



Q3/Q4 2019
Wilsonville
Tourism
Advertising
and
Marketing
Services
Report



Explore Wilsonville Campaign Highlights

Q3 2019

- Announced "Pick Your Pocket Trip" contest winner Penny Olsen from Bellevue, Washington among 724 entries
- Placed a print ad in Seattle Magazines Travel Issue featuring "A Wine Crush Weekend" Pocket Trip to Wilsonville
- Despite a delayed start to account access, Q3 Social Media metrics outperform Q1 (best quarter on record) with substantial increases in impressions by over 200 percent
- Revised website (hosting, event calendar, compress/optimize images, green overlays, links, navigation, page titles, indexing, SEO, downloadable brochure) has made the site more engaging and delivers better UX
- Paid Search campaigns were audited, optimized and implemented to show a huge improvement in performance over previous quarters, expanding key word coverage
- Distributed 40,000 brochures throughout the State and placed a display at the I-5 French Prairie North Bound Rest Area
- Advertised sponsored content in Oct. issue of Seattle Magazine: "An Autumnal Escape: Proximity to Willamette Valley wines makes Wilsonville, Oregon a great fall getaway"
- Placed co-op ad with Mt. Hood Territory in Phoenix Magazine
- Placed "Farmlandia Farm Loop" ad in September issue of Sunset Magazine along with *ExploreWilsonville.com* advertorial
- Submitted "Wilsonville Oregon is the Hub for the Best Shopping in Oregon" press release on the AP Newswire

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- **Reporting Period:** 7/1/19 - 9/30/2019
- **Performance Overview**
 - Insights
 - Spend/Results
 - % change Q1 vs Q3
- **Adwords**
 - Results & Keywords
 - % change Q1 vs Q3
- **Q4/2020 Planning**



Insights

- **Reporting Period:** 7/1/19 - 9/30/2019
- Q3 is the best quarter Wilsonville has had to date
- **Social - FB/IG**
 - We see a strong CTR and level of engagement
 - Paid social media buying is significantly more effective than boosting posts for the following reasons
 - Creative & Copy Testing
 - Audience Targeting
 - Optimizations & Analytics
 - A Bounce rate of > 80% is a key KPI to keep our eye on in the coming months as it can adversely affect ad performance
- **Google Adwords**
 - We are seeing strong keyword searches within adwords. Users are searching for the keywords we have identified causing a strong CTR.



Q3 Performance overview - Social

Reporting periods compared: Q3 7/20/2019 - 9/30/2019 vs Q1 1/1/2019 - 3/31/2019

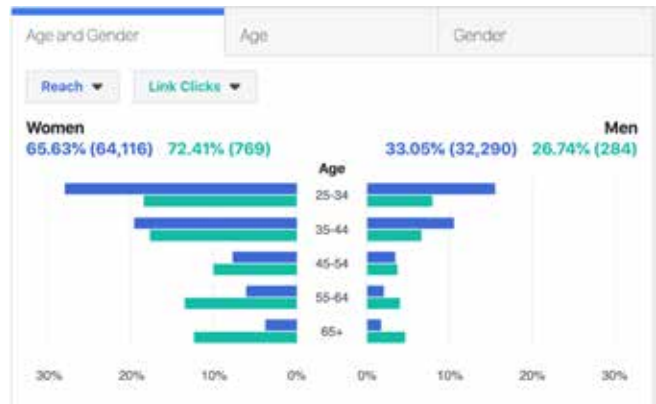
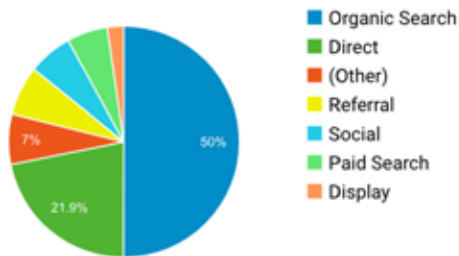


*although data is for Q3, due to challenges with account set-up, etc. social media work did not begin until Aug. 12th.

