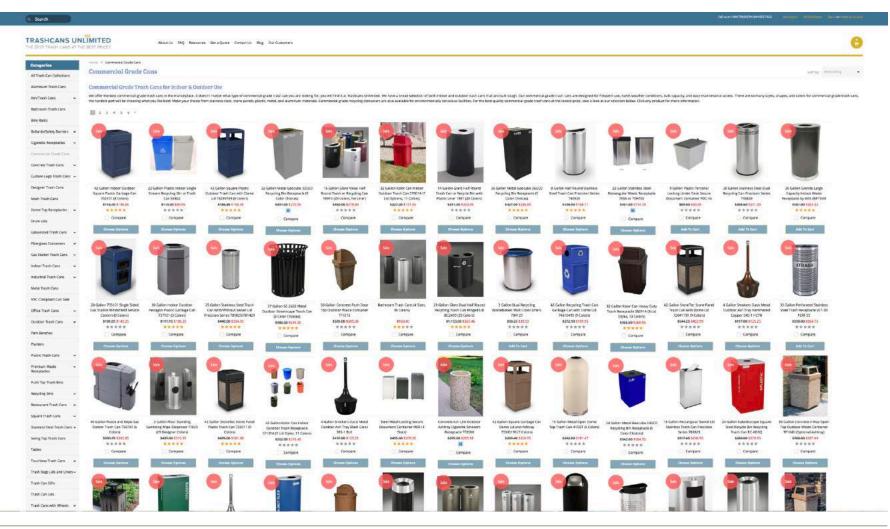
TrashCansWarehouse.com TrashCansUnlimited.com















Issue RFQ for initial design concepts and feasibility of a Genesee River Valley Public Market: location analysis, design, and business plan

Timeline: June 2021

Lead: Livingston County

Cost: None





The "Genesee River Valley Public Market"

Details

- The Public Market should be at least 40,000 square feet and located within eyesight of I-390.
- This will draw people from Rochester (more than 1,000,000 residents in the MSA) and from the surrounding counties, and will be a great draw from throughout the Finger Lakes region.



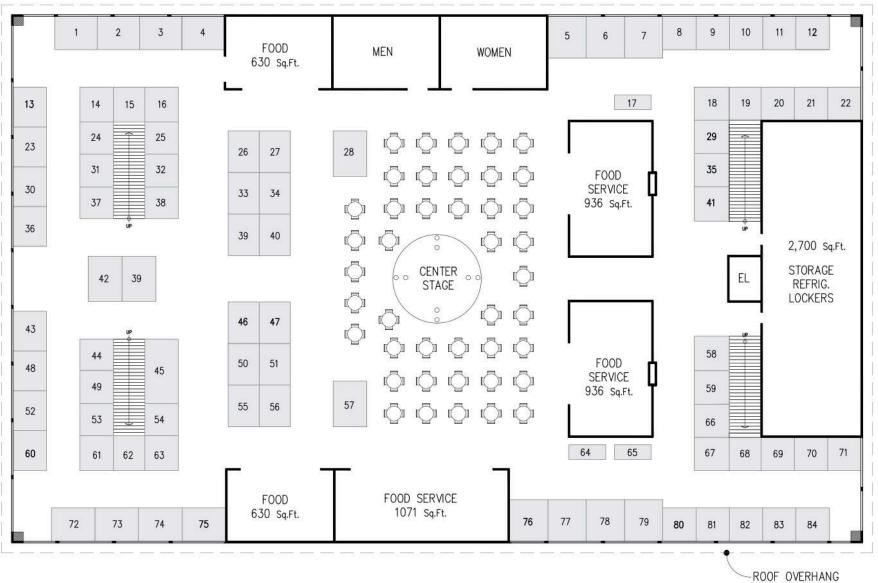












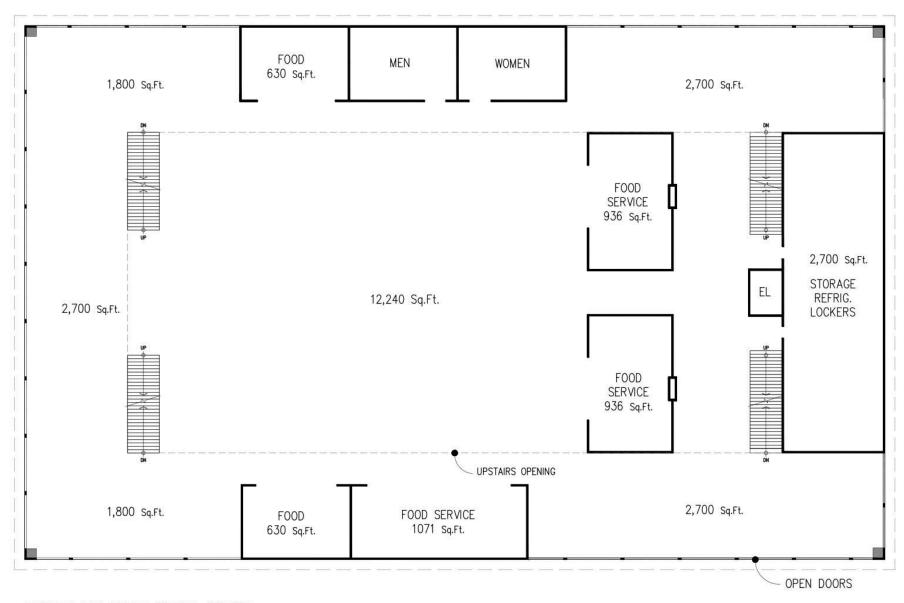
FIRST FLOOR SITTING: 168

SECOND FLOOR SITTING: 144

TOTAL SEATING: 312

FIRST FLOOR: 85 VENDOR SPACES
5 VENDOR SPACES





FIRST FLOOR EVENT SPACE: 20,000 Sq.Ft. FLEX SPACE







Events, shows & exhibitions

Home shows Technology showcase

Garden shows Dog shows

Public market Bridal fairs

Science fairs Farmers market

Arts & crafts show Wellness exposition

Lecture series (environment) Culinary showcase

Brew festival Taste of the Genesee River Valley

Christmas forest Concerts

Arts & crafts fairs Gift shows

Quilt guild shows Farm to table fair

Pottery shows Travel & Tourism





Meet with the candidates for each trail and guide: Costs | Operating seasons, days, hours, distribution of marketing materials

