



Q4 2018
WILSONVILLE
TOURISM
ADVERTISING
AND
MARKETING
SERVICES
REPORT



HIGHLIGHTS FOR 4TH QUARTER

EXPLORE WILSONVILLE CAMPAIGN HIGHLIGHTS

Q4 2018

- **Launched the new website in October.** We are seeing big increases in traffic and useability
- Launched paid social media campaign
- Launched paid Google Ads campaign and resulted in an above average click-thru rate (CTR) of over 6% compared to the travel industry average of 4.68%
- Ran a print ad in Portland Monthly magazine featuring "A Wine Crush Weekend" Pocket Trip to Wilsonville
- Ran a print ad in AAA Via magazine featuring "A Wine Crush Weekend" Pocket Trip to Wilsonville
- December Lodging Occupancy: +2.9%
December Lodging Revenue: +.9%
- Organic search traffic is up 1,667% compared to Q4 2017 which means our SEO efforts are successful



OREGON TRAVEL TRENDS & STATISTICS

TRAVEL OREGON TRAVEL BAROMETERS

OCT - NOV 2018

- **OCTOBER:** Oregon's statewide lodging demand (+3.7% YOY) and revenue (+4.2% YOY) showed growth
- Year-Over-Year growth in Oregon's lodging demand in October 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
- **WILLAMETTE VALLEY** was up +2.0% in lodging demand and down -2.2% in lodging revenue in October
- **GREATER PORTLAND REGION** was up +5.0% in lodging demand and +6.1% in revenue in October
- **NOVEMBER:** The number of international deplaned passengers at PDX increased +41.8% YOY in November 2019 vs 2017
- **WILLAMETTE VALLEY** was up +5.9% in lodging demand and +8.1% in lodging revenue in November
- **GREATER PORTLAND REGION** was up +3.7% in lodging demand and +3.6% in revenue in November



OUR REACH IN Q4



WEBSITE

- New website launched in October
- Website sessions were up +254% (3,065 visits)
- Pocket trips was the #1 page visited outside of the home page
- Organic search traffic is up 1,667% compared to Q4 2017



DIGITAL & SOCIAL

- Paid social media campaign launched on Facebook and Instagram
- Organic website traffic (a.k.a. free traffic) is up +1,667% (1,502 visits)
- 79,671 total digital ad impressions from social media and paid Google Ad campaign
- Google Ad campaign resulted in above average click-thru rate performance



PRINT MEDIA

- Our print advertisements have captured 5,585,867 audience impressions in Q4
- AAA has provided 118 Leads thus far



60,443 IMPRESSIONS
71 ENGAGEMENTS



1,058 IMPRESSIONS



991 IMPRESSIONS



44 IMPRESSIONS

WEBSITE REPORT - 4TH QUARTER

Explore Wilsonville Website Report 4th Quarter 2018 vs. 4th Quarter 2017

Oct 1, 2018 - Dec 31, 2018

Website Report

Data From Google Analytics

Sessions

3,065

↑ 254.7%

Users

2,745

↑ 296.7%

New Users

2,718

↑ 307.5%

Pageviews

8,241

↓ -15.4%

Avg. Session Duration

00:01:42

↓ -64.0%

Avg. Page Load Time (sec)

5.33

↓ -63.0%

Avg. Time on Page

00:00:59

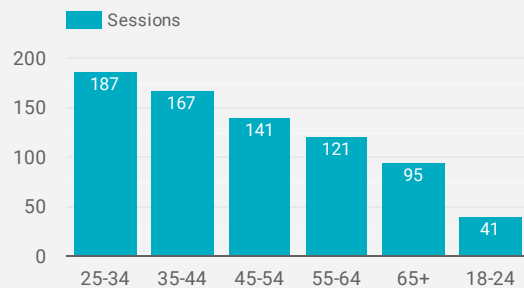
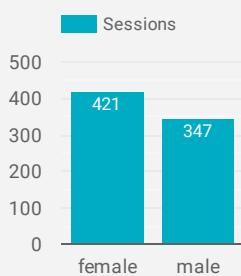
↑ 118.2%

Bounce Rate

58.5%

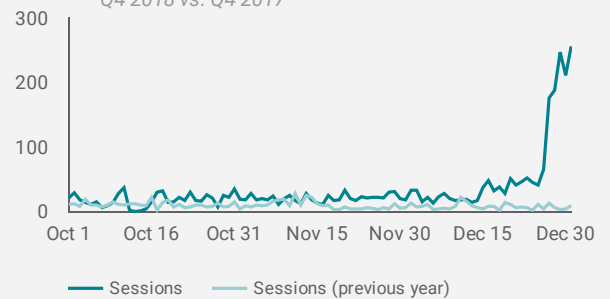
↑ 890.5%

Gender & Age



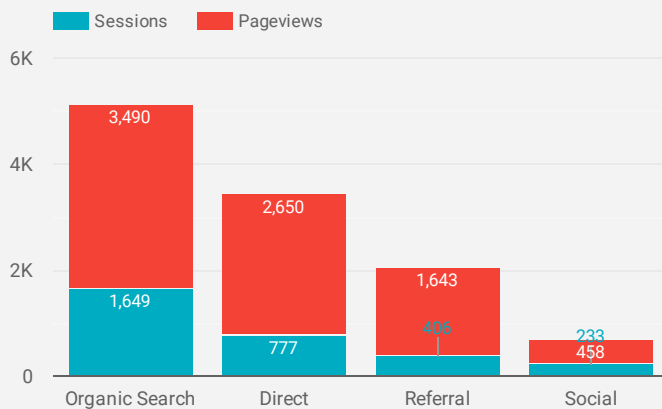
How are site sessions trending?

Q4 2018 vs. Q4 2017



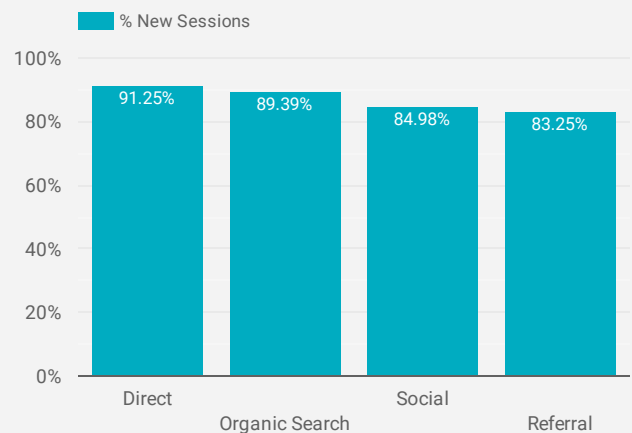
Which channels are driving engagement?

Goal: Engaged Users



New Users

First Time Users to Site & Where They are Coming From



WEBSITE REPORT - 4TH QUARTER

Top Landing Pages

The first page a visitor lands on

	Landing Page	Pageviews
1.	/	4,271
2.	/pocket-trips/	922
3.	/event/2019-new-years-eve-celebration-at-mcmenamins-old-church-pub/	396
4.	/events/	305
5.	/calendar/	217
6.	/campaign/world-of-speed/	200
7.	/about/	152
8.	/event/new-years-eve-glow-party/	146
9.	/restaurants-wilsonville-oregon/	131
10.	/stay/	119
11.	/pocket-trips/shopping-in-wilsonville/	87
12.	/event/halloween-dance-party-at-mcmenamins-old-church-pub/	80
13.	/maps-guides/	65
14.	/wineries/	58
15.	/event/eclectic-christmas/	52
16.	/event/live-music-at-the-historic-butteville-store-2018-11-03/	48
17.	/eat-drink/all-restaurants/	47
18.	/event/tree-lighting-in-wilsonville/	44
19.	/getting-around-town/	40
20.	/event/the-ice-age-oregon-trail/	39
21.	/testing/	39
22.	/weather-year-round/	38
23.	/event/portland-christmas-light-show/	38
24.	/bed-breakfast/	36
25.	/get-here/	35
26.	/breweries/	33
27.	/eat-drink/winery/terra-vina-wines-vineyard/	31
28.	/pocket-trips/history-heritage/	30
29.	/recreation/attractions/	26
30.	/popular-outlets/	24
31.	/event/live-music-at-the-historic-butteville-store-2018-12-08/2018-12-08/	23
32.	/submit-business-listing/	23
33.	/event/live-music-at-the-historic-butteville-store-2018-12-08/2018-12-15/	23
34.	/?post_type=tribe_events&p=2614&preview=true	21
35.	/campgrounds-rv-resorts/	21
36.	/shop/	20