Q3 Performance overview - Cont'd

Channel overview

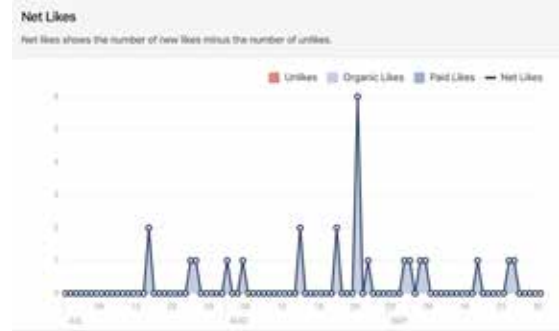
Top Channels



Demographic breakdown



Q3 Performance overview - Cont'd



Total Page Likes as of Today: 175



Engagement Metrics

- 175 Likes
- 950 Post Engagements
- 7,600 Shares



Total People Who Viewed

By Section

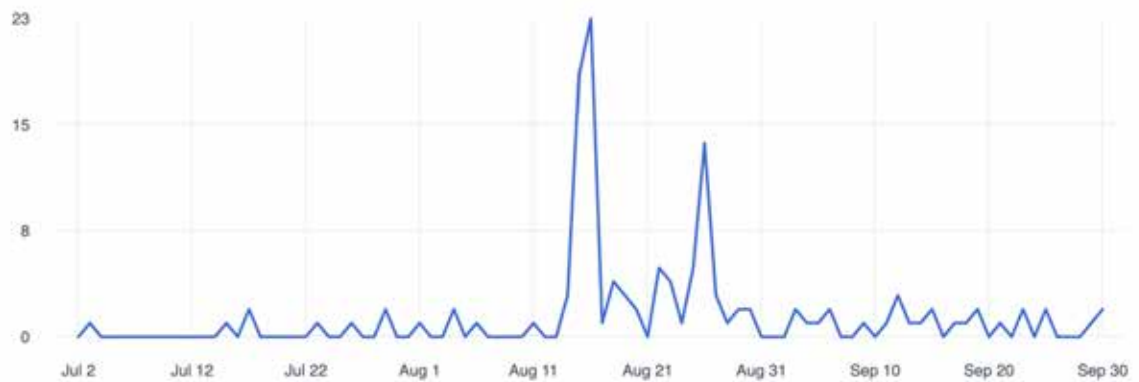
By Age and Gender

By Country

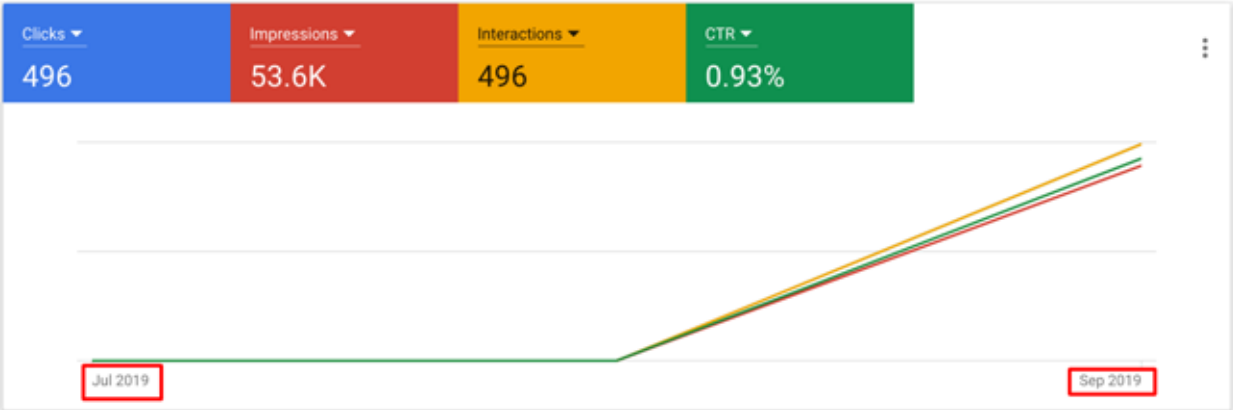
By City

By Device

Total People Who Viewed



Reporting period : Q3 7/20/2019 - 9/30/2019



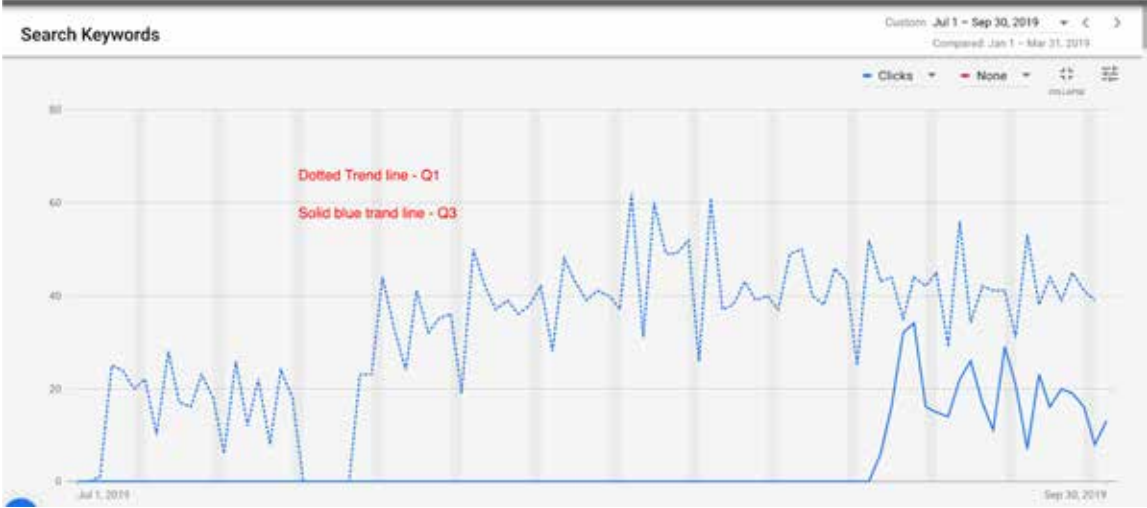
*although data is for Q3, due to challenges with account set-up, etc. SEM did not begin until Aug. 12th.

Reporting periods compared: Q3 7/20/2019 - 9/30/2019 vs Q1 1/1/2019 - 3/31/2019

| Keywords | | | | Searches | |
|------------------------------|--------------|--------|-------|-------------------|----------------------------|
| | Impressio... | Clicks | CTR | SEARCHES | WORDS |
| oregon trip | 18,323 | 219 | 1.20% | portland oregon | wilsonville oregon |
| wilsonville oregon | 5,142 | 53 | 1.03% | oregon coast | astoria oregon |
| oregon vacation | 4,468 | 61 | 1.37% | visit oregon | oregon vacation |
| places to vacation in oregon | 921 | 22 | 2.39% | seaside oregon | oregon tourist attractions |
| wine tasting oregon | 398 | 0 | 0.00% | oregon in october | oregon travel guide |
| | | | | explore oregon | what to do in oregon |
| | | | | | oregon attractions |
| | | | | | oregon visitors guide |
| | | | | | what to see in oregon |
| | | | | | explore wilsonville |



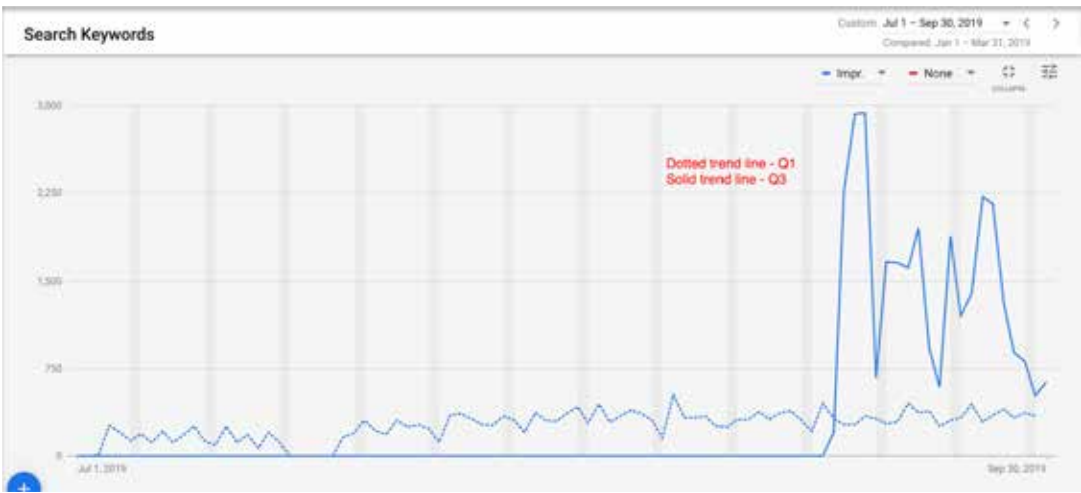
Reporting periods compared: Q3 7/20/2019 - 9/30/2019 vs Q1 1/1/2019 - 3/31/2019



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Reporting periods compared: Q3 7/20/2019 - 9/30/2019 vs Q1 1/1/2019 - 3/31/2019



*although data is for Q3, due to challenges with account set-up, etc. SEM did not begin until Aug. 12th.





Copy V1: 3 LPVs, 46,532 Reach

All Ad Placements

- Facebook
- Instagram
- Audience Network



Copy V2: 2 LPVs, 55,939 Reach



Copy V1 - 803 Reach, 1,149 impressions

All Ad Placements

- Facebook
- Instagram
- Audience Network



Copy V2 - 803 Reach, 1,163 impressions





All Ad Placements

- Facebook
- Instagram
- Audience Network

Went live 9/30/19

- **Audience targeting**

- Test Locations: Oregon, Northern CA, Washington

- **Landing Pages**

- Increase landing page speed & efficiency

- **Creative**

- Utilize the FB split test feature to test audiences, creative and copy more efficiently and build targeted customer persona
- Prioritize mobile first creative

- **Budget**

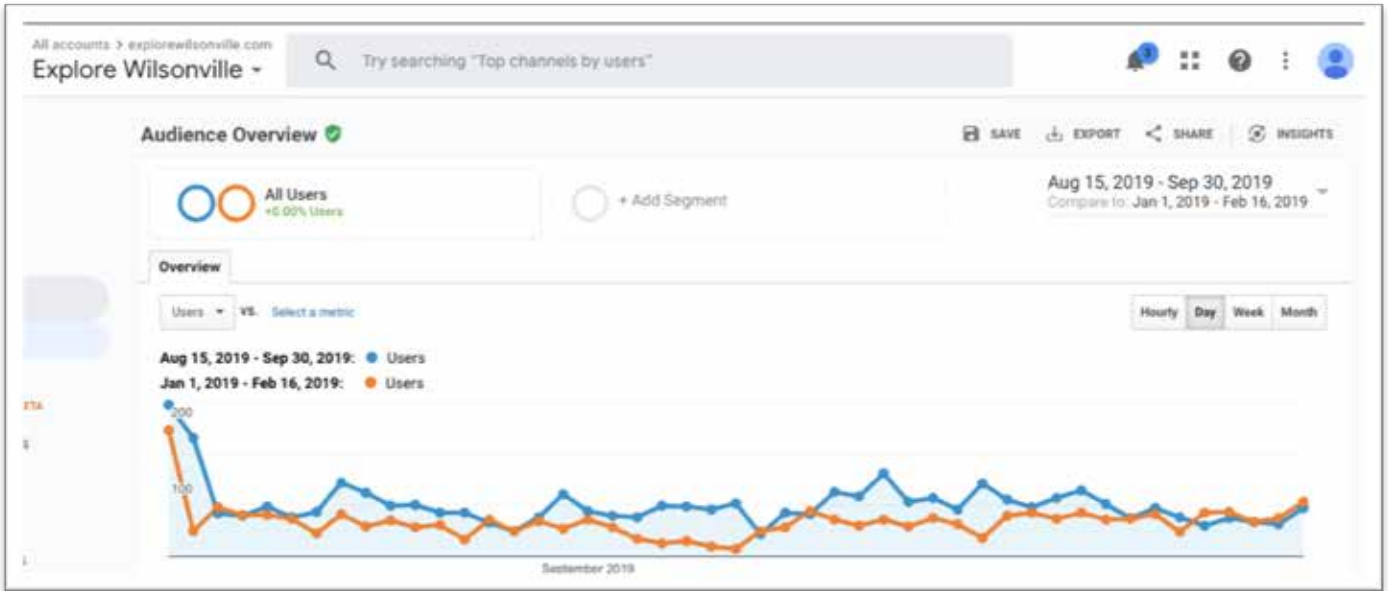
- Dedicate 80-90% of budget to traffic/landing page views and 10%-20% to engagement campaigns on FB and Instagram to incentivise new followers to interact with the content