Timeline: June 2021

Lead: Livingston County Tourism

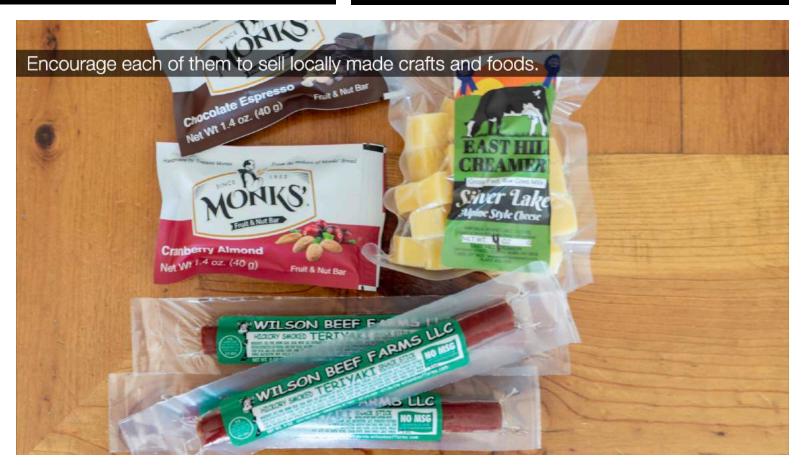
Cost: None



- Trail: Golf courses
- Trail: Antique shops
- Trail: Galleries and gift shops
- Trail: Museums
- Trail: Breweries, wineries, distilleries
- Trail: Farm businesses
- Guide: Lodging properties
- Guide: Recreation and Fitness
- Guide: RV parks and campgrounds, suppliers

Details

- To be promoted, each business would:
 - Agree to be open on specific days, hours
 - Would pay a co-op cost to be included
 - Would provide photography
 - And would provide the written "teaser" of why they should be a "must visit" destination
- They would see a final draft of the guide or trail for their approval, as they are designed







Secure costs and begin the design of all marketing materials, website design, copywriting, production & printing

Timeline: June 2021

Lead: Livingston County Tourism

Cost: \$30,000



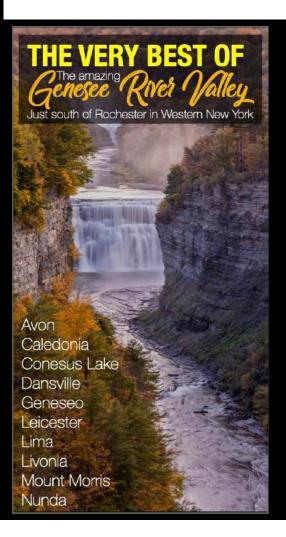
- Website development (Wix, Weebly, WordPress)
- Brand awareness posters:
 - General poster (17" x 24")
 - Best Of the GRV poster
- GRV Golf Trail
- GRV Antiques Trail
- GRV History Trail
- GRV Arts, Crafts & Gifts Trail
- GRV Farm to Table Trail
- GRV Libations Loop
- GRV Lodging Guide

- GRV Recreation & Fitness Guide

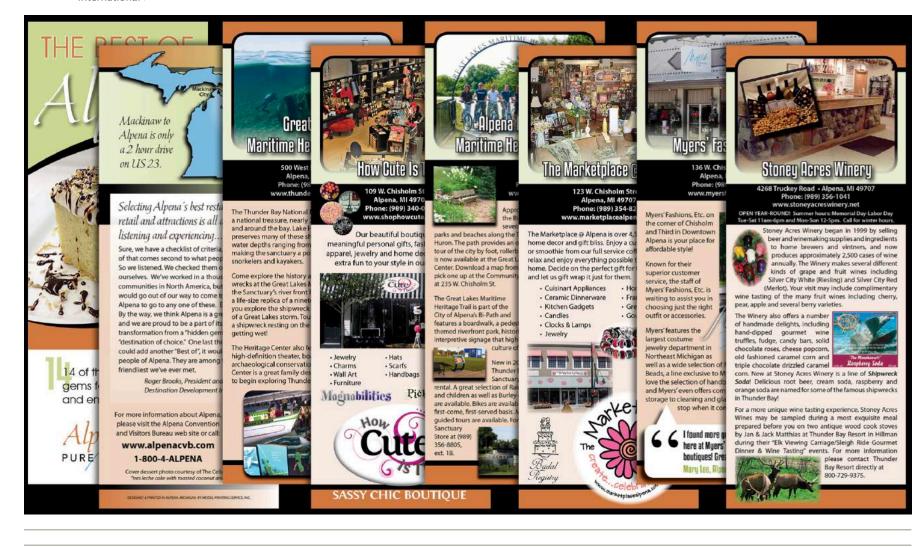
- GRV RVers & Camping Guide

- The Very Best of the GRV

Create "The Very Best of the Genesee River Valley" rack brochure















as











Market your top:

- Restaurants (10)
- Retail shops (10)
- Attractions (10)
- While you're here Activities (10)

Don't let local politics kill this effort!



Redevelop this map: extend it OUTSIDE the county and create one for each Trail



Create a map and directory for:

Genesee River Valley Farm Trail Genesee River Valley Libations Loop Genesee River Valley History Trail Genesee River Valley Golf Trail Genesee River Valley Antiques Trail Genesee River Valley Arts & Gifts Trail Genesee River Valley Lodging Guide GRV Recreation & Fitness Guide Genesee River Valley RVers Guide

- One map for each Trail or Guide
- Highlight suggested routes (streets)
 Extend the map to areas outside the county
- Photo and info for each on the back
- Vet them!

Sample criteria:

- Must be open year round (six months?)
- Must be open six days a week (four, please?)
- Must be highly regarded (80%+ positive peer reviews, regional publications...)
- Must have good curb appeal
- Must be open until at least 7:00 pm
- Must be unique to the Genesee River Valley!





Start with brand-awareness posters: Design and print 6 different posters

Timeline: June 2021

Lead: Livingston County Tourism

Cost: \$2,500















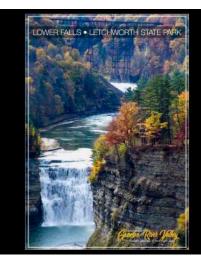
- Poster #1: The Very Best of the Genesee River Valley
- Poster #2: Letchworth State Park
- Poster #3: Fall color
- Poster #4: Genesee Country Village
- Poster #5: Hiking shot
- Poster #6: National Warplane Museum
- 17" x 24" on 60 lb. gloss cover
- Mounted and framed
- 50 of each | Framed: 20 of each to start



Positioning poster















Create one of the posters to showcase "The Very Vest of the Genesee River Valley."

- The National Warplane Museum
- Genesee Country Village & Museum
- The Wadsworth Homestead
- Clara Barton Museum
- Letchworth State Park
- Mount Morris Dam
- Genesee River Valley Golf
- Genesee River Valley Antiques Trail
- Genesee River Valley Libations Loop
- Genesee River Valley Arts Trail
- Empire Dragway
- The two wineries in the county...