WEBSITE REPORT - 4TH QUARTER

Top 10 Pages

Most popular pages visited

	Page	Pageviews ▾
1.	/	2,970
2.	/pocket-trips/	887
3.	/event/2019-new-years-eve-celebration-at-mcmenamins-old-church-pub/	349
4.	/events/	341
5.	/calendar/	210
6.	/campaign/world-of-speed/	181
7.	/restaurants-wilsonville-oregon/	170
8.	/event/new-years-eve-glow-party/	170
9.	/stay/	135
10.	/get-here/	104
11.	/event/porsche-911-55-years-of-driving-greatness/	99
12.	/pocket-trips/shopping-in-wilsonville/	96
13.	/about/	85
14.	/visitor-guide-request/	77
15.	/pocket-trips/family-time/	77
16.	/pocket-trips/history-heritage/	69
17.	/pocket-trips/eating-drinking/	59
18.	/pocket-trips/shopping/	56
19.	/event/halloween-dance-party-at-mcmenamins-old-church-pub/	54
20.	/campgrounds-rv-resorts/	54
21.	/maps-guides/	53
22.	/recreation/attractions/	49
23.	/pocket-trips/outdoor-fun/	49
24.	/hotels-motels/	48
25.	/wineries/	46
26.	/event/portland-christmas-light-show/	46
27.	/event/tree-lighting-in-wilsonville/	45
28.	/breweries/	45
29.	/pocket-trips/indoor-fun/	42
30.	/event/eclectic-christmas/	40
31.	/event/live-music-at-the-historic-butteville-store-2018-11-03/	38
32.	/meet/	36
33.	/bed-breakfast/	36
34.	/world-class-parks/	32
35.	/pocket-trips/family-time/family-fun-day-in-wilsonville-oregon/	31
36.	/pocket-trips/savoring-the-oregon-farm-life-in-wilsonville/	31

WEBSITE REPORT - 4TH QUARTER

Google Adwords Campaign Performance

Paid Search Report at a Glance

Cost	Impressions	Clicks	CTR	CPC	CPM
\$434.20	17,179	741	4.31%	\$0.59	\$25.28
		No data	No data	No data	No data

Our Google Ads Campaign Started in 4th Quarter

We had two ad groups for "Lodging" and "Things to Do" running in 4th Quarter. Our campaign click-thru rate (CTR) is 4.31% which is performing well. The average CTR for travel and hospitality is 4.68%. Our "Things to Do" ad group is performing better than average with a CTR of 6.13%. The Lodging ad group only has a CTR of 1.23%, which is expected since we are competing against hotel/motel websites and online booking portals.

We will continue to optimize our campaigns to reduce the cost while improving the CTR and cost-per-click (CPC).

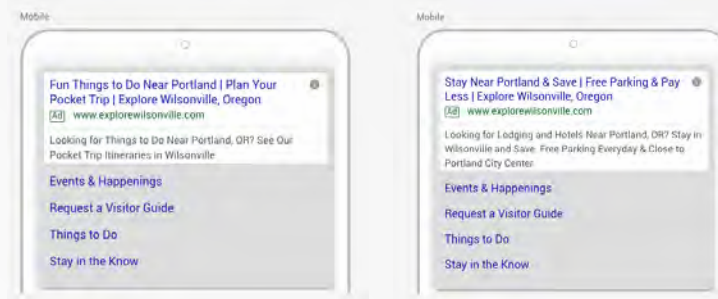
TERMS DEFINED

CTR (click thru rate)

CPC (cost per click)

CPM (cost per thousand)

Impressions: Number of people who viewed our ads



SOCIAL MEDIA REPORT - GROUP



Group Report

Oct 01, 2018 - Dec 31, 2018

SOCIAL MEDIA REPORT - GROUP



Group Report | 1 of 5

Included in this Report

 Explore Wilsonville

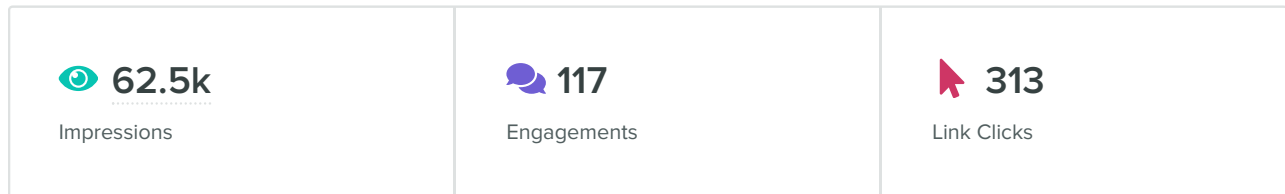
 Explore Wilsonville

 Explore Wilsonville

SOCIAL MEDIA REPORT - GROUP



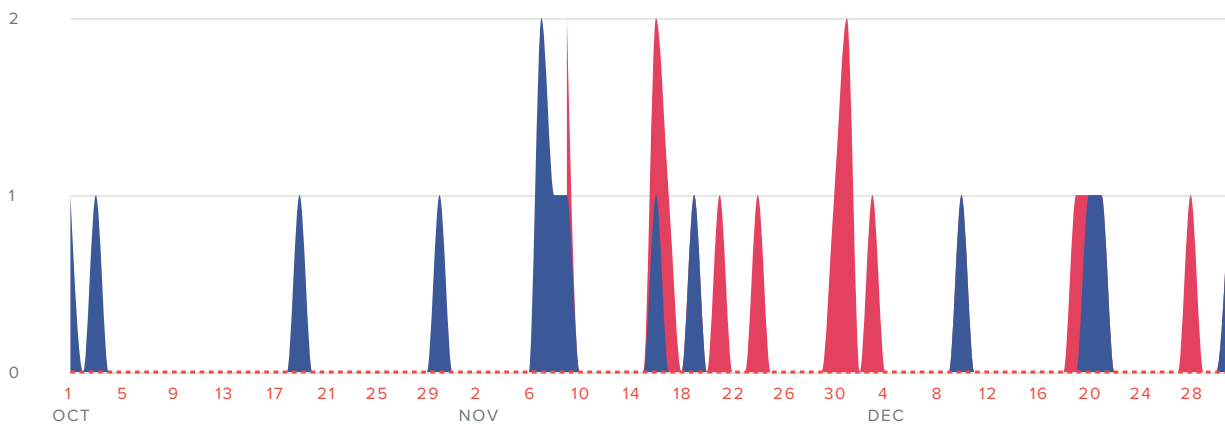
Group Activity Overview



Group Audience Growth

AUDIENCE GROWTH, BY DAY

We are unable to retrieve all of your data at this time.



■ Twitter
 ■ Facebook
 ■ Instagram

Audience Growth Metrics	Totals	Total Followers % Change
Total Followers	153	↗ 100%
New Twitter Followers	0	→ 0%
New Facebook Fans	12	↗ 100%
New Instagram Followers	4	↗ 100%
Total Followers Gained	16	↗ 100%

Total followers increased by

▲ 100%

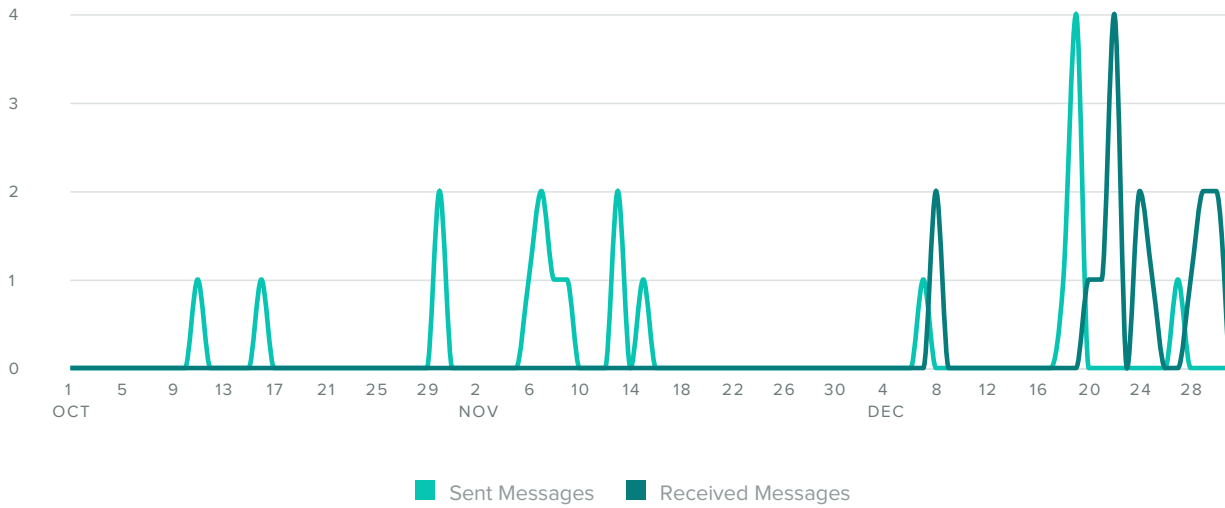
since previous date range

SOCIAL MEDIA REPORT - GROUP



Group Message Volumes

MESSAGES PER DAY



Sent Messages Metrics	Totals	% Change
Twitter Tweets and DMs Sent	2	↗ 100%
Facebook Posts Sent	8	↔ 46.7%
Instagram Media Sent	9	↗ 100%
Total Messages Sent	19	↗ 26.7%

Message volume increased by

-26.7%

since previous date range

Received Messages Metrics	Totals	% Change
Twitter Messages Received	0	→ 0%
Facebook Messages Received	13	↗ 100%
Instagram Comments Received	3	↗ 100%
Total Messages Received	16	↗ 100%