Explorewilsonville.com SEO Performance, Q3

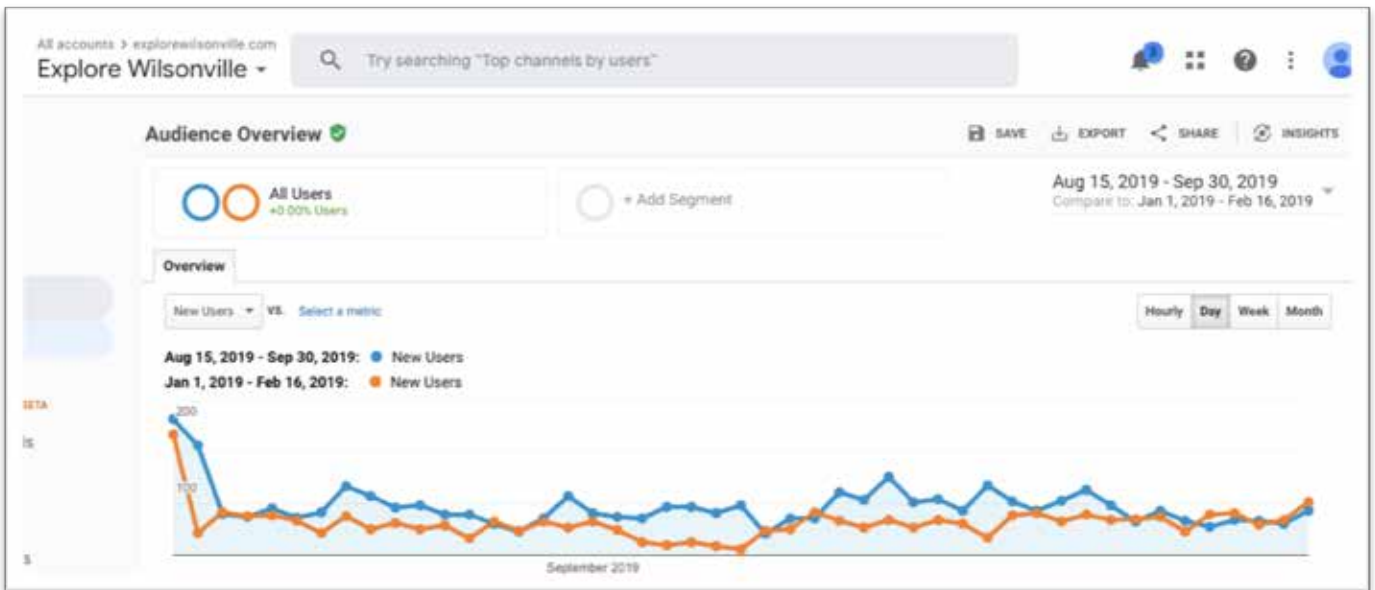
Visitor performance:

In Q3*, explorewilsonville.com saw a significant improvement in the number of users to the site as compares to Q1:



New Visitor Performance:

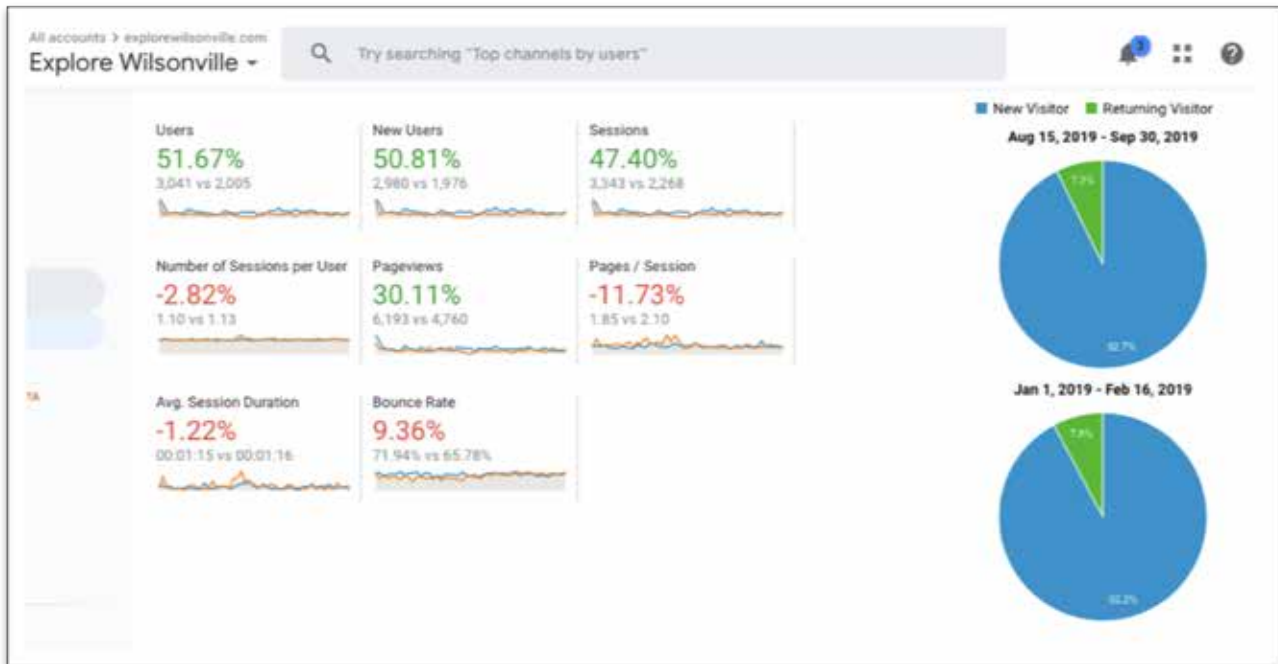
In Q3*, explorewilsonville.com saw a significant improvement in the number of NEW users to the site as compares to Q1:



*Q3 is not accounted for in its entirety so for comparison purposes, Q1 was cut short so the number of days compared is equal

Session Performance:

Explorewilsonville.com saw steadied improvements in session growth throughout Q3:



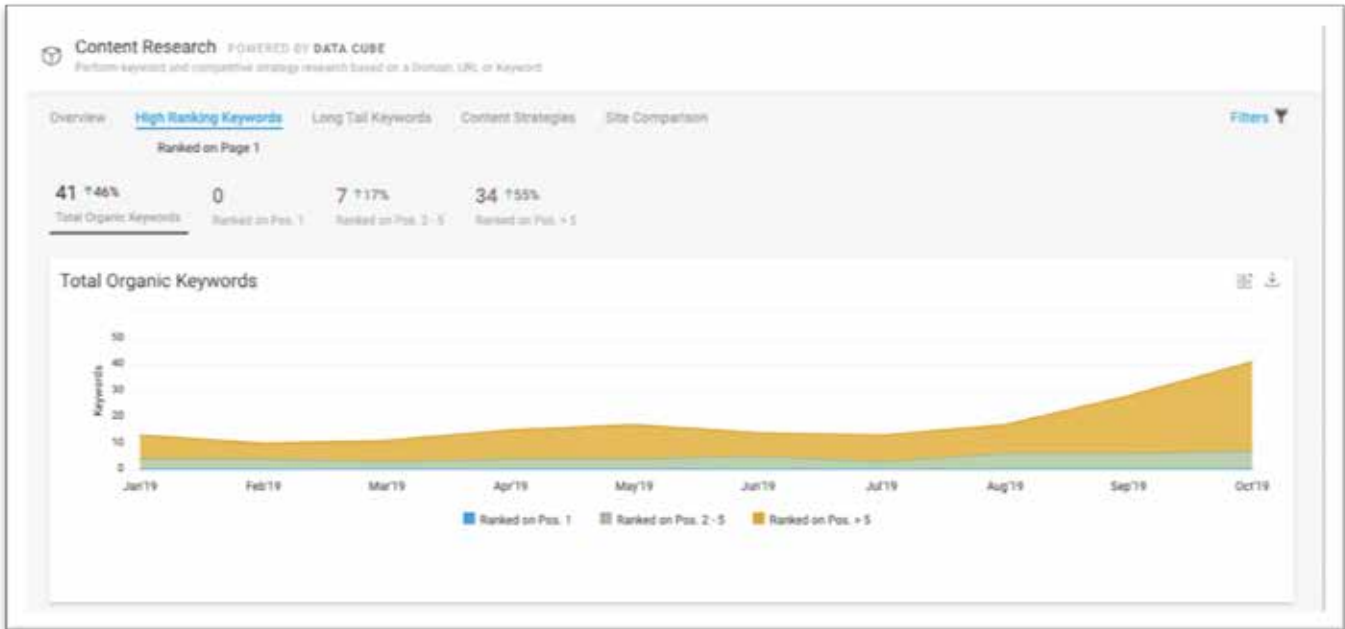
Content Performance:

Starting mid-August, explorewilsonville.com has been on an upward performance swing in overall content scoring.



Keyword Performance:

Starting mid-August, exlorewilsonville.com has been on an upward performance swing in overall keyword rankings. Higher rankings are a direct correlation to the click through rate (CTR) and number of new visitors.



Smith Travel Research Report

Wilsonville • Troutdale

July - October 2019

- In July, August, September & October, Wilsonville's **SUPPLY** (the number of rooms times the number of days in the period) was down **-11.3%** with nearly 2,000 fewer rooms available
- In July, August, September & October, Troutdale's **SUPPLY** was unchanged
- Wilsonville **OCCUPANCY** was up **+3.0%**, **+2%**, **+3.8%** in July, August and September while **DEMAND** was down an average of **-9.2%** and **REVENUE** was down an average of **-8.1%** over previous year
- Troutdale **OCCUPANCY** was down **-4.3%**, **-3.1%**, **-0.8%** in July, August and September while **DEMAND** was down an average of **-2.7%** and **REVENUE** was down an average of **-2.0%** over previous year
- Wilsonville **REVPAR** was up **+3.8%** and **+3.5%** in July, and September and down **-0.3%** and **-4.3%** in August and October
- Troutdale **REVPAR** was down **-9.2%**, **-3.0%**, **-2.9%** in July, August and September and up **+3.6%** in October



Date Created: Aug 16, 2019

Vertigo Marketing Oregon

For the Month of July 2019



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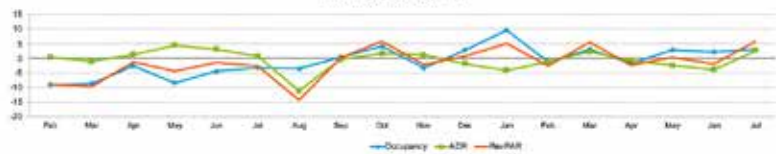
July - Trend Wilsonville

Tab 2 - Trend Wilsonville, OR+

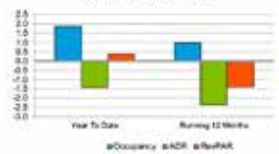
Wagner Marketing Group
for the week of July 2018

©Wagner 2018-08-08

Monthly Percent Change



Overall Percent Change



| | 2018 | | | | | | | | | | | | 2019 | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------------|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | | | | | | | | | | | | | | | | | | | |
| Occupancy (%) | This Year: 82.7 | 84.3 | 72.3 | 85.3 | 77.7 | 78.4 | 81.8 | 73.4 | 88.4 | 88.2 | 83.4 | 87.1 | 81.3 | 88.4 | 71.2 | 71.3 | 78.3 | 89.7 | Year To Date: 82.7 | 85.1 | 83.4 | 72.3 | 85.3 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 |
| Last Year: 80.2 | 79.4 | 74.2 | 79.8 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | 81.4 | Running 12 Months: 82.7 | 85.1 | 83.4 | 72.3 | 85.3 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | 87.8 | |
| Percent Change: 8.1 | 8.8 | -2.8 | 8.7 | -8.8 | -2.2 | 0.0 | 0.0 | 0.0 | 8.7 | -0.2 | 2.8 | 8.6 | -7.2 | 8.1 | -1.7 | -0.0 | 2.2 | 2.2 | 1.4 | 6.0 | 1.8 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | 1.0 | | | |
| ADR | This Year: 11.24 | 12.24 | 14.48 | 14.48 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | Year To Date: 11.24 | 12.24 | 14.48 | 14.48 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | |
| Last Year: 11.27 | 12.15 | 14.38 | 14.38 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | 17.07 | Running 12 Months: 11.24 | 12.24 | 14.48 | 14.48 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | 17.14 | |
| Percent Change: 0.3 | -0.8 | 1.8 | 0.0 | 0.1 | 0.7 | -1.0 | -0.4 | 0.0 | 0.0 | 0.0 | -0.8 | -0.7 | -0.3 | 0.0 | -0.8 | -0.4 | -0.5 | 0.7 | 0.1 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 | | |
| RevPAR | This Year: 90.75 | 102.00 | 104.96 | 120.56 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | Year To Date: 90.75 | 102.00 | 104.96 | 120.56 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 |
| Last Year: 88.95 | 94.80 | 94.56 | 109.96 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | 117.74 | Running 12 Months: 90.75 | 102.00 | 104.96 | 120.56 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 | 131.88 |
| Percent Change: 8.8 | 6.8 | -0.2 | 14.4 | -1.2 | 0.0 | -1.0 | 0.0 | 0.0 | 0.0 | 0.0 | -0.2 | 0.0 | -0.8 | 0.4 | -0.3 | 0.4 | -1.5 | 0.7 | 8.8 | 6.8 | 5.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | 14.4 | |
| Supply | This Year: 10,000 | 11,000 | 12,000 | 13,000 | 14,000 | 15,000 | 16,000 | 17,000 | 18,000 | 19,000 | 20,000 | 21,000 | 22,000 | 23,000 | 24,000 | 25,000 | 26,000 | 27,000 | Year To Date: 10,000 | 11,000 | 12,000 | 13,000 | 14,000 | 15,000 | 16,000 | 17,000 | 18,000 | 19,000 | 20,000 | 21,000 | 22,000 | 23,000 | 24,000 | 25,000 | 26,000 | 27,000 | |
| Last Year: 10,000 | 11,000 | 12,000 | 13,000 | 14,000 | 15,000 | 16,000 | 17,000 | 18,000 | 19,000 | 20,000 | 21,000 | 22,000 | 23,000 | 24,000 | 25,000 | 26,000 | 27,000 | 28,000 | Running 12 Months: 10,000 | 11,000 | 12,000 | 13,000 | 14,000 | 15,000 | 16,000 | 17,000 | 18,000 | 19,000 | 20,000 | 21,000 | 22,000 | 23,000 | 24,000 | 25,000 | 26,000 | 27,000 | |
| 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 | 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 | This Year: 8,730 | 11,140 | 12,140 | 12,000 | 13,000 | 13,710 | 14,710 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | Year To Date: 8,730 | 11,140 | 12,140 | 12,000 | 13,000 | 13,710 | 14,710 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 |
| Last Year: 10,297 | 12,015 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | Running 12 Months: 8,730 | 11,140 | 12,140 | 12,000 | 13,000 | 13,710 | 14,710 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 | 15,000 |
| Percent Change: -1.5 | -8.8 | 0.8 | -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 | -1.5 | -8.8 | 0.8 | -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 | |
| Revenue | This Year: 886,258 | 1,025,258 | 1,025,258 | 1,238,258 | 1,451,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | Year To Date: 886,258 | 1,025,258 | 1,025,258 | 1,238,258 | 1,451,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 |
| Last Year: 810,258 | 1,025,258 | 1,025,258 | 1,025,258 | 1,238,258 | 1,451,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | Running 12 Months: 886,258 | 1,025,258 | 1,025,258 | 1,238,258 | 1,451,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 | 1,554,258 |
| Percent Change: 8.8 | 0.0 | -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 | 0.0 | 8.8 | 0.0 | -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 | |
| Contract % | This Year: 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | Year To Date: 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | |
| Last Year: 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | Running 12 Months: 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | |
| 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 | 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 | 0.0 | |