Mount, frame, distribute and hang the posters if necessary

Timeline: June 2021

Lead: Livingston County Tourism

Cost: \$3,000



- County offices: lobby area
- Each of the villages | council chambers | lobby areas
- Each chamber of commerce
- Each library throughout the county
- Hotels and inns: lobby area | breakfast rooms
- Three or four locations: Geneseo campus
- Other area community and private colleges
- Real estate offices
- At each major attraction | gift shops
- In local museums
- In area high schools







Have the marketing agency design a co-op pole banner for each village, and for county roadways

Timeline: June 2021

Lead: Livingston County Tourism

Cost: To be determined | paid by each village



Details

- Create a buying co-op for the villages
- Have the buying co-op include the cost of each design and fabrication of the pole banners so it's not an up-front cost
- The villages would work with the marketing firm on the design. Each pole banner would also promote the Genesee River Valley (second to the village logo or graphics)











Meet with the villages (as a group meeting, hopefully post-pandemic) for an update meeting

Timeline: June 2021

Lead: GRV Team

Cost: None



Details

- 1. Update on the marketing effort
- 2. Move village benches against storefront facades
- 3. Parking issues (signage | time limits | meters)
- 4. Public restrooms
- 5. Pole banner co-op program
- 6. Encourage creation of a buying co-op in each village for placement of pots and planters every three feet along retail facades in each downtown









Encourage downtowns to create a "beautification co-op"

Timeline: June 2021

Lead: LC Economic Development

Cost: None



Details

- Each village should donate perhaps \$3,000 to the cause or match the private sector donations







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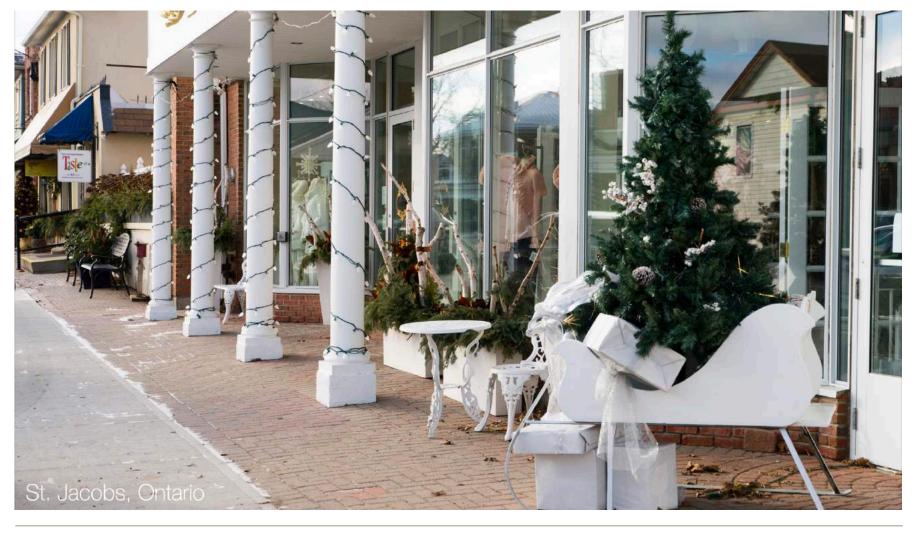
















Develop a co-op buying program for blade signs and heavily promote it - even door to door (working with the sign fabricator)

Timeline: June 2021

Lead: LC Economic Development (Louise)

Cost: By each business





What to do

Use perpendicular "blade" signs. Make them consistent height and size.

















THE RESIDENCE





April May June Tag marketing with GRV Develop new website YouTube channel Public restroom locations Aux. group presentations Vet Trail candidates • RFQ for public market Daily social media posts Village retail workshops Meet w/Trail candidates Second photo shoot Brochure rack locations Secure costs & design Marketing agency: costs Fabricate brochure racks Village retail workshops Brochure distribution Brand awareness posters Village entry hashtags Distribute posters Village retail workshops Meet with the villages Blade-sign co-op Total spend this quarter: \$73,250 Running total YTD: \$106,250









Do a Best Practices Mission to Ellicottville and Niagara On The Lake, Ontario

Timeline: July 2021

Lead: LC Economic Development

Cost: None







Select a contractor for the initial design, feasibility, location analysis, and business plan for the Genesee River Valley Public Market

Timeline: July 2021

Lead: LC Economic Development

Cost: None







Apply for grant funding, or secure funding for the Public Market design & plan. Once funding has been secured secure contract and begin the work

Timeline: July 2021

Lead: LC Economic Development

Cost: Approximate cost: \$85,000

Funding source: To be determined







Order two or three portable visitor information kiosks

Timeline: July 2021

Lead: Livingston County Tourism

Cost: \$8,000









Mobile visitor information - Banff, Alberta

Super-portable and easy to store Green Mountain Gazebo

Cost: 6' base price: \$1,750. Printing: \$225 - \$850

- Gazebo frame, unprinted vinyl canopy & skirt
- Two counters
- 3 carrying bags

Bought four. Tourism uses two. One for parts. Used during the peak summer seasons













Go to Albany and meet with New York Tourism director and staff to have them shift the marketing. Provide them with IP assets so they can also begin marketing the GRV

Timeline: July 2021

Lead: Livingston County Tourism | ED

Cost: \$1,500

Funding source: Lodging tax revenues



Promote the Genesee River Valley to:

- New York State local representatives
- New York State congressional leaders
- NY Tourism
- NY Economic Development
- Meet with NY DOT staff, district engineers
- Any other state or federal agencies that can help broaden exposure for the Genesee River Valley