Message volume increased by

-100%

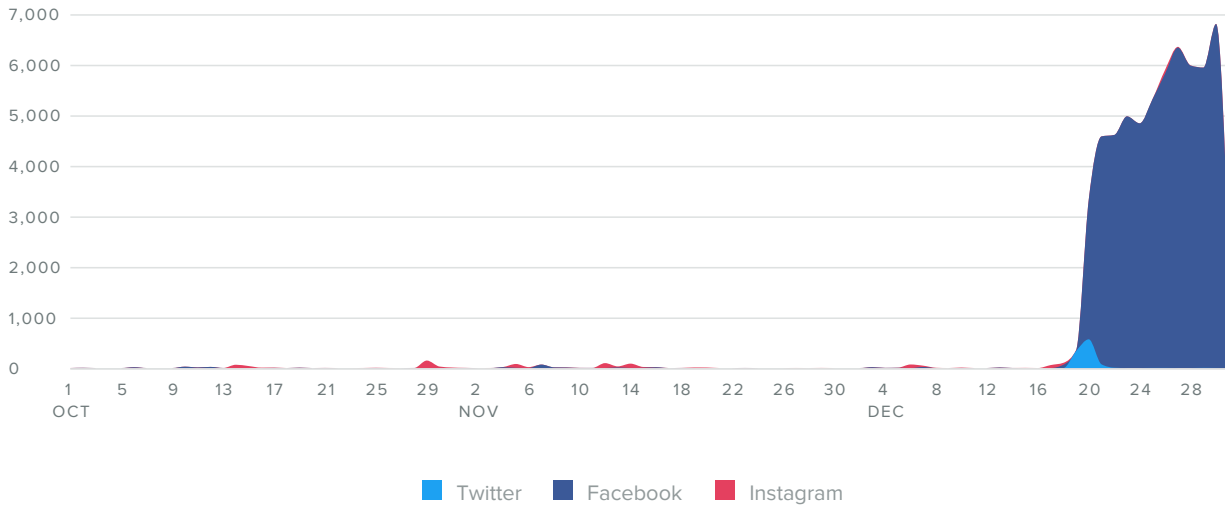
since previous date range

SOCIAL MEDIA REPORT - GROUP



Group Impressions

IMPRESSIONS PER DAY



Impressions Metrics	Totals	% Change
Twitter Impressions	991	↗ 100%
Facebook Impressions	60,443	↗ 15,398%
Instagram Impressions	1,058	↗ 52.4%
Total Impressions	62,492	↗ 5,665%

Total Impressions increased by

▲ 5,665%

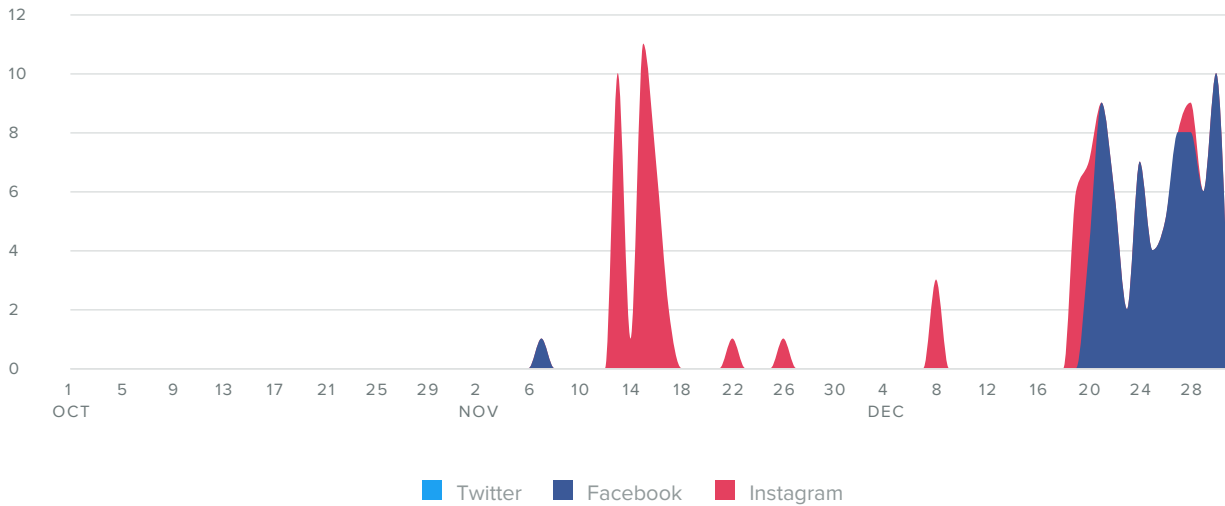
since previous date range

SOCIAL MEDIA REPORT - GROUP



Group Engagement

ENGAGEMENTS PER DAY



Engagement Metrics	Totals	% Change
Twitter Engagements	0	→ 0%
Facebook Engagements	71	↗ 317.6%
Instagram Engagements	46	↗ 100%
Total Engagements	117	↗ 588.2%

The number of engagements increased by

588.2%

since previous date range

Group Stats by Profile/Page

Profile/Page	Total Fans / Followers	Fan / Follower Increase	Messages Sent	Impressions	Impressions per Post	Engagements	Engagements per Post	Link Clicks
Explore Wilsonville @SeeWilsonville	0	0%	2	991	495.5	0	0	0
Explore Wilsonville Business Page	40	100%	8	60,443	7,555.4	71	8.9	313
Explore Wilsonville (Business) @explorewilsonville	113	100%	9	1,058	117.6	46	5.1	–

WEBSITE REPORT - 4TH QUARTER

Top Landing Pages

The first page a visitor lands on

	Landing Page	Pageviews
1.	/	4,271
2.	/pocket-trips/	922
3.	/event/2019-new-years-eve-celebration-at-mcmenamins-old-church-pub/	396
4.	/events/	305
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13.	/maps-guides/	65
14.	/wineries/	58
15.	/event/eclectic-christmas/	52
16.	/event/live-music-at-the-historic-butteville-store-2018-11-03/	48
17.	/eat-drink/all-restaurants/	47
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20.	/event/the-ice-age-oregon-trail/	39
21.	/testing/	39
22.	/weather-year-round/	38
23.	/event/portland-christmas-light-show/	38
24.	/bed-breakfast/	36
25.	/get-here/	35
26.	/breweries/	33
27.	/eat-drink/winery/terra-vina-wines-vineyard/	31
28.	/pocket-trips/history-heritage/	30
29.	/recreation/attractions/	26
30.	/popular-outlets/	24
31.	/event/live-music-at-the-historic-butteville-store-2018-12-08/2018-12-08/	23
32.	/submit-business-listing/	23
33.	/event/live-music-at-the-historic-butteville-store-2018-12-08/2018-12-15/	23
34.	/?post_type=tribe_events&p=2614&preview=true	21
35.	/campgrounds-rv-resorts/	21
36.	/shop/	20

SOCIAL MEDIA REPORT - FACEBOOK



Facebook Pages for **Explore Wilsonville**

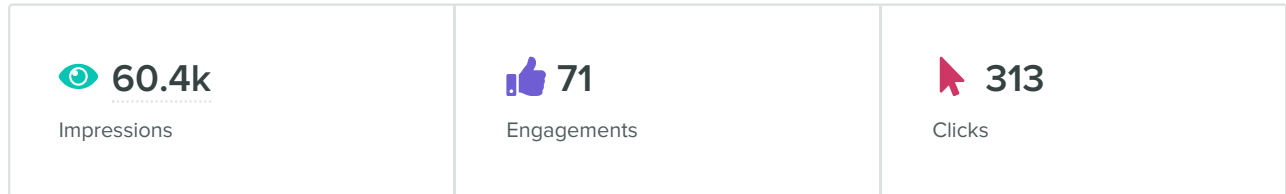
Oct 01, 2018 - Dec 31, 2018

SOCIAL MEDIA REPORT - FACEBOOK



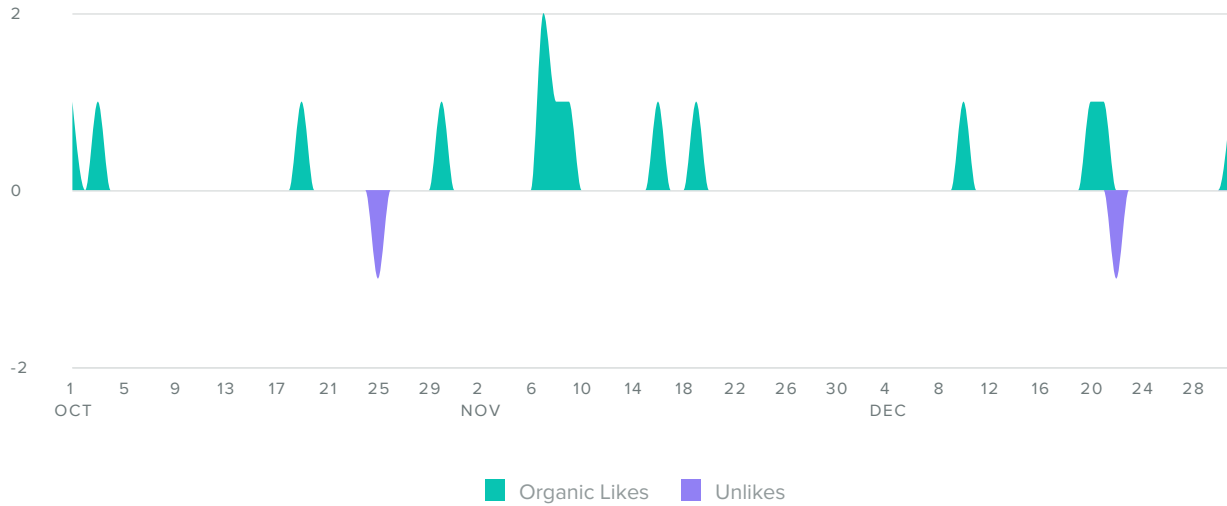
Facebook Pages | 1 of 7

Facebook Activity Overview



Facebook Audience Growth

LIKES BREAKDOWN, BY DAY



Audience Growth Metrics	Totals
Total Fans	40
Organic Likes	14
Unlikes	2
Net Likes	12

