CITY OF ASHLAND SPECIAL CALLED BUSINESS MEETING MINUTES FEBRUARY 22, 2023

I. CALL TO ORDER

Mayor Tonya Graham called the meeting to order at 5:30 p.m.

Land Acknowledgement
 Councilor Hyatt read the land acknowledgement.

II. PLEDGE OF ALLEGIANCE

Councilor Hansen led the pledge of allegiance.

III. ROLL CALL

Mayor Graham, Councilor Hyatt, Kaplan, Hansen were present. Councilor DuQuenne was absent.

IV. MAYOR'S ANNOUNCEMENTS

State of the City Address:
 Mayor Graham provided the state of the city address. Highlights are as follows:

There has been an increase in low-income housing within Ashland via permitting and funding. Water-sharing agreements with neighboring communities have been successfully negotiated and electric vehicles were added to the city's fleet.

The fire department has educated the community regarding fire safety and preventative burns were executed. Despite the fire department and police department being understaffed, they continually answered their numerous calls. The police department is actively engaged with the community and believes in social equity and racial justice.

There was a clean audit, the Human Resources department was rebuilt, and new employees were hired. IT updated the fiber network, and a new director was hired. Parks and Rec opened the renovated garden with over 2,000 attending. The Ashton senior center, Daniel Meyer pool, and ice rink have reopened postpandemic. Despite a staffing shortage, the city has received over \$10 million in grants

for projects such as installing solar panels, improvements at the Brisco School, rehabilitating the taxiway at the airport, increasing homeless services, and more.

The volunteer spirit was described as being very alive in Ashland, specifically regarding wildfire assessments. The golden connection insulation was unveiled. Extreme weather shelters have been extended to include extreme heat and wildfire smoke.

In 2023, the city will focus on improving public safety, fire and police, streets, parks and recreation, water, electricity, and AFN.

Mayor Graham noted that there will be disagreements, but everyone is working to improve the city, and the city will work to position itself for more grants. Currently, the general fund is underfunded, and this will be addressed.

Mayor Graham thanked the city staff for their excellent work in challenging circumstances. She requested that citizens continue to help by supporting local businesses, helping neighbors, making students feel welcome, and other efforts. It was noted that this is a year of transformational change, which can be scary but will be essential to the future of Ashland.

V. SPECIAL PRESENTATIONS

1. Travel Ashland Quarterly Report: Catherine Kato, with Travel Ashland, and Scott Melbourne, gave a presentation on travel in 2022. See presentation attached.

There was discussion regarding the visitor study and how people were enticed to Ashland. People in nearby areas, with minimal planning, family trips, wanderers, and destination trips were all considered. There was discussion on whether rental data is being skewed because locals are using rental services that are usually for tourists. There was discussion on how wine releases are a year-round draw for tourism.

Councilor Hyatt asked for information on racial diversity for tourism. Kato noted that there is an intent to increase the diversity of tourism and target a broader range of people. Councilor Hyatt also suggested how locals can actively be engaged in tourist events, such as the chocolate festival, in order to increase invitations to out-of-town friends. Kato also suggested that locals consider bringing national conferences to Ashland if they have these connections. Melbourne noted that the city has been carrying out impressive work to increase tourism.

2. Climate Friendly and Equitable Communities: Brandon Goldman, Interim Community Development Director, noted that the climate friendly and equitable communities rule-making program is a statewide program. The objective is to decrease greenhouse gases and promote equitable communities, especially communities that have historically been overlooked.

In 2007, Oregon adopted a goal to reduce state greenhouse gas emissions by 75% by 2050, however, Oregon is below the needed requirements to meet this goal. There have been significant wildfires, heat waves, and other environmental issues associated with climate change. Transportation is a large contributor to greenhouse gases in Oregon. Energy-saving measures for buildings are being implemented. Reducing parking and increasing housing density, are aligned with the initiative. Ashland has adopted the initiative and is working to increase sustainability. Reducing the need to drive is part of the initiative.

Derek Severson, Senior Planner presented the rule-making slides. See presentation attached.

The floor was opened for questions.

Councilor Kaplan noted the focus on residential density but expressed that there could be more focus on multi-use buildings. He also asked about developer interest in sustainable development, government support, etc.