Schedule and produce the third photo shoot

Timeline: July 2021

Lead: Livingston County Tourism | Mkt. Agency

Cost: \$10,000







Begin printing the Trail maps & guides

Timeline: July 2021

Lead: Livingston County Tourism

Cost: Included in prior cost | co-op







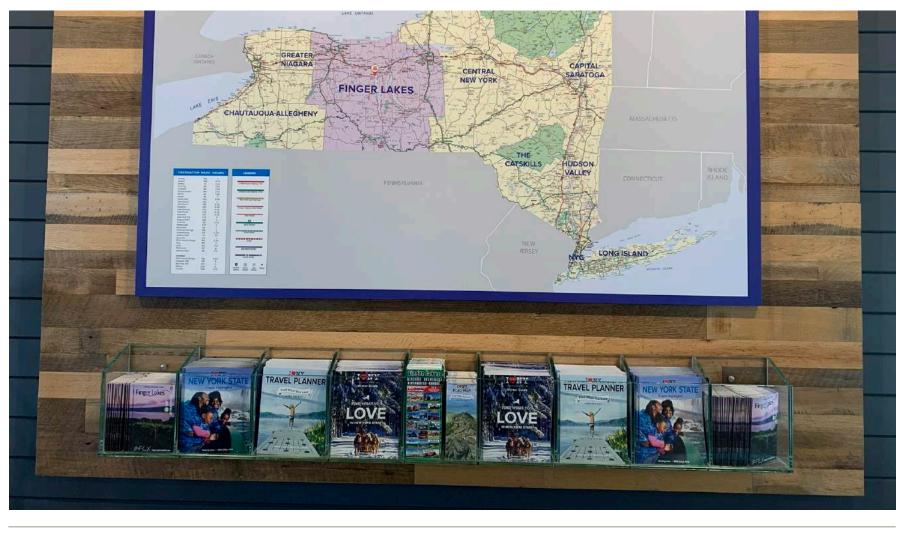
Set up a brochure distribution plan

Timeline: July 2021

Lead: Livingston County Tourism

Cost: \$15,000 (\$300 per week)









Start populating RV apps & sites working with campgrounds throughout the county

Timeline: July 2021

Lead: Livingston County Tourism

Cost: None





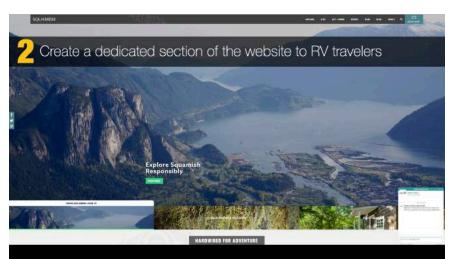


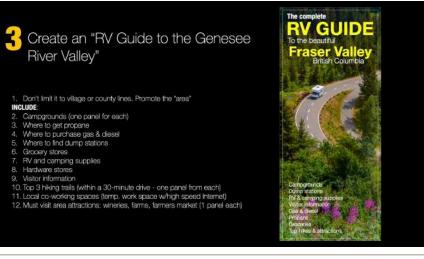










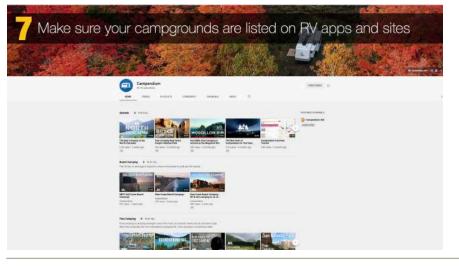












RV camping sites and apps used by RVers

- campendium.com | Campendium app
- allstays.com | Allstays app
- Google Reviews (Google My Business)
- TripAdvisor.com | TripAdvisor app
- CampgroundReviews.com
- RV Park Reviews (GoodSam club reviews goodsam.com)
- RV Parky rvparky.com
- RV Buddy rvbuddy.com

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Mail "The Very Best of the Genesee River Valley" to every household and business in the county with the teaser card

Timeline: July 2021

Lead: Livingston County Tourism

Cost: \$3,500



Teaser card sample text:

The number one reason people travel is to visit friends and family. We hope you will enjoy and keep this brochure so that when friends and family visit you, you will share the Very Best of the Genesee River Valley with them. After all, we believe every dining room table should be a concierge desk.





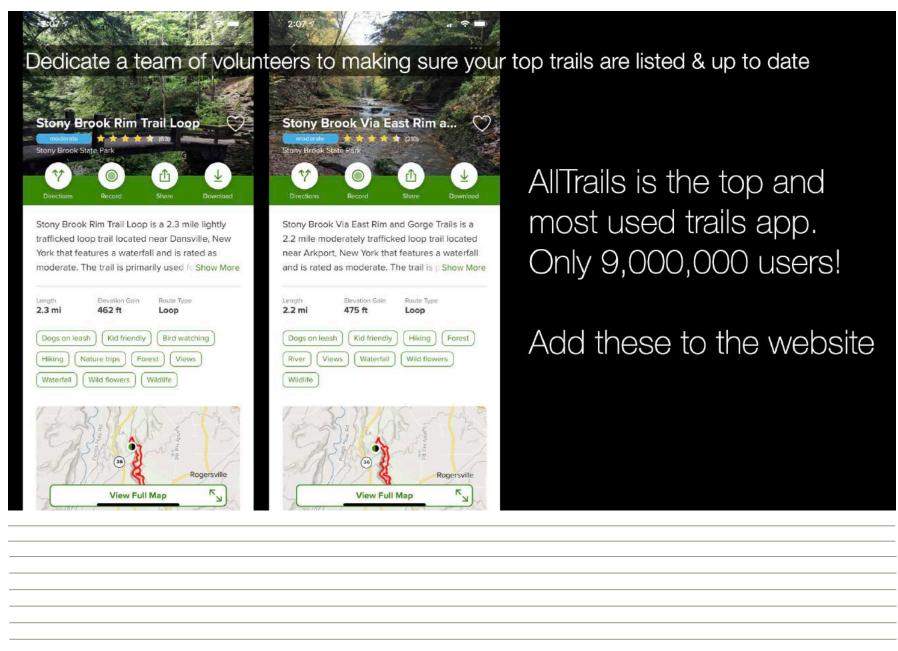
Develop a list of "Top Three Hiking and Biking Trails" by skill level so they can be promoted as Best Ofs.

Timeline: July 2021

Lead: Livingston County Tourism

Cost: None









Work with the college on promoting the GRV on their website, marketing materials, and engage them in some of the marketing efforts

Timeline: June-September 2021

Lead: Livingston County Tourism

Cost: None







Begin working with the villages on plaza development: Programming a "community living room" for local residents and their visitors