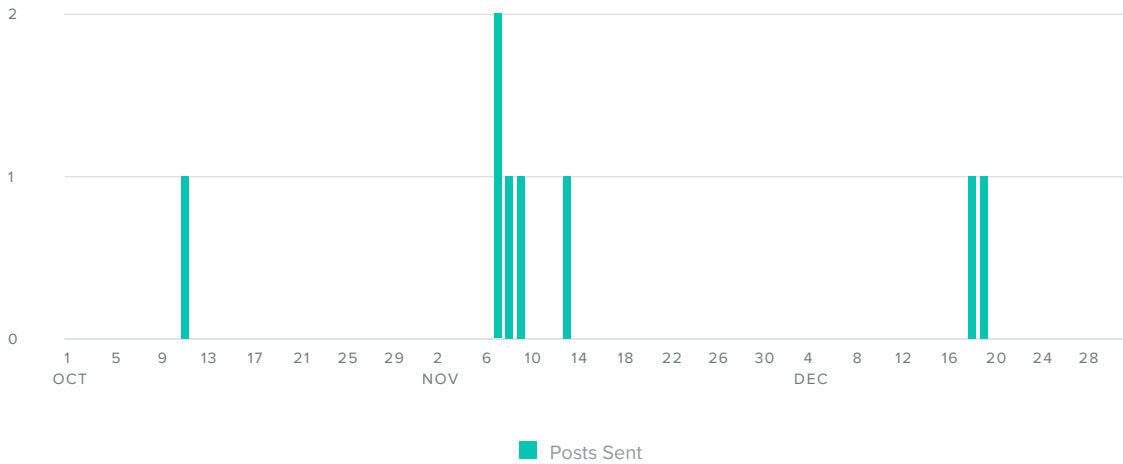
Total fans increased by
+100%
since previous date range

SOCIAL MEDIA REPORT - FACEBOOK



Facebook Publishing Behavior

POSTS, BY DAY



Publishing Metrics	Totals
Photos	8
Videos	0
Posts	0
Notes	0
Total Posts	8

The number of posts you sent decreased by


-46.7%

since previous date range

Facebook Top Posts, by Reactions

Post Reactions ▼ Comments Engagement Reach

Explore Wilsonville
 A POCKET TRIP | ZOOM! ZOOM! TO SEE THE PORSCHE 911 EXHIBIT BEFORE IT'S GONE Holiday Hint: It's a great gift for the gearhead on your list 🎁 Head to the **World of Speed USA** motorsports museum in Wilsonville, Oregon — one of Oregon's newest and coolest experience for all ages! Cruise through an impressive car, boat and motorcycle collection, including the special limited-time-only Porsche 911 exhibit that ends on December 31, 2018.
#ExploreWilsonville Learn more --> <http://bit.ly/2SRAJb4>



(Post) December 19, 2018 11:33 am

1

0




18.8%

16

SOCIAL MEDIA REPORT - FACEBOOK





Facebook Top Posts, by Reactions

Post	Reactions	Comments	Engagement	Reach
<p>Explore Wilsonville A POCKET TRIP JUST FOR VETERANS Admission is FREE at World of Speed USA for veterans and their families on Sunday, Nov. 11 and Monday, Nov. 12</p>  <p>(Post) November 07, 2018 9:04 am</p>	1	0	9.5%	21
<p>Explore Wilsonville A POCKET TRIP A TRIFECTA OF HOLIDAY SHOPPING Festive holiday (and tax-free!) shopping opportunities abound near Wilsonville, Oregon. Make a weekend of it! #ExploreWilsonville Stretch your dollars at Woodburn Premium Outlets sprawling mall. Shop the outdoor shopping center at Bridgeport Village (head to the warming hut if you need a winter warm-up). For a small town shopping experience, head to the charming town of Aurora, Oregon (Aurora Colony Visitors Association) voted one of the 50 Best Antique Towns in the country. Learn more --> http://bit.ly/2S9FdtV Photo by LuLish Design</p>  <p>(Post) December 18, 2018 2:56 pm</p>	0	0	12%	25
<p>Explore Wilsonville Take a trip to Salem (10a-noon) or Oregon City (5p-6:30p) TODAY to catch the U.S. Capitol Christmas Tree tour as the Oregon tree from the Willamette National Forest makes its way across the U.S. to Washington, D.C. --> view the full schedule here: http://bit.ly/2B4KtZz</p>  <p>(Post) November 13, 2018 10:02 am</p>	0	0	5.6%	18

SOCIAL MEDIA REPORT - FACEBOOK

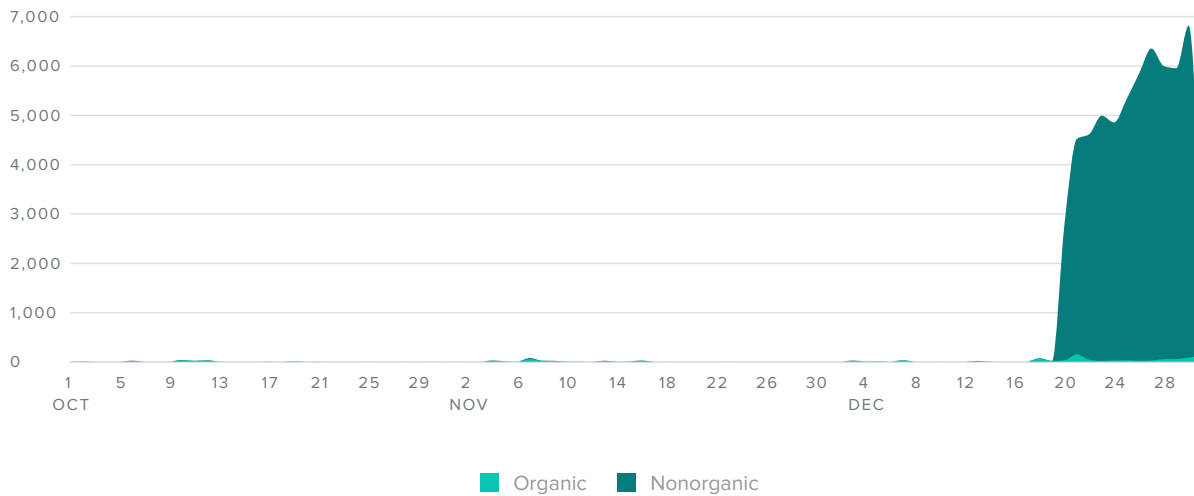


Facebook Top Posts, by Reactions

Post	Reactions	Comments	Engagement	Reach
<p>Explore Wilsonville A POCKET TRIP WILLAMETTE VALLEY WINE TASTING 🍷 Calendar Terra Vina Vineyard's Pre-Thanksgiving and Thanksgiving Wine Tasting soirée --> http://bit.ly/2Fiusn8</p>   <p>(Post) November 09, 2018 7:26 pm</p>	0	0	15.4%	13

Facebook Impressions

PAGE IMPRESSIONS, BY DAY



Impressions Metrics	Totals
Organic Impressions	862
Nonorganic Impressions	59,581
Total Impressions	60,443
Average Daily Users Reached	457.4

Total Impressions increased by

▲15,398%

since previous date range

SOCIAL MEDIA REPORT - FACEBOOK



Facebook Video Performance

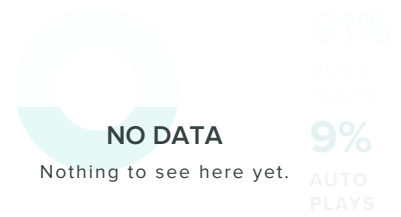
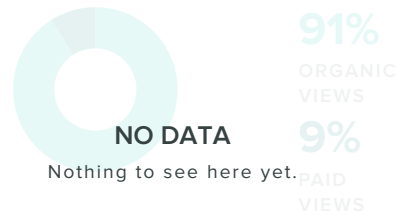
VIEW METRICS