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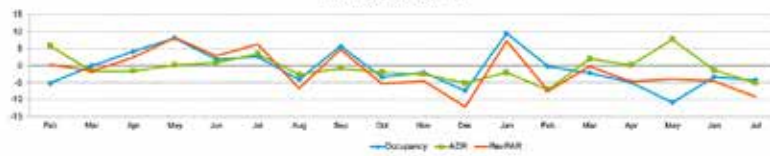
July - Trend Troutdale

Tab 4 - Trend Troutdale, OR*

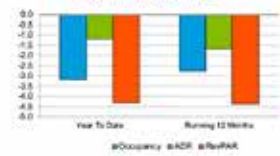
Single-Monthing Output
for the week of July 2018

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Monthly Percent Change



Overall Percent Change



| Occupancy (%) | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|-------|-------|------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 85.7 | 75.1 | 75.9 | 82.2 | 80.2 | 82.2 | 86.2 | 79.8 | 71.8 | 67.4 | 68.2 | 82.2 |
| Last Year | 86.6 | 76.8 | 75.7 | 77.8 | 81.8 | 81.8 | 80.9 | 79.8 | 79.8 | 81.8 | 81.8 | 81.8 |
| Percent Change | -0.9 | -1.1 | 1.1 | 4.1 | 1.8 | 4.7 | 8.7 | -1.7 | -7.7 | -11.7 | -11.7 | 10.8 |

| ADR | | | | | | | | | | | | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 10.89 | 10.89 | 17.26 | 16.85 | 17.15 | 17.47 | 17.81 | 17.42 | 16.28 | 16.24 | 15.15 | 16.11 |
| Last Year | 11.81 | 10.14 | 10.92 | 10.92 | 10.12 | 10.82 | 10.17 | 10.16 | 10.24 | 10.22 | 10.22 | 10.22 |
| Percent Change | -8.5 | 6.5 | 5.7 | 5.4 | 6.6 | 6.1 | 7.2 | 7.2 | -1.8 | -1.8 | -1.8 | 5.9 |

| RevPAR | | | | | | | | | | | | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 92.25 | 81.21 | 87.69 | 73.75 | 69.31 | 71.46 | 75.42 | 63.77 | 63.28 | 53.28 | 49.38 | 49.38 |
| Last Year | 92.25 | 81.21 | 87.69 | 73.75 | 69.31 | 71.46 | 75.42 | 63.77 | 63.28 | 53.28 | 49.38 | 49.38 |
| Percent Change | 0.0 | -1.1 | 0.0 | -1.1 | -1.1 | 0.0 | -1.1 | -1.1 | -1.1 | -1.1 | -1.1 | 0.0 |

| Supply | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 14,144 | 14,224 | 14,792 | 15,201 | 14,736 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 |
| Last Year | 14,144 | 14,224 | 14,792 | 15,201 | 14,736 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 | 14,201 |
| 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 | | | | | | | | | | | | |
|----------------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 6,287 | 11,125 | 11,815 | 12,075 | 12,981 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 |
| Last Year | 6,287 | 11,125 | 11,815 | 12,075 | 12,981 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 | 13,720 |
| 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 |

| Revenue | | | | | | | | | | | | |
|----------------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| This Year | 745,532 | 803,829 | 868,369 | 1,023,139 | 1,062,030 | 1,068,832 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 |
| Last Year | 745,532 | 803,829 | 868,369 | 1,023,139 | 1,062,030 | 1,068,832 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 | 1,074,530 |
| Percent Change | 0.0 | -1.7 | 1.8 | 0.2 | 0.7 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 |

| Contract % | | | | | | | | | | | | |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | | | | | | |
| | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan |
| Contract Rate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contract Bookings | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 |
| % Revenue 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 |

| Year To Date | | | | Running 12 Months | | | |
|--------------|-------|-------|-------|-------------------|-------|-------|-------|
| | 2017 | 2018 | 2018 | 2017 | 2018 | 2018 | 2018 |
| Occupancy | 78.8 | 75.4 | 75.9 | 75.9 | 75.9 | 75.9 | 75.9 |
| ADR | 10.89 | 10.89 | 17.26 | 17.26 | 17.26 | 17.26 | 17.26 |
| RevPAR | 85.7 | 81.21 | 87.69 | 87.69 | 87.69 | 87.69 | 87.69 |

* Based on available hotel data

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Date Created: Sep 16, 2019

Vertigo Marketing Oregon

For the Month of August 2019



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August - Trend Wilsonville

Tab 2 - Trend Wilsonville, OR+

Header Missing Output
for the Month of August 2019

Source: HUD-OR Data



| | 2019 | | | | | | | | | | | | 2018 | | | | | | | | | | | |
|----------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--|--|--|--|--|
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | | | | | |
| Occupancy (%) | 75.9 | 75.2 | 75.1 | 77.7 | 75.9 | 77.8 | 77.9 | 80.8 | 80.8 | 82.2 | 82.8 | 87.1 | 87.3 | 88.2 | 71.2 | 71.1 | 70.3 | 69.7 | 71.2 | | | | | |
| Year To Date | 75.9 | 75.2 | 75.1 | 77.7 | 75.9 | 77.8 | 77.9 | 80.8 | 80.8 | 82.2 | 82.8 | 87.1 | 87.3 | 88.2 | 71.2 | 71.1 | 70.3 | 69.7 | 71.2 | | | | | |
| Percent Change | -0.6 | -0.8 | -0.1 | 2.9 | -2.2 | 2.1 | 3.1 | 3.1 | 1.6 | 1.6 | 5.3 | 4.5 | -1.2 | 1.1 | -17.7 | -1.1 | -1.1 | -0.8 | 1.2 | | | | | |
| ACR | 82.24 | 82.46 | 82.50 | 83.74 | 82.80 | 83.20 | 83.25 | 84.40 | 84.40 | 85.20 | 85.20 | 87.20 | 87.20 | 88.20 | 72.20 | 72.20 | 72.20 | 72.20 | 72.20 | | | | | |
| Year To Date | 82.24 | 82.46 | 82.50 | 83.74 | 82.80 | 83.20 | 83.25 | 84.40 | 84.40 | 85.20 | 85.20 | 87.20 | 87.20 | 88.20 | 72.20 | 72.20 | 72.20 | 72.20 | 72.20 | | | | | |
| Percent Change | -0.5 | -1.2 | 0.4 | 1.4 | -0.9 | 0.5 | 0.1 | 1.3 | 0.0 | 0.9 | 0.0 | 2.3 | 0.0 | 1.1 | -20.0 | -0.0 | -0.0 | -0.0 | 0.0 | | | | | |
| RevPAR | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | | | | | |
| Year To Date | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | 73.20 | | | | | |
| Percent Change | -0.5 | -1.2 | -1.4 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | -1.2 | | | | | |
| Supply | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | | | | | |
| Year To Date | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | | | | | |
| 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 | 0.0 | | | | | |
| Demand | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | | | | | |
| Year To Date | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | | | | | |
| Percent Change | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | | | | | |
| Revenue | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | | | | | |
| Year To Date | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | | | | | |
| Percent Change | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | | | | | |
| Costs % | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | | | | | |
| Year To Date | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | | | | | |
| 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 | 0.0 | | | | | |

| | Year To Date | | | Running 12 Months | | |
|----------------------|--------------|---------|---------|-------------------|---------|---------|
| | 2017 | 2018 | 2019 | 2017 | 2018 | 2019 |
| Occupancy (%) | 81.2 | 80.8 | 82.2 | 72.2 | 67.7 | 69.3 |
| Percent Change | 0.0 | 0.0 | 1.4 | 1.2 | -6.7 | 1.2 |
| ACR | 81.40 | 80.00 | 80.00 | 69.00 | 69.00 | 69.00 |
| Percent Change | 0.0 | 0.0 | 0.0 | 1.1 | 0.0 | -0.0 |
| RevPAR | 73.20 | 73.20 | 73.20 | 69.00 | 69.00 | 69.00 |
| Percent Change | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Supply | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 | 11,240 |
| Percent Change | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Demand | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 | 10,000 |
| Percent Change | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 | -0.5 |
| Revenue | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 | 800,000 |
| Percent Change | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Costs % | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 |
| Percent Change | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