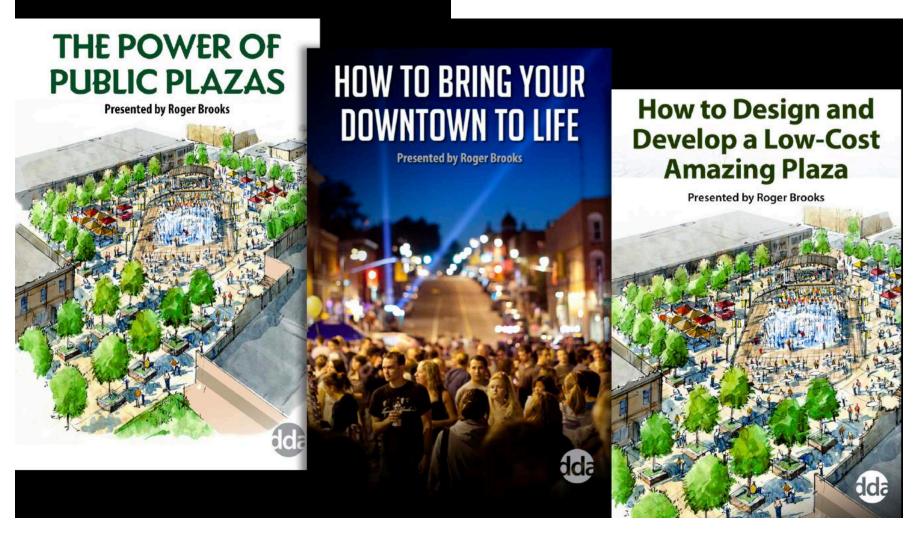
Timeline: July-September 2021

Lead: LC Economic Development (Louise)

Cost: None



This is an initiative where it's best to work with each village individually. Roger Brooks planted the seed for each village in the Assessment Findings & Suggestions Workshop with regards to locations and initial ideas.







Begin creating funding partnerships with the villages for their pro-rata share of the wayfinding system. fabrication and installation

Timeline: September 2021

Lead: Livingston County

Cost: To be determined







Begin working with local historical societies, volunteers, museum curators on rotating exhibits to keep from being a "been there, done that" attraction

Timeline: September 2021

Lead: Livingston County Tourism

Cost: None

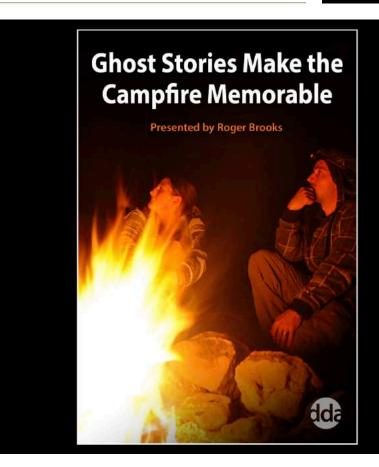


Have local museum staff and volunteers watch the two videos (previous page)

Work with them to rotate displays, tell stories rather than simply display artifacts

Have them encourage visitors to share their experience on social media channels

Develop consistent days and hours among all local museums









Meet with the villages for an update meeting

Timeline: September 2021

Lead: GRV Team representatives

Cost: None







Plan a Livingston County Summit: A full-day retreat of workshops, updates, next steps, for all stakeholder organizations and local businesses

Timeline: September 2021

Lead: GRV Team | Livingston County ED

Cost: None







See what it would take, or if it's possible, to add the Genesee River Valley to the floor of the Finger Lakes Welcome Center

Timeline: September 2021

Lead: GRV Team representatives

Cost: To be determined













July September August Funding for wayfinding College promote GRV Best practices mission Work with museums Villages: Gathering places Public market contractor Meet with the villages Funding for market plan GRV on the floor of the Order portable VIC kiosk Finger Lakes visitor center State agency meetings Plan a one-day summit Summer photo shoot Begin printing materials Brochure distribution Campgrounds | RV sites Mail Best Of to all households Does not include the \$85,000 for public market design, List of Top 3 hiking/biking trails feasibility & business plan Total spend this quarter: \$38,000* Running total YTD: \$144,250









Explore the idea of 6 foot sign promoting the Genesee River Valley - a selfie spot

Timeline: October 2021

Lead: GRV Team

Cost: TBD based on scope

Funding source: Foundation | Grants









This could be a sponsored sign but is meant to create an outstanding Selfie-Spot to promote the Genesee River Valley via social media channels.

Ideal location ideas:

- Letchworth State Park near one of the falls
- Vitale Park
- At the University in Geneseo | Downtown Geneseo





Create an Assessment Team of volunteers | staff

Timeline: October 2021

Lead: GRV Team

Cost: TBD

Funding source: Foundation | Grants



The Assessment Team would go through the Destination Assessment and note "suggestions" made in the presentation and then present those to the businesses and organizations as recommendations.

You can create short video segments from the Roger Brooks presentation and send that to them (better yet, show them in person), helping them implement the suggestion.





Work through the series of small "fixes" noted in the Recovery Assessment

Timeline: October 2021

Lead: GRV Team

Cost: None



110 suggestions were made in the Assessment Findings & Suggestions Workshop, but several dozen are addressed in this plan.

But many others would need to be implemented by local businesses and the individual villages.

Have them watch parts of the Assessment workshop, and offer guidance on how they could be implemented.

Just a few of these are shown here.







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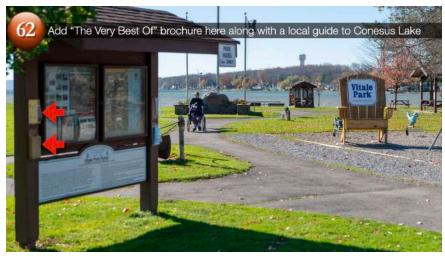














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- Go through the assessment and make a list of items, by village
- Have a person, or team, go to the village to work, individually, with the business or the village to help them become even more successful
- Offer grant or other incentives to encourage implementation (where appropriate)





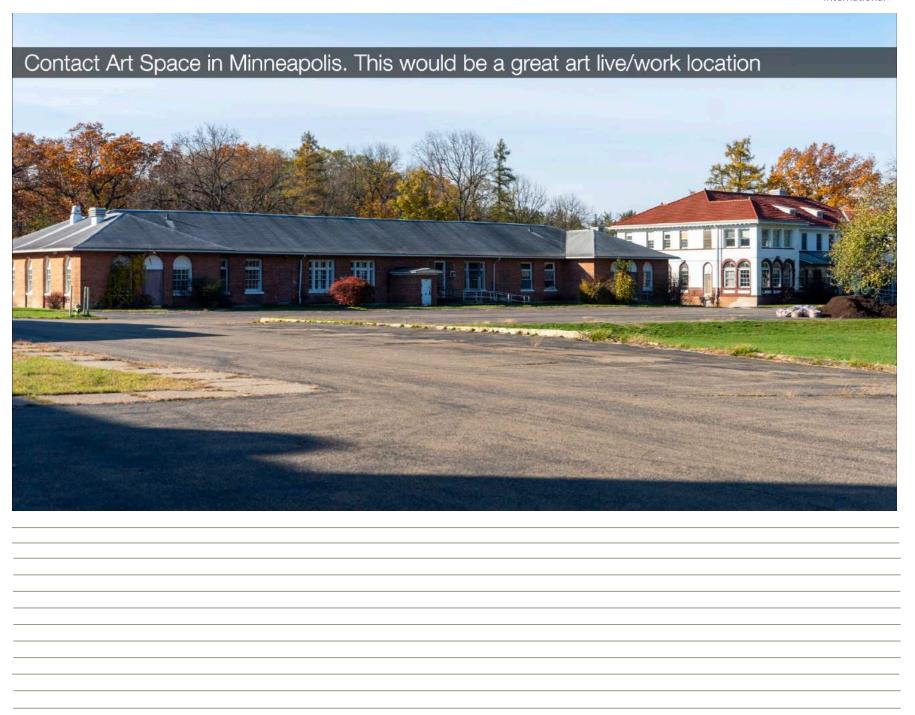
Approach Art Space in Minneapolis about the purchase and restoration of the Shaker village site and campus for an artist live-work location