91
ORGANIC FULL

9
ORGANIC PARTIAL

VIEWING BREAKDOWN



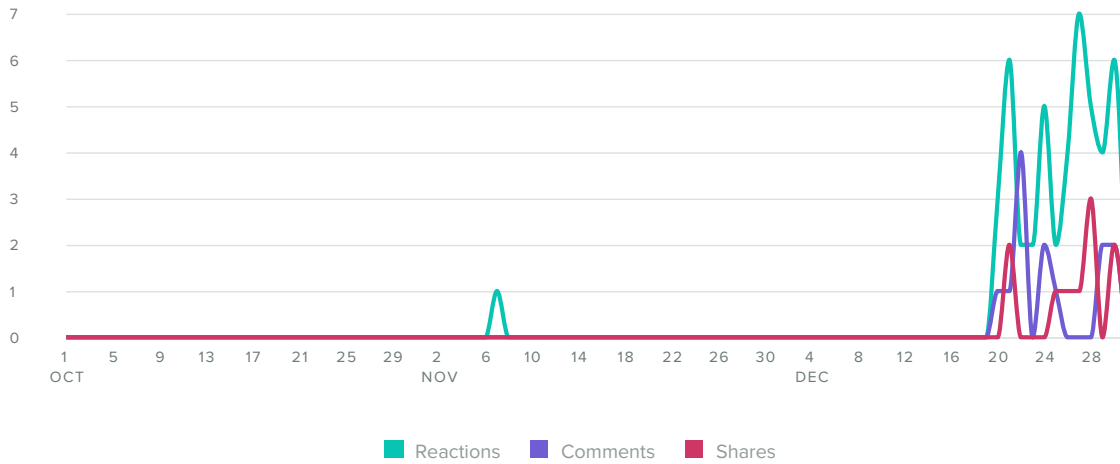
SOCIAL MEDIA REPORT - FACEBOOK



Facebook Pages | 6 of 7

Facebook Engagement

AUDIENCE ENGAGEMENT, BY DAY



Action Metrics	Totals
Reactions	48
Comments	13
Shares	10
Total Engagements	71

Total Engagements increased by
317.6%
 since previous date range

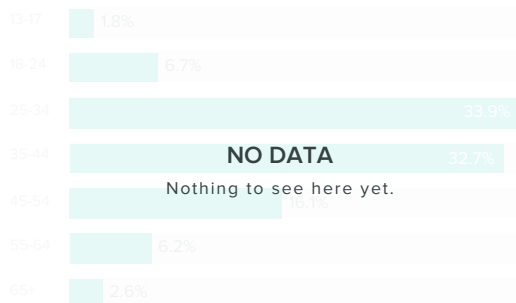
Facebook Audience Demographics

Page Fans

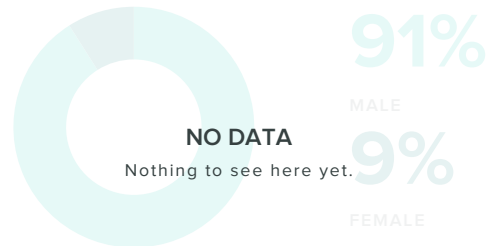
People Reached

People Engaged

BY AGE



BY GENDER



SOCIAL MEDIA REPORT - FACEBOOK



Facebook Pages | 7 of 7

Facebook Stats by Page

Facebook Page	Total Fans	Fan Increase	Posts Sent	Impressions	Impressions per Post	Engagements	Engagements per Post	Link Clicks
 Explore Wilsonville	40	100%	8	60,443	7,555.4	71	8.9	313

HIGHLIGHTS: STR REPORT

SMITH TRAVEL RESEARCH REPORT

Wilsonville • Troutdale

Oct - Dec 2018

- At year end, Wilsonville **OCCUPANCY, REVPAR** (Revenue Per Available Room), **DEMAND** and **REVENUE** all **DECREASED -3.7%** over previous year
- **Q4 Wilsonville**
October Occupancy: -4.2%
October Revenue: -4.1%
November Occupancy: -3.3%
November Revenue: -2.2%
December Occupancy: +2.9%
December Revenue: +.9%
- At year end, Troutdale **OCCUPANCY, REVPAR** (Revenue per Available Room), **DEMAND** and **REVENUE** all **DECREASED** between **-1.0% to -1.1%** over previous year
- **Q4 Troutdale**
October Occupancy: -3.4%
October Revenue: -5.2%
November Occupancy: -2.1%
November Revenue: -4.6%
December Occupancy: -7.4%
December Revenue: -12.2%



STR REPORT - OCTOBER

Date Created: Nov 16, 2018

Vertigo Marketing Oregon

For the Month of October 2018



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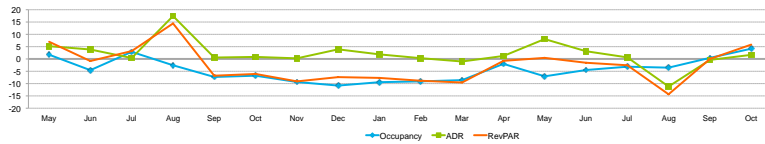
OCTOBER - TREND WILSONVILLE

Tab 2 - Trend Wilsonville, OR+

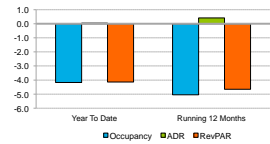
Vertigo Marketing Oregon
For the Month of October 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



	2017												2018											
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct						
Occupancy (%)	75.5	81.4	81.0	84.6	73.3	66.0	65.1	54.2	52.1	55.1	64.8	72.7	70.2	77.8	78.4	81.6	73.5	68.8						
This 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						
Last Year	1.7	-4.5	2.8	-2.6	-7.3	-8.8	-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	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	111.50	112.67	107.98	98.28	91.40						
This Year	86.37	103.76	111.58	103.54	98.17	89.21	82.70	74.94	78.28	81.57	83.10	88.36	90.85	107.75	111.96	121.60	98.70	89.93						
Last Year	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	68.59	87.74	90.71	102.92	72.35	59.39	49.86	42.21	41.67	50.76	53.29	65.05	68.88	88.40	88.38	88.16	72.34	62.85						
This Year	64.10	88.51	87.90	89.97	77.84	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						
Last Year	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	17,360	16,800	17,360	16,800	17,360	16,800	17,360	17,360	17,360	15,680	17,360	16,800	17,360	16,800	17,360	16,800	17,360	17,360						
This 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	16,800	17,360	17,360						
Last Year	6.4	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	13,107	13,680	14,065	14,684	12,314	11,464	10,105	9,414	9,049	9,730	11,250	12,218	12,182	13,086	13,818	14,173	12,365	11,937						
This Year	12,838	14,279	13,627	15,085	13,287	12,303	11,146	10,655	9,989	10,707	12,311	12,466	13,107	13,680	14,065	14,684	12,314	11,464						
Last Year	2.1	-4.2	3.2	-3.8	-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	1,190,721	1,474,081	1,524,755	1,215,421	1,030,658	837,706	732,824	721,625	721,625	796,269	925,154	1,002,813	1,195,799	1,451,571	1,534,275	1,530,447	1,215,258	1,091,040						
This Year	1,109,824	1,481,593	1,520,477	1,561,863	1,304,335	1,097,595	921,771	790,984	781,982	873,950	1,023,075	1,101,456	1,190,721	1,474,081	1,574,755	1,786,739	1,215,421	1,030,658						
Last Year	7.4	-0.5	3.5	14.4	-8.8	-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 %	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7						
This Year	590	560	590	590	590	590	560	560	560	560	560	560	560	560	560	560	560	560						
Last Year	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	79.2	79.2	79.2	89.6	79.2	89.6	89.6						

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	Year To Date			Running 12 Months		
	2016	2017	2018	2016	2017	2018
Occupancy (%)	72.7	73.9	73.3	68.7	71.3	71.7
This Year	72.7	73.9	73.3	68.7	71.3	71.7
Last Year	1.7	-0.8	-4.2	3.8	0.5	-5.0
ADR	91.92	96.58	96.62	90.22	93.96	94.35
This Year	87.84	91.92	96.58	85.87	90.22	93.96
Last Year	4.9	5.1	0.0	5.1	4.1	0.4
RevPAR	67.94	79.80	87.87	64.31	67.34	64.21
This Year	63.67	67.94	79.80	59.00	64.31	67.34
Last Year	6.7	4.2	-4.1	9.0	4.7	-4.7
Supply	169,726	170,240	170,240	203,703	204,400	204,400
This Year	169,328	169,726	170,240	203,305	203,703	204,400
Last Year	0.2	0.3	0.0	0.2	0.3	0.0
Demand	125,443	124,747	119,588	145,207	146,498	139,107
This Year	123,022	125,443	124,747	139,679	145,207	146,498
Last Year	2.0	-0.5	-4.2	4.0	0.9	-5.0
Revenue	11,530,937	12,052,538	11,554,251	13,100,552	13,765,293	13,124,781
This Year	10,781,896	11,530,937	12,052,538	11,994,042	13,100,552	13,765,293
Last Year	6.9	4.5	-4.1	9.2	5.1	-4.7

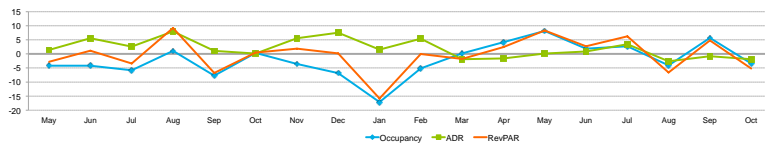
OCTOBER - TREND TROUTDALE

Tab 4 - Trend Troutdale, OR+

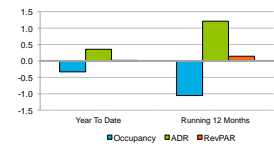
Vertigo Marketing Oregon
For the Month of October 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



	2017												2018											
	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct						
Occupancy (%)	77.0	87.8	87.8	90.0	75.3	74.0	63.2	65.1	51.5	53.1	73.3	75.8	83.3	88.4	90.2	88.9	73.6	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	88.53	110.12	118.56	123.17	106.19	93.17	88.82	88.68	80.31	85.57	83.60	87.28	88.66	111.05	123.87	119.91	100.29	91.42						
Last Year	87.28	104.30	116.52	114.06	106.07	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	68.19	96.68	104.95	110.80	79.96	68.94	66.16	55.04	41.32	54.03	61.26	67.10	73.85	90.30	111.49	101.46	83.77	65.35						
Last Year	70.16	95.80	108.63	101.49	85.75	68.61	55.15	54.94	49.10	54.06	62.35	65.50	68.19	96.68	110.80	79.96	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	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	11,723	12,933	13,361	13,692	11,092	11,263	9,314	9,447	7,832	8,881	11,153	11,311	12,679	13,172	13,133	11,202	11,263	10,880						
Last Year	12,235	13,501	14,190	13,543	12,021	11,221	9,667	10,142	9,449	9,154	11,136	10,862	11,723	12,933	13,361	13,692	11,092	11,263						
Percent Change	-4.3	-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	1,037,869	1,424,158	1,597,499	1,686,495	1,177,840	1,049,324	627,285	837,722	628,972	742,824	932,435	988,969	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	1,027,869	1,424,158	1,597,499	1,686,496	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 %	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6						
Census Props	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						