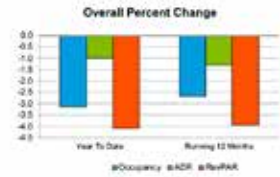
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August- Trend Troutdale

Tab 4 - Trend Troutdale, OR*

Header Missing Output
for the Month of August 2018

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| Occupancy (%) | | | | | | | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| This Year | 75.7 | 75.3 | 75.2 | 75.9 | 76.2 | 76.2 | 76.2 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 |
| Last Year | 75.2 | 75.7 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 | 75.8 |
| Percent Change | 0.1 | -0.1 | -0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 |

| ACR | | | | | | | | | | | | | | | | | | |
|----------------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| This Year | 82.28 | 87.58 | 88.88 | 111.12 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 |
| Last Year | 82.28 | 88.60 | 88.60 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 |
| Percent Change | 0.0 | -1.0 | 0.0 | 10.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 |

| RevPAR | | | | | | | | | | | | | | | | | | |
|----------------|-------|-------|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| This Year | 81.31 | 87.52 | 87.75 | 88.81 | 119.48 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 | 139.87 |
| Last Year | 81.31 | 88.60 | 88.60 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 | 100.12 |
| Percent Change | 0.0 | -1.0 | 0.0 | 10.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 | 39.0 |

| Demand | | | | | | | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| This Year | 11,128 | 14,215 | 12,870 | 13,801 | 12,720 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 |
| Last Year | 11,128 | 14,215 | 12,870 | 13,801 | 12,720 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 | 12,520 |
| 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 |

| Revenue | | | | | | | | | | | | | | | | | | |
|----------------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| This Year | \$53,458 | \$84,368 | \$123,138 | \$182,889 | \$189,189 | \$177,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 |
| Last Year | \$48,458 | \$84,368 | \$123,138 | \$182,889 | \$189,189 | \$177,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 | \$139,249 |
| Percent Change | 10.0 | 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 |

| Growth % | | | | | | | | | | | | | | | | | | |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2018 | | | | | | | | | | | | | | | | | |
| | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| Growth Rate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Revenue Growth | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 |
| % Revenue Participation | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 | 10.0 |

* Data for all metrics is based on the following assumptions: 2018 data is based on the most recent available data. All data is based on the most recent available data. All data is based on the most recent available data. All data is based on the most recent available data.

Date Created: Oct 17, 2019

Vertigo Marketing Oregon

For the Month of September 2019



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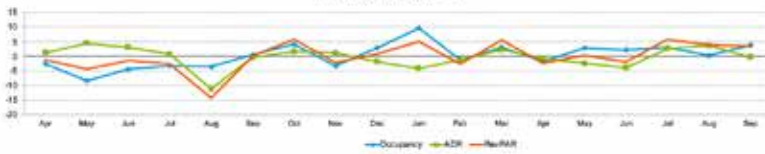
September - Trend Wilsonville

Tab 2 - Trend Wilsonville, OR+

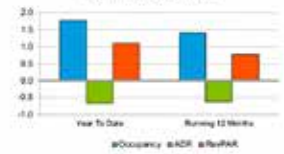
Wagner Marketing Group
for the week of October 2019

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Monthly Percent Change



Overall Percent Change



| Occupancy (%) | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 72.2 | 80.1 | 77.7 | 76.6 | 77.8 | 77.8 | 77.8 | 80.2 | 80.2 | 80.2 | 80.2 | 80.2 |
| Last Year | 74.2 | 74.4 | 74.4 | 77.4 | 80.4 | 80.4 | 80.4 | 80.4 | 80.4 | 80.4 | 80.4 | 80.4 |
| Percent Change | -2.6 | 5.4 | 4.8 | -2.2 | -2.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

| ADR | | | | | | | | | | | | |
|----------------|--------|--------|---------|---------|---------|--------|---------|---------|---------|---------|---------|---------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | \$9.40 | \$9.55 | \$11.14 | \$11.71 | \$10.30 | \$9.58 | \$11.42 | \$12.00 | \$12.00 | \$12.00 | \$12.00 | \$12.00 |
| Last Year | \$8.56 | \$8.50 | \$9.75 | \$11.38 | \$11.82 | \$9.76 | \$9.83 | \$10.00 | \$11.00 | \$11.00 | \$11.00 | \$11.00 |
| Percent Change | 1.1 | 1.1 | 1.5 | 0.7 | -1.3 | 0.4 | 1.9 | 2.0 | 1.0 | 1.0 | 1.0 | 1.0 |

| RevPAR | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|---------|--------|---------|---------|---------|---------|---------|---------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | \$6.96 | \$8.58 | \$9.40 | \$8.07 | \$8.18 | \$7.07 | \$12.88 | \$14.40 | \$14.40 | \$14.40 | \$14.40 | \$14.40 |
| Last Year | \$6.58 | \$8.40 | \$9.74 | \$9.74 | \$10.92 | \$9.48 | \$9.98 | \$10.00 | \$11.00 | \$11.00 | \$11.00 | \$11.00 |
| Percent Change | 1.2 | 1.4 | -1.2 | -1.8 | -2.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

| Supply | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 16,800 | 17,140 | 16,800 | 17,140 | 17,140 | 16,800 | 17,140 | 16,800 | 17,140 | 17,140 | 16,800 | 17,140 |
| Last Year | 16,800 | 17,140 | 16,800 | 17,140 | 17,140 | 16,800 | 17,140 | 16,800 | 17,140 | 17,140 | 16,800 | 17,140 |
| 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 | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 12,144 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 | 12,000 |
| Last Year | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 | 12,144 |
| Percent Change | 0.0 | -1.1 | -1.1 | -1.1 | -1.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

| Revenue | | | | | | | | | | | | |
|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 |
| Last Year | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 | \$120,288 |
| 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 |

| Contract % | | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2019 | | | | | | | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| Contract Rate | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 |
| Contract Rate | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 | 7.0 |
| % Revenue Participate | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 | 75.0 |

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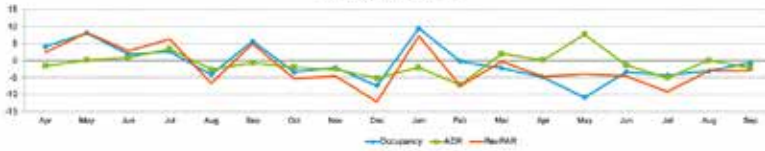
September - Trend Troutdale

Tab 4 - Trend Troutdale, OR*

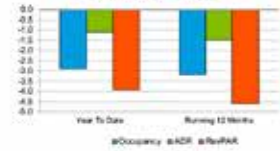
Wagner Marketing Group
for the week of October 2019