Timeline: October 2021

Lead: LC Economic Development

Cost: None









Recruit a great local writer and have them develop the Hidden Gems of the Genesee River Valley

Timeline: October 2021

Lead: LC Economic Development

Cost: private sector initiative



Details

You would work with them, as a small business, to assist in getting it published, printed, placed on Amazon, and distributed at retail locations around the county and in neighboring counties.

Print 3,000 at a time. Cost (in full color): About \$4 Wholesale: \$8 Retail: \$15



~101 Things To Do In Door County~



Peninsula State Park

~101 Things To Do In Door County~

· 18 · Take a Sunday stroll down Cottage Row.

Our favorite Sunday morning starts with breakfast at the White Gull Inn on Main St. in Fish Creek. Splurge on a slice of their famous Door Countyberry sour cream coffee cake; then take a much needed stroll down Cottage Row. From The White Gull Inn follow Main St. to Cottage Row and turn right. The walk will take you north along the row of shoreline "cottages" about 1 mile before it turns up the steep bluff. At the base of the bluff is a sliver of a park known as Champagne Rock, named for the little rock that hangs over the water. Down and back is a perfect way to walk off breakfast and start the day.





The county, working with Mount Morris, should tackle the heavy truck traffic through downtown:

Work with NYDOT on solutions.

Timeline: October-December 2021

Lead: Livingston County

Cost: None









Host a Livingston County Summit

Timeline: October 2021

Lead: LC Economic Development

Cost: An attendee cost



Details

- A full-day summit
- The marketing effort
- The villages and what they are doing
- "Shift happens" geared to county businesses and non-profit agencies





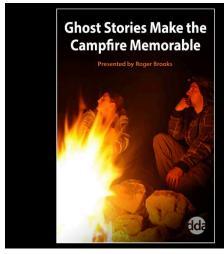
Host a meeting with local (and regional) museums and historical attractions. This would be a second round for most of these.

Timeline: October 2021

Lead: LC Economic Development

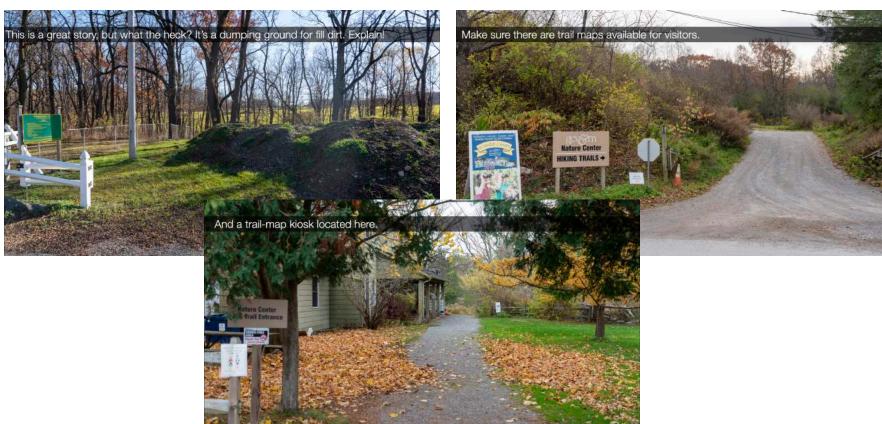
Cost: An attendee cost















Begin a plan for spring of 2022 to invite clubs and organizations to the Genesee River Valley, then pair them up with the right village or area

Timeline: November 2022

Lead: Livingston County Tourism

Cost: Staff time only Funding source: N/A



Inviting clubs & organizations
You provide the venue, they do the work
including marketing!









Cost

About \$200 in mailing costs, stationery, welcome signs.

Outcome

Solvang is now an extremely popular event destination. What are you doing this weekend?