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	Year To Date			Running 12 Months		
	2016	2017	2018	2016	2017	2018
Occupancy (%)	77.7	79.1	76.8	73.9	76.6	75.0
Last Year	80.4	91.7	93.2	73.9	76.6	75.0
Percent Change	-4.2	-4.2	-5.8	3.6	-2.0	-1.1
ADR	90.10	96.27	99.23	88.26	94.43	96.88
Last Year	87.28	104.30	116.52	88.26	94.43	96.88
Percent Change	1.4	5.6	2.6	7.0	2.6	1.2
RevPAR	70.01	76.12	76.22	65.24	72.30	72.68
Last Year	70.16	95.80	108.63	65.24	72.30	72.68
Percent Change	-2.8	1.1	-3.4	10.8	0.5	0.1
Supply	149,264	149,264	149,264	179,215	179,215	179,215
Last Year	149,264	149,264	149,264	179,215	179,215	179,215
Percent Change	0.0	0.0	0.0	0.0	0.0	0.0
Demand	114,028	114,664	114,664	132,466	134,463	134,463
Last Year	114,028	114,664	114,664	132,466	134,463	134,463
Percent Change	1.8	-2.9	-0.9	3.8	-2.0	-1.1
Revenue	11,362,376	11,377,580	11,377,580	12,857,185	13,026,213	13,026,213
Last Year	11,362,376	11,377,580	11,377,580	12,857,185	13,026,213	13,026,213
Percent Change	0.0	0.0	0.0	10.8	0.5	0.1

STR REPORT - NOVEMBER

Date Created: Dec 17, 2018

Vertigo Marketing Oregon

For the Month of November 2018



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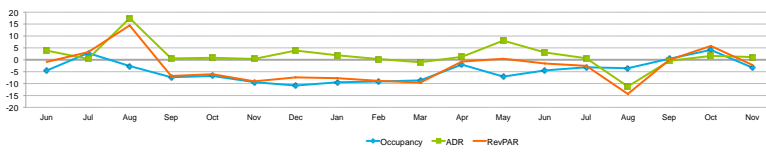
NOVEMBER - TREND WILSONVILLE

Tab 2 - Trend Wilsonville, OR+

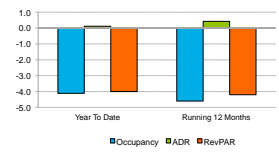
Verigo Marketing Oregon
For the Month of November 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	81.4	81.0	84.8	73.3	66.0	66.1	54.2	55.1	62.1	64.8	72.7	70.2
Last Year	85.3	78.8	86.9	79.1	70.9	66.3	60.8	57.5	68.3	70.9	74.2	75.5
Percent Change	-4.5	2.8	-2.6	-7.3	-6.8	-9.3	-10.8	-9.4	-9.1	-8.6	-2.0	-7.1

ADR												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	107.75	111.98	121.60	98.70	89.03	83.00	77.84	79.75	81.84	82.24	89.44	98.16
Last Year	103.76	111.58	103.54	98.17	89.21	82.70	74.94	78.28	81.57	88.36	90.85	107.75
Percent Change	3.8	0.3	17.4	0.5	0.8	0.4	3.9	1.9	0.3	-1.0	1.2	8.1

RevPAR												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	87.74	90.71	102.82	72.35	59.39	49.92	42.21	41.07	50.78	53.29	65.05	68.88
Last Year	88.51	87.90	89.97	77.84	63.23	54.87	45.56	45.05	55.70	58.93	65.56	68.59
Percent Change	-0.9	3.2	14.4	-6.8	-6.1	-9.0	-7.4	-7.7	-8.8	-9.6	-0.8	0.4

Supply												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	16,800	17,360	17,360	16,800	17,360	16,800	17,360	17,360	15,880	17,360	16,800	17,360
Last Year	16,740	17,298	17,360	16,800	17,360	16,800	17,360	17,360	15,880	17,360	16,800	17,360
Percent Change	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Demand												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	13,680	14,065	14,694	12,314	11,464	10,554	9,414	9,040	9,730	11,250	12,218	12,182
Last Year	14,279	13,827	15,095	13,287	12,303	11,146	10,555	9,989	10,707	12,311	12,466	13,107
Percent Change	-4.2	3.2	-2.6	-7.3	-6.8	-9.3	-10.8	-9.4	-9.1	-8.6	-2.0	-7.1

Revenue												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
This Year	1,474,081	1,574,755	1,786,739	1,215,421	1,030,958	838,670	732,824	721,625	796,269	926,154	1,060,813	1,195,709
Last Year	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
Percent Change	-0.5	3.6	14.4	-6.8	-6.1	-9.0	-7.4	-7.7	-8.8	-9.6	-0.8	0.4

Census %												
	2017				2018				2018			
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Census Props	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
% Rooms Participants	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	89.6	79.2	79.2	79.2

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Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
73.2	72.1	69.2	71.7	71.2	71.2	67.8
71.7	73.2	72.1	69.6	71.7	71.2	67.8
2.2	-1.5	-4.1	3.0	-0.7	-4.6	-4.6

Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
91.17	95.56	95.66	90.27	94.06	94.45	94.45
87.15	91.17	95.56	86.29	90.27	94.06	94.45
4.6	4.8	0.1	4.6	4.2	0.4	0.4

Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
66.76	69.92	66.16	62.46	66.76	68.92	68.92
62.46	66.76	68.92	60.06	64.70	64.13	64.13
6.9	3.2	-4.0	7.7	3.5	-4.2	-4.2

Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
186,526	187,040	187,040	186,038	203,793	204,400	204,400
186,526	187,040	187,040	186,038	203,305	203,793	204,400
0.3	0.3	0.0	0.2	0.2	0.3	0.0

Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
136,580	134,901	129,359	133,320	136,589	134,901	134,901
136,580	134,901	129,359	133,320	136,589	134,901	134,901
2.5	-1.2	-4.1	3.2	-0.4	-4.6	-4.6

Year To Date				Running 12 Months		
2016	2017	2018	2018	2016	2017	2018
12,452,708	12,891,208	12,374,848	11,619,193	12,452,708	12,891,208	12,891,208
12,452,708	12,891,208	12,374,848	11,619,193	12,452,708	12,891,208	12,891,208
2.2	3.5	-4.0	9.0	3.6	-4.2	-4.2

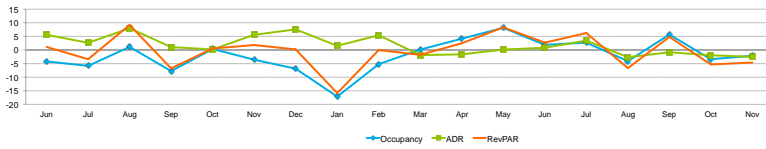
NOVEMBER - TREND TROUTDALE

Tab 4 - Trend Troutdale, OR+

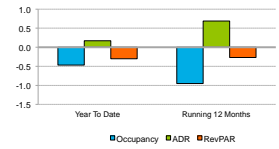
Vertigo Marketing Group
For the Month of November 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)													2017													2018												
	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	2016	2017	2018	2016	2017	2018														
This Year	97.8	97.8	90.0	75.3	74.0	63.2	62.1	51.6	63.1	73.3	76.8	83.3	80.4	90.2	86.3	79.8	71.5	61.9	95.35	95.35	98.45	95.35	95.35	98.45														
Last Year	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	63.2	88.82	88.82	91.42	88.82	88.82	91.42														
Percent Change	-4.2	-5.8	1.1	-7.7	-6.4	-3.6	-6.9	-17.1	-5.2	9.2	4.1	8.2	1.8	2.7	-4.1	5.7	-3.4	-2.1	1.6	-2.9	-0.5	1.6	-2.9	-0.5														

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
77.9	75.8	75.2	76.5	74.8	74.1
76.7	77.9	75.6	74.5	76.5	74.8
1.6	-2.9	-0.5	2.7	-2.2	-1.0

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STR REPORT - DECEMBER

Date Created: Jan 16, 2019

Vertigo Marketing Oregon

For the Month of December 2018



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Help	6

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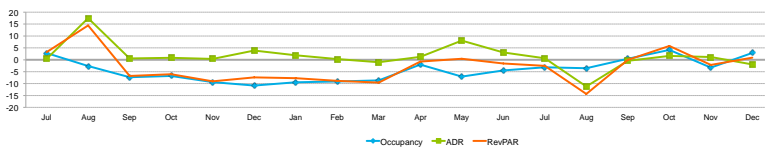
DECEMBER - TREND WILSONVILLE

Tab 2 - Trend Wilsonville, OR+

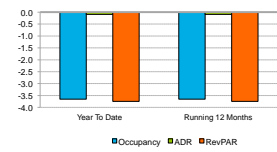
Vertigo Marketing Oregon
For the Month of December 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	81.0	84.6	73.3	66.0	60.1	54.2	52.1	60.1	64.6	72.7	70.2	77.8
Last Year	78.8	86.9	79.1	70.9	66.3	60.8	57.5	68.3	70.9	74.2	75.5	81.4
Percent Change	2.8	-2.6	-7.3	-6.8	-9.3	-10.6	-9.4	-9.1	-8.6	-2.0	-7.1	-4.5