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Monthly Percent Change



Overall Percent Change



| Occupancy (%) | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 75.9 | 82.2 | 89.2 | 92.2 | 88.2 | 78.8 | 71.9 | 67.8 | 68.2 | 68.2 | 71.9 | 73.2 |
| Last Year | 75.7 | 75.4 | 81.8 | 87.8 | 88.8 | 78.4 | 74.9 | 68.2 | 68.8 | 67.4 | 68.1 | 70.8 |
| Percent Change | 0.1 | 8.1 | 7.4 | 5.7 | -1.7 | 3.7 | -3.1 | -1.7 | 0.6 | 2.8 | 3.9 | 6.2 |

| ADR | | | | | | | | | | | | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 17.36 | 18.05 | 18.15 | 18.07 | 18.30 | 18.40 | 18.40 | 18.29 | 18.24 | 18.11 | 18.21 | 18.28 |
| Last Year | 16.85 | 16.85 | 17.12 | 18.38 | 18.10 | 18.49 | 18.52 | 18.91 | 18.48 | 18.38 | 18.68 | 18.78 |
| Percent Change | 0.5 | 0.1 | 0.9 | -1.4 | -0.8 | -0.7 | -0.9 | -0.5 | 0.1 | 0.9 | -2.2 | 0.0 |

| RevPAR | | | | | | | | | | | | |
|----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 12.90 | 14.75 | 16.21 | 17.48 | 16.40 | 14.30 | 13.20 | 13.20 | 13.20 | 13.20 | 13.20 | 13.20 |
| Last Year | 13.20 | 14.10 | 15.90 | 18.40 | 18.80 | 18.80 | 19.10 | 19.10 | 18.80 | 18.80 | 19.10 | 19.10 |
| Percent Change | -2.3 | 3.3 | 3.7 | -5.2 | -13.8 | -3.2 | -4.2 | -3.2 | 0.0 | -3.2 | -4.2 | -4.2 |

| Supply | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 |
| Last Year | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 | 14,150 |
| 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 | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 | 11,111 |
| Last Year | 10,980 | 11,120 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 | 11,000 |
| Percent Change | 1.1 | 0.1 | 1.8 | 0.7 | -1.7 | 0.7 | -0.1 | -1.7 | 0.0 | 0.0 | 0.0 | 0.0 |

| Revenue | | | | | | | | | | | | |
|----------------|---------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|---------|---------|---------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| This Year | 189,858 | 1,023,128 | 1,462,288 | 1,684,282 | 1,371,281 | 1,210,288 | 864,862 | 793,281 | 793,281 | 878,719 | 892,621 | 871,642 |
| Last Year | 184,858 | 1,023,128 | 1,462,288 | 1,684,282 | 1,371,281 | 1,210,288 | 864,862 | 793,281 | 793,281 | 878,719 | 892,621 | 871,642 |
| Percent Change | 2.8 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

| Contract % | | | | | | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2019 | | | | | |
| | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar |
| Contract Rate | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contract Rate % | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| % Rooms Participate | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

* Not for individual properties

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Date Created: Nov 15, 2019

Vertigo Marketing Oregon

For the Month of October 2019



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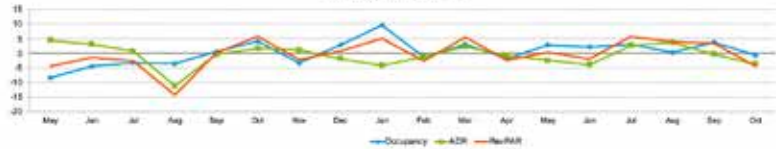
October - Trend Wilsonville

Tab 2 - Trend Wilsonville, OR+

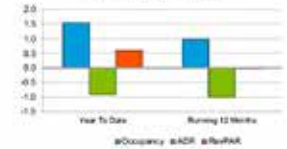
Wagner Marketing Group
for the week of 10/09/2018

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Monthly Percent Change



Overall Percent Change



| | 2018 | | | | | | | | | | | | 2019 | | | | | | | | | | | | | | |
|----------------------|------|------|------|------|------|------|------|------|------|------|------|-------|-------|-------|------|------|------|------|--------------|-------|-------|-------|-------------------|-------|-------|-------|-------|
| | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | | | | | | | | | |
| Occupancy (%) | 88.1 | 73.7 | 75.8 | 71.9 | 75.8 | 85.7 | 88.2 | 88.8 | 87.7 | 91.3 | 88.8 | 71.0 | 71.1 | 76.3 | 85.7 | 87.8 | 85.8 | 88.2 | Year To Date | 2017 | 2018 | 2019 | Running 12 Months | 2017 | 2018 | 2019 | |
| This Year | 79.8 | 81.4 | 71.8 | 80.8 | 75.8 | 88.8 | 88.1 | 88.2 | 88.1 | 88.1 | 88.8 | 78.8 | 88.1 | 88.1 | 88.8 | 88.8 | 88.8 | 88.8 | 75.8 | 75.8 | 75.8 | 71.7 | 87.8 | 88.8 | 71.7 | 87.8 | 88.8 |
| Last Year | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 |
| Percent Change | -8.4 | -8.4 | -8.4 | -8.4 | -8.4 | 8.4 | 8.4 | 8.4 | 8.4 | 8.4 | 8.4 | -10.4 | -10.4 | -10.4 | 8.4 | 8.4 | 8.4 | 8.4 | -10.4 | -10.4 | -10.4 | -10.4 | -10.4 | -10.4 | -10.4 | -10.4 | -10.4 |

| | Year To Date | | | Running 12 Months | | |
|----------------------|--------------|------|------|-------------------|------|------|
| | 2017 | 2018 | 2019 | 2017 | 2018 | 2019 |
| Occupancy (%) | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 |
| ADR | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 |
| RevPAR | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 | 88.1 |

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October - Trend Troutdale

Tab 4 - Trend Troutdale, OR*

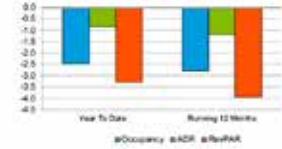
Market Monitoring Group
for the week of October 2018

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Monthly Percent Change



Overall Percent Change



| Occupancy (%) | | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 82.2 | 89.3 | 92.2 | 89.3 | 79.8 | 71.3 | 81.9 | 87.4 | 88.3 | 89.3 | 73.0 | 74.2 |
| Last Year | 75.4 | 83.4 | 87.8 | 80.8 | 78.8 | 74.8 | 80.8 | 81.4 | 79.4 | 74.2 | 80.4 | 80.2 |
| Percent Change | 8.5 | 13.8 | 5.7 | 8.7 | 8.7 | 8.7 | 8.7 | 8.7 | 8.7 | 8.7 | 8.7 | 8.7 |

| ADR | | | | | | | | | | | | |
|----------------|-------|--------|--------|--------|--------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 88.85 | 111.12 | 121.87 | 119.81 | 109.45 | 81.96 | 89.59 | 94.24 | 75.19 | 79.71 | 81.39 | 85.48 |
| Last Year | 88.85 | 109.12 | 118.95 | 122.17 | 108.10 | 83.94 | 89.80 | 89.89 | 80.88 | 83.88 | 81.85 | 81.85 |
| Percent Change | 0.0 | 1.9 | 1.4 | -1.8 | 1.1 | -1.5 | -1.9 | 5.2 | 1.7 | 1.7 | 1.7 | 1.7 |

| RevPAR | | | | | | | | | | | | |
|----------------|-------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 73.75 | 99.21 | 111.48 | 107.40 | 83.80 | 60.28 | 80.28 | 89.28 | 60.28 | 64.28 | 67.28 | 71.28 |
| Last Year | 80.49 | 94.84 | 104.49 | 102.80 | 79.80 | 69.80 | 79.80 | 81.87 | 74.87 | 74.87 | 74.87 | 74.87 |
| Percent Change | -8.7 | 5.7 | 6.2 | 5.8 | 5.8 | -13.2 | 7.7 | -7.4 | -8.2 | -8.2 | -8.2 | -8.2 |

| Supply | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 15,281 | 14,730 | 15,207 | 15,207 | 14,730 | 14,207 | 14,207 | 14,730 | 14,207 | 14,730 | 14,207 | 14,207 |
| Last Year | 15,281 | 14,730 | 15,207 | 15,207 | 14,730 | 14,207 | 14,207 | 14,730 | 14,207 | 14,730 | 14,207 | 14,207 |
| 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 | | | | | | | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|-------|-------|-------|--------|--------|--------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 11,450 | 13,143 | 13,729 | 13,549 | 11,720 | 10,300 | 8,700 | 9,376 | 8,688 | 7,088 | 11,710 | 11,288 |
| Last Year | 11,239 | 12,910 | 13,293 | 13,082 | 11,280 | 10,280 | 8,610 | 8,887 | 7,128 | 11,810 | 11,810 | 11,810 |
| Percent Change | 1.7 | 1.8 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 |

| Revenue | | | | | | | | | | | | |
|----------------|-----------|-----------|-----------|-----------|-----------|-----------|---------|---------|---------|---------|---------|---------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| This Year | 1,021,108 | 1,462,088 | 1,398,393 | 1,275,241 | 1,234,300 | 864,284 | 709,203 | 797,077 | 601,709 | 596,023 | 601,742 | 641,113 |
| Last Year | 1,021,089 | 1,424,193 | 1,367,463 | 1,266,488 | 1,177,243 | 1,150,346 | 807,289 | 807,468 | 641,113 | 641,113 | 641,113 | 641,113 |
| Percent Change | 0.0 | 2.7 | 2.2 | 1.8 | 5.3 | -24.2 | -12.7 | -1.4 | -6.2 | -6.2 | -6.2 | -6.2 |

| Contract % | | | | | | | | | | | | |
|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 2018 | | | | | | 2018 | | | | | |
| | May | Jun | Jul | Aug | Sep | Oct | May | Jun | Jul | Aug | Sep | Oct |
| Contract Pkgs | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Contract Rooms | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 | 491 |
| % Rooms Participate | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