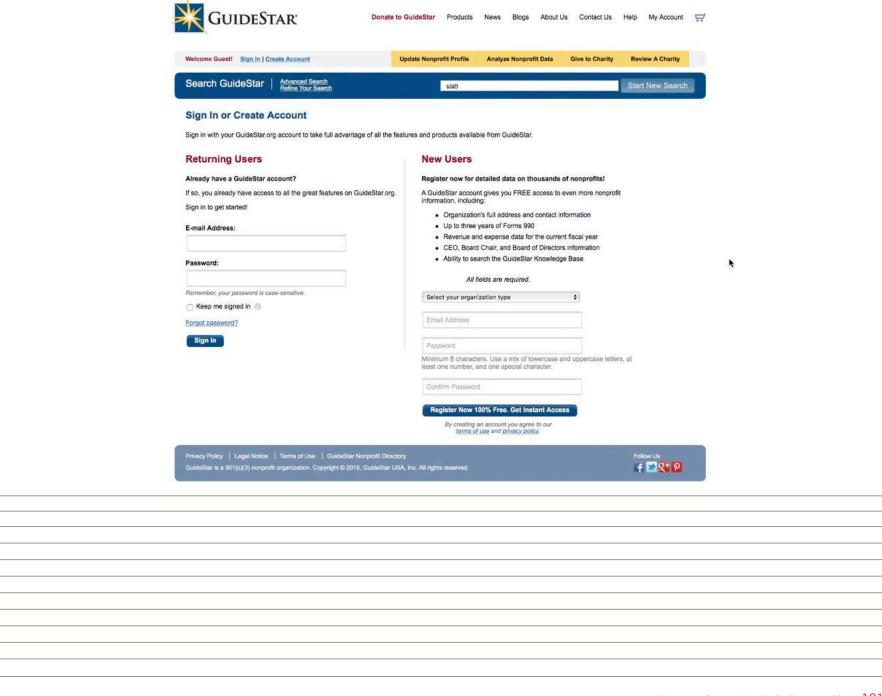
What to do

Develop a database of regional clubs and organizations

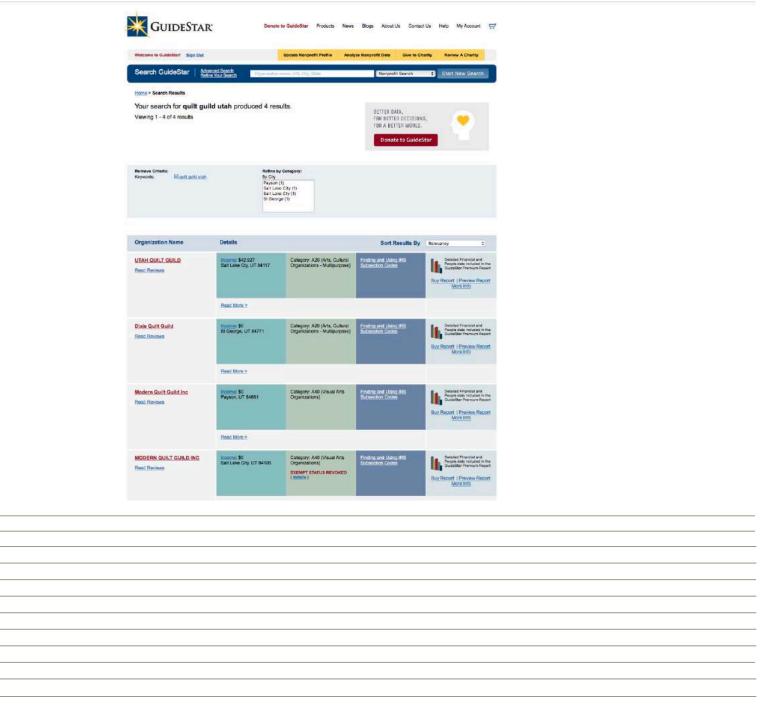
Cost

\$1,000 for books of clubs, organizations, BUT you can go to your local library and get last year's editions for perhaps a \$150 donation.

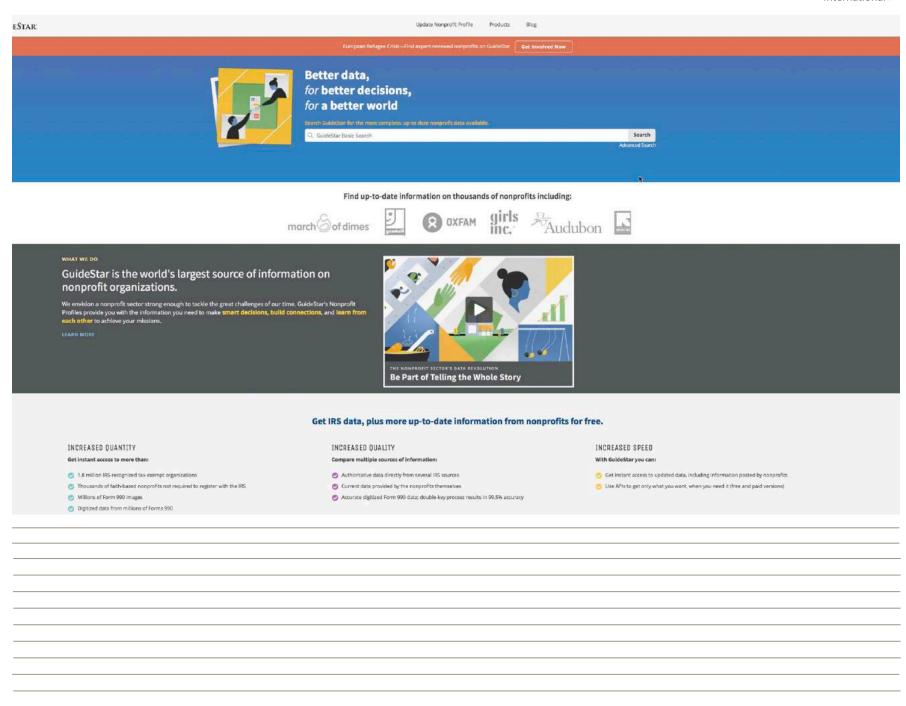














What to do

Purchase copies of club/organization newsletters, magazines, publications.





Cost

Nothing. Clubs and organizations are looking for itineraries & ideas.





Mercedes - Benz Club of America, Seattle Section ◆

September 7th

Member Appreciation Picnic & AGM Onamac, Camano Island, 1:00 pm

September 19-21st Whistler Weekend North Vancouver / Whistler

October 25th

Pumpkin and Poker Run Puvallup, 10:00 am

Everett, 10:00 am

December 6th Candy Cane Caravan Tacoma, 10:00 am

Inside This Issue

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Whistler Run Weekend

Member Featured Car ...

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Technically Speaking.

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Other Section & Local Car Events 16

Pumpkin & Poker Run (cont'd) 16 Next Board Meeting ..

In Memorium ..

Welcome New Members...

From the President's Desk.....

Join us on beautiful Camano Island for this year's Annual General Meeting (AGM) combined with a Member Appreciation Picnic. MBCA club member (and board member nominee!), Bob Willits, has arranged for us to hold our event on the

Member Appreciation Picnic and AGM

Sunday, September 7th, 1:00 pm — Camano Island

Pumpkin and Poker Run



It's that time to dress up in a costume, if you choose (prizes for best costumes), \$5.00 entry for the Poker Run (Cash Prizes, high hand/low hand, split pot). We will

Mercedes-Benz Club of America - More Than a Car | We're a Community™

Leavenworth Weekend



By Joseph Anthony, British Columbia Section Why not consider joining other club members for a drive to beautiful Leavenworth, Washington?

We will meet on Friday, July 25th in Everett, WA at 2:00 pm at Starbucks at 2615 Broadway in Everett, just west of I-5 at Everett Avenue exit and close to start of Highway 2. We will leave in convoy at 2:30 pm to drive to Leavenworth via Highway 2 through Steven's pass in the Cascade Range. We will be passing through the beautiful Okanogan-Wenatchee National Forest. It's a pleasant drive, and being with other enthusiasts of the marque will make it even more enjoyable.

We will plan to arrive at 4:00 pm, and stay at the Enzian Inn (www.enzlaninn.com, (800) 223-8511). A block of rooms has been reserved for July 25 - 27th. The rooms will be held until June 25th or until the group block is sold-out, whichever comes first. Rooms are priced from \$172 - \$183 per night. Room upgrades will be available on request. You may want to consider reserving early, as summer is a busy time in Leavenworth. We'll enjoy dinner together Friday evening at Andreas Keller Restaurant (www.andreaskellerrestaurant.