ADR												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	111.56	121.60	99.70	89.93	83.00	77.84	73.75	81.84	82.24	89.44	98.16	111.10
Last Year	111.58	103.54	98.17	89.21	82.70	74.54	78.28	81.57	83.10	88.36	90.85	107.75
Percent Change	0.3	17.4	0.5	0.6	0.4	3.9	1.9	0.3	-1.0	1.2	8.1	3.1

RevPAR												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	90.71	102.92	72.35	59.39	49.92	42.21	41.57	59.78	53.29	65.05	68.88	86.40
Last Year	87.90	89.97	77.64	63.23	54.87	45.56	45.05	55.70	58.93	65.56	68.59	87.74
Percent Change	3.2	14.4	-6.8	-6.1	-9.0	-7.4	-7.7	-8.8	-9.6	-9.8	0.4	-1.5

Supply												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	17,360	17,360	16,800	17,360	16,800	17,360	17,360	15,880	17,360	16,800	17,360	17,360
Last Year	17,298	17,360	16,800	17,360	16,800	17,360	17,360	15,880	17,360	16,800	17,360	17,360
Percent Change	0.4	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					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	14,065	14,694	12,314	11,464	10,104	9,414	9,049	9,730	11,250	12,218	12,162	13,066
Last Year	13,627	15,085	13,287	12,303	11,148	10,555	9,989	10,707	12,311	12,466	13,107	13,686
Percent Change	3.2	-3.6	-7.3	-6.8	-9.3	-10.8	-9.4	-9.1	-8.6	-3.0	-7.1	-4.6

Revenue												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	1,574,755	1,786,739	1,215,421	1,000,958	838,670	732,824	721,625	796,269	905,154	1,002,813	1,195,799	1,451,571
Last Year	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
Percent Change	3.6	14.4	-6.8	-6.1	-9.0	-7.4	-7.7	-8.8	-9.6	-9.8	0.4	-1.5

Census %												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Census Props	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
% 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

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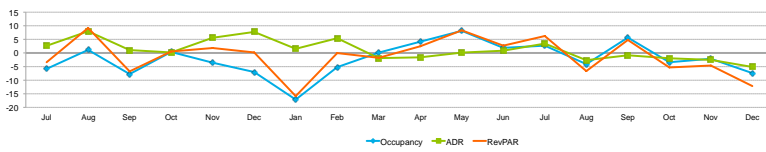
DECEMBER - TREND TROUTDALE

Tab 4 - Trend Troutdale, OR+

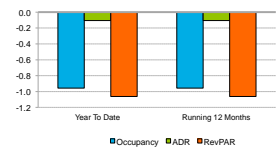
Vertigo Marketing Oregon
For the Month of December 2018

Currency USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	97.6	99.0	75.3	74.0	69.2	65.0	51.5	69.1	73.3	78.8	83.3	89.4
Last Year	93.2	89.0	81.8	73.7	66.6	66.6	62.1	66.6	73.2	73.7	77.0	87.8
Percent Change	-5.6	1.1	-7.7	6.4	-3.6	-7.0	-17.1	-5.2	0.2	4.1	8.2	1.8

ADR												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	119.56	123.17	105.19	93.24	89.82	88.81	80.31	85.57	83.60	87.38	88.66	111.05
Last Year	116.52	114.06	105.07	93.07	84.12	82.45	79.09	81.18	85.24	88.83	88.53	110.12
Percent Change	2.6	8.0	1.1	0.2	6.6	7.7	1.5	5.4	-1.9	-1.6	0.1	0.8

RevPAR												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	104.95	110.80	79.96	69.00	56.16	55.03	41.32	54.03	61.26	67.10	73.85	90.30
Last Year	108.83	101.49	85.75	68.81	55.15	54.94	49.10	54.06	62.35	65.50	68.19	96.88
Percent Change	-3.4	9.2	-6.7	0.6	1.8	0.2	-15.8	0.0	-1.8	2.4	8.3	2.7

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

Demand												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	13,361	13,692	11,052	11,265	9,314	9,432	7,832	8,881	11,153	11,311	12,679	13,722
Last Year	14,190	13,543	12,021	11,221	9,667	10,142	9,449	9,154	11,135	10,862	11,723	12,903
Percent Change	-5.8	1.1	-7.7	0.4	-3.6	-7.8	-17.1	-5.2	0.2	4.1	8.2	1.8

Revenue												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
This Year	1,597,499	1,686,495	1,177,840	1,050,304	827,285	837,680	628,972	742,824	932,435	988,369	1,124,072	1,462,747
Last Year	1,653,298	1,544,730	1,263,027	1,044,371	812,378	836,255	747,311	743,152	949,096	984,838	1,037,859	1,424,158
Percent Change	-3.4	9.2	-6.7	0.6	1.8	0.2	-15.8	0.0	-1.8	2.4	8.3	2.7

Census %												
	2017						2018					
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Census Props	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
% 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

A blank cell indicates insufficient data.

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Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
75.9	74.4	73.7	75.9	74.4	73.7
2.0	-3.2	-1.0	2.0	-3.2	-1.0

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
94.40	97.77	97.87	94.40	97.77	97.87
89.11	94.40	97.77	89.11	94.40	97.77
5.9	3.6	-0.1	5.9	3.6	-0.1

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
72.60	72.78	72.01	72.60	72.78	72.01
67.21	72.60	72.78	67.21	72.60	72.78
6.0	0.3	-1.1	6.0	0.3	-1.1

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
179,215	179,215	179,215	179,215	179,215	179,215
179,215	179,215	179,215	179,215	179,215	179,215
0.0	0.0	0.0	0.0	0.0	0.0

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
137,827	133,412	132,135	137,827	133,412	132,135
136,171	137,827	133,412	136,171	137,827	133,412
2.0	-3.2	-1.9	2.0	-3.2	-1.9

Year To Date			Running 12 Months		
2016	2017	2018	2016	2017	2018
13,010,936	13,043,505	13,044,992	13,010,936	13,043,505	13,044,992
12,046,158	13,010,936	13,043,505	12,046,158	13,010,936	13,043,505
8.0	0.3	-1.1	8.0	0.3	-1.1

STR - WASHINGTON & CLACKAMAS COUNTIES

Participation List

Washington and Clackamas County, OR
 Job Number: 1041345_PADIM Staff: RL Created: December 12, 2018

