

Marketing & Consumer Services

1 Digital Marketing

- List your lodging, dining, retail, attractions, deals, packages, events, tours & itineraries on the User Extranet
- Sign up for Pulse of Virginia for important industry updates

Tom Kirk tkirk@Virginia.org | 804-545-5578

* For listings contact:

Robin Mamunes rmamunes@Virginia.org | 804-545-5545

2 Marketing Communications

- Work with VTC to ensure your visitor experience is represented on VTC's owned channels (web, blog, email)
- Share your local stories, itineraries and what's new so we can amplify in our marketing communications

Danielle Emerson demerson@virginia.org | 804-972-1100

* For Blog content contact:

Robin Schwartzkopf rschwartzkopf@virginia.org | 804-545-5545

3 Public Relations + Communications

- Public and media relations: consumer and industry
- Reach in-state & national media

Juliana Thomas jthomas@virginia.org | 804-545-5572

4 Brand, Creative + Social Media

- Leverage your dollars with Advertising Co-op Plan
- Coordinate with VTC's social media platforms

Lindsey Norment lnorment@virginia.org | 804-545-5578

5 Groups & Sports

- Increase your group tour & sports business + visitor spending
- Partner with VTC at conferences and client events
- Market your business on (3) trade websites

Joni Johnson jjohnson@virginia.org | 804-545- 5544

6 Global Markets

- Reach VA's largest international market Canada
- Engage in marketing & media relations in UK, France, Germany, India & Australia
- Participate in our overseas Co-Op program
- Connect directly with travelers on social media

Heidi Johannesen hjohannesen@virginia.org | 703-217-2263

7 Local Visitor Centers + Statewide Welcome Centers

- Showcase your product in a VA Welcome Center BLITZ
- Co-brand your merchandise with Virginia is for Lovers
- Advertise statewide in Welcome Centers & Safety Rest Areas

Val Guffy vuffy@virginia.org | 804-545-5558

Gary Jeffrey * PMAP gjeffrey@virginia.org | 276-730-4582

Research, Funding, Development & Education

8 Research

- Receive Economic Impact of Tourism in your area
- Review Visitor travel behavior & characteristics
- Access new and powerful Visitor Travel Trends

Pratiksha Bhattarai pbhattarai@virginia.org | 804-545-5548

9 VTC Orientation

- Learn first-hand VTC's resources, marketing and development efforts + partnership opportunities
- Most beneficial for local tourism directors and managers/owners of Virginia tourism businesses
- Review calendar & sign up for Orientation, held quarterly

Wirt Confroy wconfroy@virginia.org | 804-545-5552

10 Grant and Funding Sources

- Utilize VTC's Marketing Leverage Program and/or Virginia Regional Tourism Marketing Funds
- 3 financial partners min. + performance measures

Staci Martin smartin@virginia.org | 757-390-7330

11 Community & Business Assistance

- Find business development workshops & assistance
- Request product development facilitation
- Request community planning & program assistance

Becky Nave bnave@virginia.org | 276-791-9172

12 State Tourism Plan & DRIVE Tourism+

- Strategic blueprint for tourism development
- Extend traveler length of stay
- Grow Virginia's competitiveness

Caitlin Johnson ccjohnson@virginia.org | 804-545-5529

13 Tourism Development Financing Program Tourism Zones + Improvement Districts

- Explore filling tourism product deficiencies via Gap Financing
- Utilize the funding benefits of Tourism Zones and Tourism Development Districts (TID)

Wirt Confroy wconfroy@virginia.org | 804-545-5552

14 Virginia Film Office

- Learn about filming in Virginia FilmVirginia.org
- Submit film location photography for your community
- Contact the Film Office to learn how to get connected

Margaret Finucane mfinucane@virginia.org | 804-545-5539

VTC Partnership Marketing

Destination Development Team

* Color blocks indicate staff serving those map areas

VIRGINIA IS FOR LOVERS

Virginia Tourism Corporation

Contact VTC's **Destination Development Staff** in your area for strategic planning, marketing leveraging and other community development assistance and resources