Saturday's activities include exploring Leavenworth – fun sights, interesting food, live music in the town square, tour the Leavenworth National Fish Hatchery, lunch at Visconti's Restaurant, your choice of wine tasting at Icicle Ridge Winery (www.icicleridgewinery.com) OR beer tasting at Icicle Brewing Company. (www.iciclebrewing.com) We'll finish the day together with dinner at Café Mozart Restaurant (www.cafemozartrestaurant.com)

On Sunday, after a leisurely breakfast, you'll be free to explore the region yourself, or just to make your way home. Watch the club website for further details. We look forward to seeing you in Leavenworth in July.

JULY - AUGUST 2014

Camano Island Picnic

Sunday, September 7th, 1:00 pm

A day (or weekend?) at the Beach, Member Appreciation Picnic and Annual General Meeting (AGM). Exciting plans are underway for a unique event on beautiful Camano Island. We have secured private access to Onamac community beach with 1800' of shoreline, picnic tables, boat ramp, fresh water, fire pits, horse shoe pits, port-a-potties and plenty of parking close by. It's a gorgeous setting for a summer picnic, kite flying, eagle watching and beach combing. It will be a wonderful opportunity to hold our Annual General Meeting and we will have a local caterer provide a member appreciation BBQ. For those of you who aren't familiar with Camano Island, it is about 1 ½ hours north of Seattle and can be accessed by bridge. No ferries! Once you cross the bridge, you will find yourself on "Island Time" where life slows down just a bit.



Also, not only are there are two state parks on the island, but Bob Willits tells us that members will be able to camp overnight on the community beach if you are inclined to turn your journey into a weekend camping trip. For those of you looking for an excellent B&B experience, you will want to check out the Camano Island Waterfront Inn, Bistro & Spa at www.camanoislandinn.com.

As you know, not only do we present anniversary pins and Member & Officer of the Year awards at the Annual General Meeting, we also vote for changes to our Board. A huge part of this year's successful line-up of events is due to not only our great board members, but other club members who have stepped up to offer their ideas, time and energy. I am excited that two club members in particular have indicated an interest in joining the 2015 board, Bob Willits and Steve Lloyd. Their names will be on the voting ballot which will be in the September / October Silver Star 2014 newsletter.

We are looking forward to having the AGM and Member Appreciation event on Camano Island. We hope you will plan





Meet with the villages for a year-end report, update, and what's coming in 2022

Timeline: December 2021

Lead: GRV Team

Cost: None



October

November

December

Selfie-spot GRV sign

- Assessment Team
- Assessment fixes
- Art Space: Shaker Village
- Hidden Gems book
- Plan county summit
- Museums: Round 2

- Invite clubs & orgs.
- Villages: Gathering places

• Villages: Year End Report

Total spend this quarter: \$1,000 Running total YTD: \$145,250











Activate your Young Professionals: Give them a seat at the table

Timeline: January and ongoing

Lead: Mayor of each village

Cost: None











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WHAT PEOPLE WANT Those in their 20s, 30s, and 40s













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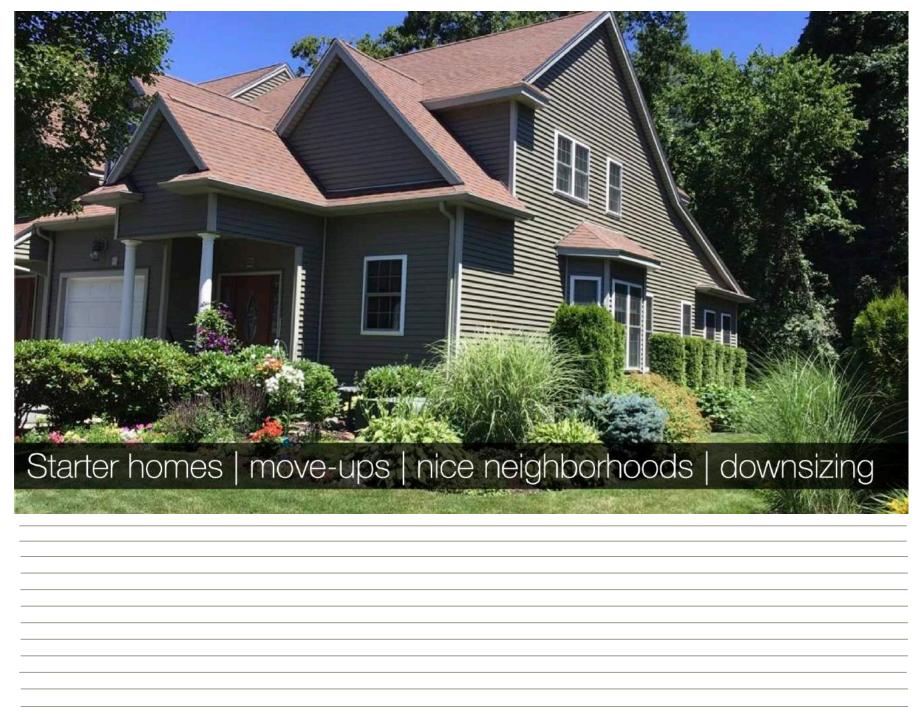






This team will chart your future for generations: They must be doers, not directors!









Present the Genesee River Valley Public Market design concepts, costs, business plan to the public

Timeline: January 2022

Lead: Livingston County

Cost: None









Begin raising the necessary funding for the public market development

Timeline: January 2022

Lead: Livingston County

Cost: None







Start developing GRV logo gear: License the development & management with a percent coming back to the county for tourism marketing & development

Timeline: 2022

Lead: GRV Team | Livingston County

Cost: Licensing

Funding source: Licensing









Start adding bike racks, public art downtown: focus on originality

Timeline: Could start in 2022

Lead: Each village

Cost: TBD

Funding source: BID | grants | foundations





















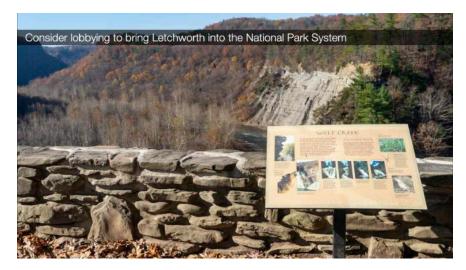
Work with NY State Parks to lobby for bringing Letchworth State Park into the National Park system

Timeline: Should start in 2022

Lead: Livingston County | State Parks

Cost: None













Begin working with BLM or the public land owners on trail system signage, kiosks, trail maps, trail head locations

Timeline: Spring 2022

Lead: Livingston County Tourism

Cost: None