There was discussion on the occupancy of buildings and demand. Allowing greater density should allow for mixed-use developments, especially with the demand and decrease in parking needs. A conversation followed regarding student housing and making it sustainable.

It was noted that codes need to be consistent for this program to work. Clear Creek being considered a CSA was discussed. Removing parking requirements allows developers to reduce the amount of land dedicated to parking lots.

Councilor Kaplan asked if the fire department ladders are able to reach above 45 feet. As building heights increase, it makes it harder to fight fires without additional equipment. The rule-making for population density is connected to the population of the city. Ashland has the potential for population growth that would change the

population density required. It was noted that it is likely that zoning changes will be needed for the city.

Paul Messina addressed the room. He noted that there are challenges with being climate-friendly, specifically that cobalt is needed for lithium batteries, and the dependence on this resource is putting the Democratic Republic of the Congo in a devastating situation.

VI. CITY MANAGER REPORT

Joe Lessard had nothing to present.

VII. PUBLIC FORUM

Linda Adams/Ashland noted that there have been many efforts to reduce vehicle miles traveled, making it safer to bike and walk. There has been much community support for these efforts, specifically for the Ashram Street and North Mountain Avenue bike lanes.

VIII. CONSENT AGENDA

IX. PUBLIC HEARINGS

X. UNFINISHED BUSINESS

1. City Council Election: City officials are still working on this.

Councilor Kaplan provided insight into the process. There are currently 19 candidates, and there are only two positions. He suggested that current councilors select two candidates each, which would result in a maximum of eight candidates. Any candidate who has a majority would be appointed. However, if there is only one or no candidate selected in that round, there would be a second round with rank choice voting.

The two positions have different lengths of terms. There are challenges regarding candidate preference for roles, but this can be addressed throughout the process. Councilor Kaplan showed the various outcomes of the voting system.

XI. NEW BUSINESS-RESOLUTIONS AND CONTRACTS

1. Council Meeting Calendar Adjustments Resolution: Mr. Lessard reviewed the calendar for meetings falling on a holiday Monday, which are to be

rescheduled. Part of the rescheduling will be based on necessity, i.e., if a meeting is not needed, it will be canceled.

The Council requested changes to the municipal code to make the system simpler.

XII. ORDINANCES

XIII. OTHER BUSINESS

XIV. ADJOURMENT OF BUSINESS MEETING

Councilor Hyatt/Hansen m/s to adjourn the meeting at xx. Voice Vote: All Ayes. The meeting adjourned at

Respectfully Submitted by:

City Recorder Alissa Kolodzinski

Mayor Tonya Graham

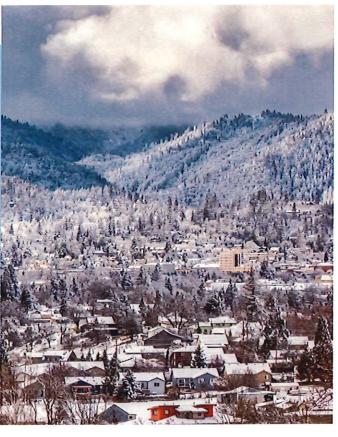
Quarterly Report

October - January 2022

Ashland City Council February 22nd, 2023



CONTENTS



Travel Ashland Role
Our work and impact

Where we are now A strong end to 2022

Program Analytics

Earned media coverage

Website and Social Analytics

Paid Media Performance – Search and Display

Industry Statistics
Ashland lodging industry
Culinary Industry

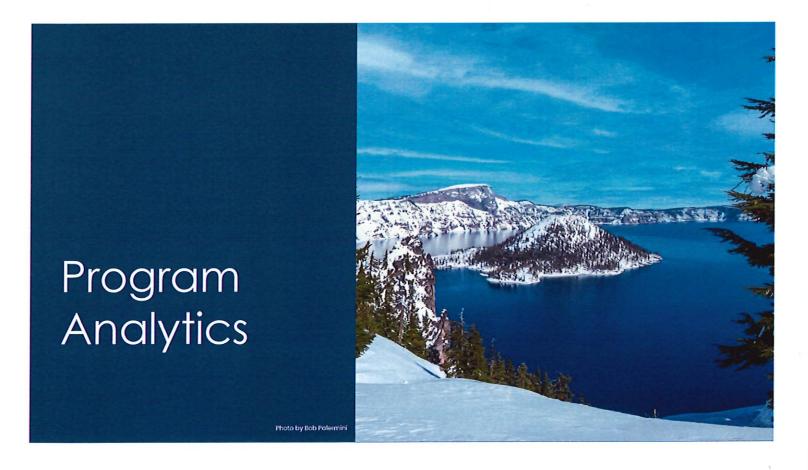
Looking forward
Winter and Spring Campaigns