Website VATC.org/partnershipmarketing/tdmanagers

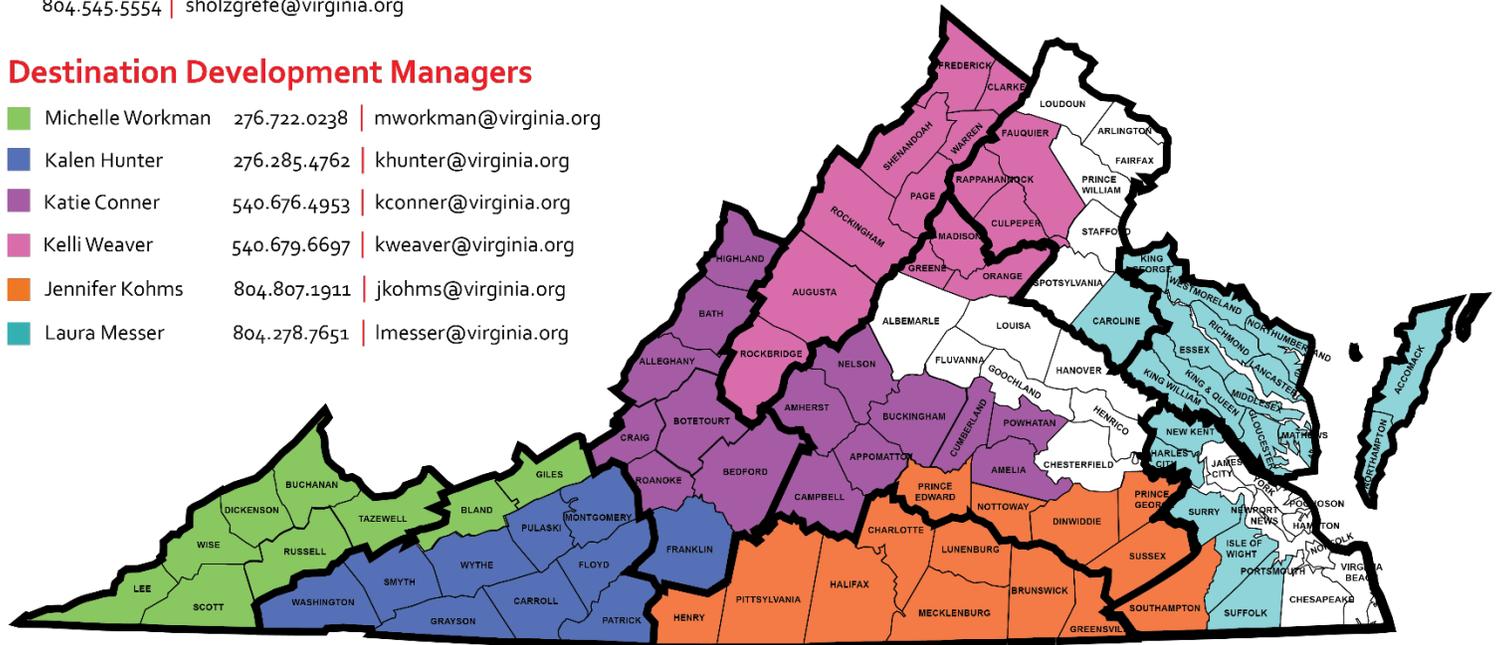
Destination Development Administration

- Becky Nave – Director of Destination Development
276.791.9172 | bnave@virginia.org
- Sarah Austen Holzgrefe – Destination Development Specialist
804.545.5554 | sholzgrefe@virginia.org

■ Border = Tourism Regions

Destination Development Managers

- Michelle Workman 276.722.0238 | mworkman@virginia.org
- Kalen Hunter 276.285.4762 | khunter@virginia.org
- Katie Conner 540.676.4953 | kconner@virginia.org
- Kelli Weaver 540.679.6697 | kweaver@virginia.org
- Jennifer Kohms 804.807.1911 | jkohms@virginia.org
- Laura Messer 804.278.7651 | lmesser@virginia.org



Maximize Your Tourism Potential

- Work with VTC to have clear **Hub & Spoke Itineraries** ready to go!
- I.D. the main reason a visitor would visit your area (**Hub**) and match it with the other experiences visitors will want - and need - to stay, eat, shop and play (**Spoke**)
- Review VTC Statewide and Regional Strategic Tourism Plans and implement strategies using the How-To Guides.
www.vatc.org/drive2
- Make sure you post your individual business and itineraries on Virginia.org by visiting our [User Extranet](#)