STR Code	Name of Establishment	City & State	Zip Code	Class	Rooms
22896	Quality Inn Aloha Beaverton	Aloha, OR	97003	Midscale Class	52
67415	TownePlace Suites Portland Beaverton	Beaverton, OR	97005	Upper Midscale Class	112
10276	Comfort Inn & Suites Beaverton Portland West	Beaverton, OR	97005	Upper Midscale Class	102
17603	Peppertree Inn	Beaverton, OR	97005	Economy Class	73
3353	Motel 6 Beaverton	Beaverton, OR	97005	Economy Class	58
22913	Beaverton Budget Inn	Beaverton, OR	97005	Economy Class	48
35284	DoubleTree by Hilton Hotel Beaverton	Beaverton, OR	97006	Upscale Class	98
36733	Homewood Suites by Hilton Hillsboro Beaverton	Beaverton, OR	97006	Upscale Class	123
37178	Extended Stay America Portland Beaverton Eider Court	Beaverton, OR	97006	Economy Class	122
35206	Extended Stay America Portland Beaverton	Beaverton, OR	97006	Economy Class	143
65099	aloft Hotel Hillsboro Beaverton	Hillsboro, OR	97006	Upscale Class	137
33271	Fairfield Inn & Suites Portland West Beaverton	Beaverton, OR	97006	Upper Midscale Class	106
38150	Hilton Garden Inn Portland Beaverton	Beaverton, OR	97006	Upscale Class	150
25749	Courtyard Portland Beaverton	Beaverton, OR	97008	Upscale Class	149
33051	Motel 6 Canby	Canby, OR	97013	Economy Class	35
22467	Clarion Inn & Suites Clackamas	Clackamas, OR	97015	Upper Midscale Class	110
25860	Hampton Inn Portland Clackamas	Clackamas, OR	97015	Upper Midscale Class	112
23115	Monarch Hotel & Conference Center	Clackamas, OR	97015	Midscale Class	192
31855	Clackamas Inn & Suites	Clackamas, OR	97015	Economy Class	44
38881	Comfort Suites Clackamas	Clackamas, OR	97015	Upper Midscale Class	50
35450	Courtyard Portland Southeast Southeast Clackamas	Clackamas, OR	97015	Upscale Class	136
60632	Sunnyside Inn & Suites	Clackamas, OR	97015	Midscale Class	115
22964	Red Fox Motel	Estacada, OR	97023	Economy Class	35
38962	Holiday Inn Express Portland Southeast Clackamas Area	Gladstone, OR	97027	Upper Midscale Class	101
47313	Budget Inn Oregon City Portland	Gladstone, OR	97027	Economy Class	34
17710	Timberline Lodge	Timberline, OR	97028	Upscale Class	70
13075	Best Western Mount Hood Inn	Government Camp, OR	97028	Midscale Class	57
43329	Lakeshore Inn	Lake Oswego, OR	97034	Midscale Class	33
39455	Hilton Garden Inn Portland Lake Oswego	Lake Oswego, OR	97035	Upscale Class	179
37253	Fairfield Inn & Suites Portland South Lake Oswego	Lake Oswego, OR	97035	Upper Midscale Class	124
29255	Phoenix Inn Suites Lake Oswego	Lake Oswego, OR	97035	Upper Midscale Class	62
26993	Crowne Plaza Portland Lake Oswego	Lake Oswego, OR	97035	Upscale Class	161
5303	Residence Inn Portland South Lake Oswego	Lake Oswego, OR	97035	Upscale Class	112
3376	Holiday Inn Express Portland South Lake Oswego	Lake Oswego, OR	97035	Upper Midscale Class	94
45627	Stagecoach Inn Motel	Molalla, OR	97038	Economy Class	32
17729	Best Western Plus Rivershore Hotel	Oregon City, OR	97045	Upper Midscale Class	114
33190	Best Western Sandy Inn	Sandy, OR	97055	Midscale Class	45
32848	Century Hotel	Tualatin, OR	97062	Midscale Class	70
39376	Comfort Inn & Suites Tualatin Portland South	Tualatin, OR	97062	Upper Midscale Class	59
23159	BW Premier Collection Mt Hood Oregon Resort	Welches, OR	97067	Upscale Class	157
8998	Snooz Inn	Wilsonville, OR	97070	Economy Class	58
19114	Quality Inn Wilsonville	Wilsonville, OR	97070	Midscale Class	63
13102	La Quinta Inns & Suites Wilsonville	Wilsonville, OR	97070	Midscale Class	78
434	Holiday Inn Portland I 5 South Wilsonville	Wilsonville, OR	97070	Upper Midscale Class	169
39054	Best Western Wilsonville Inn & Suites	Wilsonville, OR	97070	Midscale Class	56
23453	Motel 6 Wilsonville	Wilsonville, OR	97070	Economy Class	72
29025	GuestHouse Inn & Suites Wilsonville	Wilsonville, OR	97070	Midscale Class	64
36339	Best Western University Inn & Suites	Forest Grove, OR	97116	Midscale Class	54
30131	Americas Best Value Inn & Suites Forest Grove Hillsboro	Forest Grove, OR	97116	Economy Class	40
60986	The Grand Lodge	Forest Grove, OR	97116	Upper Midscale Class	90
27755	Forest Grove Inn	Forest Grove, OR	97116	Economy Class	20
45780	Hillsboro Budget Inn	Hillsboro, OR	97123	Economy Class	32
17662	Econo Lodge Inn & Suites Hillsboro Portland West	Hillsboro, OR	97123	Economy Class	60
17661	The Dunes Motel	Hillsboro, OR	97123	Economy Class	40
63210	Embassy Suites by Hilton Portland Hillsboro	Hillsboro, OR	97124	Upper Upscale Class	165
65235	Holiday Inn Hillsboro	Hillsboro, OR	97124	Upper Midscale Class	110
22998	Comfort Inn Hillsboro	Hillsboro, OR	97124	Upper Midscale Class	118
62322	The Orenco	Hillsboro, OR	97124	Upscale Class	10
67190	Staybridge Suites Hillsboro	Hillsboro, OR	97124	Upscale Class	80
63201	Hampton Inn Portland Hillsboro Evergreen Park	Hillsboro, OR	97124	Upper Midscale Class	106
64995	Residence Inn Portland Hillsboro Brookwood	Hillsboro, OR	97124	Upscale Class	146
68075	Home2 Suites by Hilton Portland Hillsboro	Hillsboro, OR	97124	Upper Midscale Class	152
30166	Residence Inn Portland Hillsboro	Hillsboro, OR	97124	Upscale Class	122
37097	Extended Stay America Portland Hillsboro	Hillsboro, OR	97124	Economy Class	136
52137	Springhill Suites Portland Hillsboro	Hillsboro, OR	97124	Upscale Class	106
13241	Larkspur Landing Hillsboro	Hillsboro, OR	97124	Upscale Class	124
31730	Courtyard Portland Hillsboro	Hillsboro, OR	97124	Upscale Class	155
38767	TownePlace Suites Portland Hillsboro	Hillsboro, OR	97124	Upper Midscale Class	136
38177	Holiday Inn Express Portland West Hillsboro	Hillsboro, OR	97124	Upper Midscale Class	86
68092	Hampton Inn & Suites Tigard	Tigard, OR	97223	Upper Midscale Class	152
17748	Tigard Regency Inn	Tigard, OR	97223	Economy Class	50
31864	DoubleTree by Hilton Hotel Tigard	Tigard, OR	97223	Upscale Class	101
17749	Quality Inn Tigard Portland Southwest	Tigard, OR	97223	Midscale Class	115

STR - WASHINGTON & CLACKAMAS COUNTIES

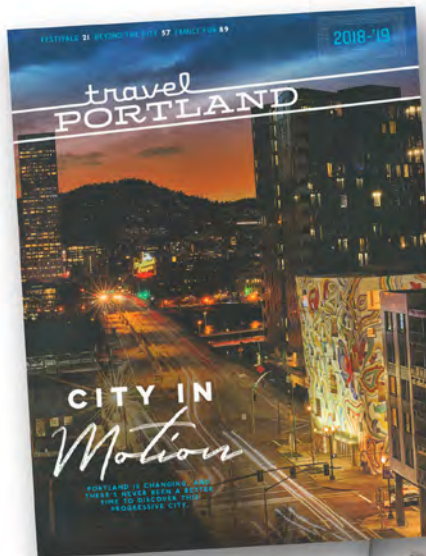
Participation List

Washington and Clackamas County, OR
 Job Number: 1041345_PADIM Staff: RL Created: December 12, 2018

STR Code	Name of Establishment	City & State	Zip Code	Class	Rooms
35207	Extended Stay America Portland Tigard	Tigard, OR	97223	Economy Class	137
26183	Embassy Suites by Hilton Portland Washington Square	Tigard, OR	97223	Upper Upscale Class	356
11195	Washington Square Hotel	Tigard, OR	97223	Midscale Class	77
6529	Motel 6 Portland South Lake Oswego	Tigard, OR	97224	Economy Class	117
32586	Courtyard Portland Tigard	Tigard, OR	97224	Upscale Class	110
60443	The Grand Hotel @ Bridgeport	Tigard, OR	97224	Upper Midscale Class	124
36895	Best Western Plus Northwind Inn & Suites	Tigard, OR	97224	Upper Midscale Class	72
5947	Motel 6 Portland Tigard West	Portland, OR	97224	Economy Class	80
10275	Shilo Inn Hotel & Suites Portland Beaverton	Portland, OR	97225	Upper Midscale Class	142
17743	Rodeway Inn & Suites Portland	Portland, OR	97225	Economy Class	52
48512	Budget Lodge Milwaukie Inn	Milwaukie, OR	97267	Economy Class	39
23150	Econo Lodge Southeast Milwaukie	Milwaukie, OR	97267	Economy Class	27
Total Rooms: 8178					

Q4 MEDIA PLACEMENTS

TRAVEL OREGON (ANNUAL) & TRAVEL PORTLAND (ANNUAL)



Q4 MEDIA PLACEMENTS

AAA - VIA (NOVEMBER/DECEMBER) & PORTLAND MONTHLY (OCTOBER)



Q4 MEDIA PLACEMENT INFO

TRAVEL OREGON (Annual)

300,000 copies printed annually for year-round distribution and inquiry fulfillment

Total Annual Readership - 1,650,000

OREGON

- More than 200 visitor centers throughout Oregon including the Portland International Airport, the Travel Portland visitor center at Pioneer Square and all official Travel Oregon State Welcome Centers
- AAA travel offices in Oregon and Idaho
- Hotels and lodging properties
- Amtrak Cascades (Eugene to Vancouver B.C.)
- Les Schwab Tire Centers
- Made in Oregon stores
- Select attractions throughout Oregon

WASHINGTON

- Vancouver, WA visitor locations
- NW/W Washington – Tourist Systems
- Seattle Airport Program
- Washington State Ferries – Full System
- Seattle Cruise Terminal – Pier 66/30
- Boeing Tour Center

CALIFORNIA

- California state Welcome Centers
- San Francisco Union Square
- San Jose/Santa Clara visitor centers

BRITISH COLUMBIA

- Victoria / Vancouver Island visitor centers
- Vancouver, B.C. visitor centers
- British Columbia Ferry system – all routes

Available at newsstands and checkout counters at Barnes & Noble and other retail locations in Washington, California, Idaho and Vancouver, B.C.

TRAVEL PORTLAND (Annual)

165,000 copies printed annually for year-round distribution

Total Annual Readership - 907,500

AAA - Via (Nov/Dec issue)

461,144 copies printed bi-monthly

Total Bi-Monthly Readership - 2,536,292

Greater Portland - 198,674

Willamette Valley - 85,941

Southern Oregon - 50,967

Central Oregon - 30,430

Oregon Coast - 26,546

Eastern Oregon - 8,233

Southern Idaho - 60,353

Portland Monthly (Oct issue)

Total Monthly Readership - 492,075

BROCHURE DISTRIBUTION

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
100 SW Main St., Ste. 1100
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 Beavercreek, Ste. 245
Oregon City, Oregon

Washington County Visitors Association
11000 S.W. Stratus St., Ste 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



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