* Not for individual hotel data

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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 | | | | | |



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ADVERTISING SECTION

EXPERIENCE WHAT GROWN IN OREGON TRULY MEANS



Revel in Wilsonville's garden-fresh abundance and tranquil countryside. The Kitchen at Middleground Farms features seasonal cooking classes on a quaint farm – everything from cast-iron cooking and baking to seafood Paella. Savor the farm-made whipped goat cheese from resident dairy goats, Brie and Benji. *Plan your fun* www.ExploreWilsonville.com.

FARMLANDIA FARM LOOP

POCKET TRIP



Take a self-guided tour of 17 farms between Wilsonville & Portland, Oregon. Catch an on-farm cooking class or a Dinner in the Fields event where you'll nosh on fresh local food & Oregon wine.

**EXPLORE
WILSONVILLE**
A POCKET (OF FUN)



Best WILLAMETTE VALLEY Getaways



An Autumnal Escape

Proximity to Willamette Valley wines makes Wilsonville, Oregon a great fall getaway

PERHAPS IT'S THE LURE OF THE SURROUNDING wine and farm country. Or maybe it's the unspoiled beauty of the area's French Prairie farmland or the charming boutique, antique shops and outdoor markets. Whatever it is, the attraction to Wilsonville, Oregon is real.

More than any other area of the state, Wilsonville has a splendor and peacefulness all its own. Along with the beauty of nature's handiwork amid Oregon's wine country, the people here have a style that is quietly conducive to escaping big city life—be it for a weekend or an entire week. Located along Interstate 5, just south of Portland, Wilsonville beckons those who like to be near urban cultural venues but eager to escape the hustle and bustle of daily living and get away in a relaxed, family friendly atmosphere.

Wilsonville's charisma is hard to ignore. Delightful restaurants and charming shops—all adjacent to the region's picturesque wine country—make the cozy town a relaxation-seeker's Nirvana. This small town charm graces the homes, galleries, shops, and hotels dotting the region. The town offers a wealth of activities for all ages at the World of Speed Motor Sports

Museum and Bullwinkle's Entertainment. In addition, movie theaters, golf courses, fishing and historical venues provide activities aplenty. Aside from shopping and outdoor activities, Wilsonville's raison d'être is the enjoyment of the region's prolific vineyards.

Wilsonville offers easy access to Willamette Valley, where the fall wine harvest is the ideal destination for both wine aficionados and those simply interested in experiencing the treasure of the region. Featuring sparkling favorites from the Argyle Winery to the much-loved rosé and pinot noir options at the Stoller Family Estate, as well as chardonnay and pinot noir at Domain Serene, Archery Summer, and Rex Hill—the array of wineries in the region offers visitors distinct experiences. Imagine strolling through rows of grapes surrounded by brilliant colors that reflect the beauty of the fall season. Taste and savor the current vintages while witnessing the fall harvest and crush of vintages to come.

To further celebrate the region's wineries, visitors can also enjoy memorable dining experiences at some of the region's preeminent farms. Campbell Lane Winery is playing host to unique "Dinner with the Field" orchestrated by the Field & Vine crew. Introducing craft wines to complement the 6 to 7 course family style meal, attendees will enjoy delicacies from Tranquil Farms as well as Pitch Dark Chocolate.

In addition, the romantic wine cellar teeming with barrels at the Dobbins Family Estate is the ideal venue for attendees who enjoy award-winning wines and a seven-course mouth-watering meal from Green Field Bison Ranch, a sustainably managed bison ranch in Dallas, Oregon. While wining and dining, guests will also enjoy presentations from winemaker Andy McVay and chef-owner Pascal Chureau.

For more information about visiting Wilsonville and nearby wine country, go to ExploreWilsonville.com.



Clockwise from top left: The Saffron Fields Vineyard and tasting room is worth a visit; Many recreational activities in the area allow you to see the surrounding landscape; The Stoller Family Estate winery is one of the best ranking in the region.

PHOTOGRAPHS BY ANDREA JOHNSON PHOTOGRAPHY

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Wilsonville Oregon is the Hub for the Best Shopping in Oregon

EIN Presswire
December 5, 2019
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Visit Wilsonville, Oregon for a sales tax-free shopping experience this holiday

WILSONVILLE, OR, USA, December 5, 2019 /EINPresswire.com/ — ExploreWilsonville.com announces that **Wilsonville** is the best place in Oregon to do your Holiday shopping. Spending a weekend in Wilsonville puts you smack-dab in the middle of Oregon's shopping mecca, with access to the top three shopping areas in the state. Located on Interstate 5 just 16 miles south of downtown Portland, 3 hours from Seattle or 6 hours from Redding, CA, there is no better place to stay and complete your holiday shopping list – all with free parking, free in-town public transit and no sales tax!

The Washington Square Mall is 11 miles north of Wilsonville and the granddaddy of Oregon indoor shopping. With major anchor stores like Nordstrom and Macys, top chain stores like Pottery Barn and the Gap, and highly sought-after stores like Apple and Tesla – there is something for everyone! And don't forget to visit with Santa at the Santa HQ where you can even get a fast-pass online and avoid standing in line!

If outdoor shopping is more your thing, head to Bridgeport Village, just 7 miles from the heart of Wilsonville. With extraordinary holiday decorations, Bridgeport is a perfect stop on your holiday weekend adventure. With home stores like Crate & Barrel and the Container Store, to beauty shops like Sephora and Mac, to unique boutiques like Silverado and Designs by Thor – you are sure to have a great shopping experience!

And finally, don't forget the Premium Outlets at Woodburn! Just 13 miles south of Wilsonville, Woodburn offers outstanding discount shopping, not to mention an abundance of holiday decorations. Shop for your athlete at Nike, Under Armour and Adidas, or maybe your fashionista at Tory Burch and Ralph Lauren.

All of this amazing shopping is just minutes from Wilsonville, where you will also find fabulous dining like the Oswego Grill and Abella Italian Kitchen. And lest we forget, don't forget to check out the Community Christmas Tree. Or, take a 25 mile drive to the Oregon Garden for Christmas in the Garden where you can ice skate, slide 100' down a snowless tubing track and walk through 1 million Christmas lights. Make Wilsonville your weekend getaway over the holidays where you'll pay less for lodging and enjoy nearby entertainment and attractions! For more information and additional events, check out <https://explorewilsonville.com/>

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Up-to-date Budget Overview

TOTAL BUDGET \$100,000

| DELIVERABLES (ALL) | FULL BUDGET | TOTAL SPENT |
|--|---------------------|--------------------|
| A. MARKETING SERVICES | \$13,050 | \$13,050.00 |
| B. WEBSITE SERVICES | \$12,950 | \$12,950.00 |
| C. SOCIAL MEDIA (PAID & ORGANIC) | \$16,500 | \$16,500.00 |
| D. MANAGEMENT | \$13,754 | \$13,754.00 |
| E. PR | \$1,750 | 1750 |
| F. PHOTO & VIDEO | \$4,500 | 1692.5 |
| G. MEDIA BUYS | \$13,732 | \$14,007.17 |
| H. COLLATERAL, PRINTING, SHIPPING/DISTRIBUTION | \$19,332 | \$19,332.00 |
| I. RESERVE/CONTINGENCY | \$4,432 | \$2,744.06 |
| TOTAL | \$100,000.00 | \$95,779.73 |



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