Photo by Bob Pallermini

Where we are now

- The fall ended with strong visitation and the holidays were comparable to 2019 numbers for many though different from 2021.
- We support and promote events that are returning and growing such as the upcoming Oregon Chocolate Festival, the Cheese Festival and the Ashland Independent Film Festival and the new Rogue Table events.
- Spring promotions are underway with targeted campaigns reaching our personas and key markets that we continually assess and update based on engagement and visitation.
- We are producing seasonal videos, imagery and footage telling the story of visiting Ashland along with growing our social platform and engagement. We will be sharing our Fall shoot on YouTube.
- In March we will launch Travel Ashland's Industry platform to support our partners with resources, research and outreach.
- Production of our Visitor Guide begins and due to publish in May.
- We are revamping how we attract conferences, groups and tours.





October - December Actual

	October - December 2022	October – December 2021	Variance	Variance
Pageviews	32,890	10,998	21,892	199.05%
Users	19,790	4,503	15,287	339.48%
Sessions	22,116	5,412	16,704	308.65%

January - March Forecast

	January - March 2023	January - March 2022	Variance	Variance
Pageviews	34,500	20,570	13,930	67.72%
Users	16,000	9,117	6,883	75.50%
Sessions	15,500	10,629	4,871	45.83%

Social Metrics October - December

Facebook October - December Actual

	Oct-Dec 2022	Oct - Dec 2021	+/-	+/-
Followers	2,458	2,082	376	15.28%
Reach	41,170	3,423	37,736	91.66%
New Likes	75	41	34	45.33%

Instagram October - December Actual

	Oct - Dec 2022	Oct - Dec 2021	+/-	+/-
Followers	4,035	3,438	597	14.79%
Reach	16,787	6,235	10,552	6286%
New Likes	244	0	244	100%

Social Posts December



Reach 461 Engagement 23



Happy Hanukkah on this first night! May your candles burn bright this season.

Reach 302 Engagement 12



Come celebrate the light in Ashland this holiday season. Wishing everyone a beautiful Winter Solstice as the sun stands still and winter begins. #liveyourdaydreams #wintersolstice2022 #pnw

Key Takeaways

- The editorial calendar with prewritten social posts and templates were a success promoting Festival of Light and winter itineraries.
- Travel Ashland launched the new social management plan the week of Dec 12 with a new social media consultant starting January 2023.
- Overall web traffic and engagement continues to be up significantly YOY
 - Pageviews +140%
 - o Users +329%
 - Sessions +261%

Top Pages

- Homepage 10.67%
 - Top navigated to after Homepage
 - · Festival of Light
 - Winter Reaction
 - Dining
- Ashland 4 Kids 9.14%
- Festival of Light 6.09%

108,075

6,297

5.83%

\$0.81

Impressions

Clicks

*Industry Average 5-7%

*Industry average \$1.40

4.92% 9.95% 4.35% 15.76% 7.41% 6.69% 7.80% 5.68% 9.52% 6.15%

CPC

Ad Group :	Impressions :	Clicks :	Click Pate:	Absolute Top Impressions :	Top Impressions :	TOP CITIES	
Branded >	27,044	2,277	8.42%	36.71%	86.66%	City	Impressions
						Portland, Oregon	45.811
Family Fun 🕨	26,449	1,580	5.97%	21.09%	82.28%	Dorris, California	8,243
Outdoors >	28,021	1,063	3.79%	42.30%	92.95%	Seattle, Washington	3.130
						Redding, California	812
Wine and Culinary ▶	18,281	768	4.20%	27.38%	71.97%	Sacramento, California	1.350
Arts and Culture >	8.092	599	7.40%	46.01%	74.97%	Eugene, Oregon	1,420
7000000000	0,072	-				Salem, Oregon	1,102
Local Shopping >	188	10	5.32%	27.17%	53.32%	San Francisco, San Francisco B.	1,444
						Redmond, Oregon	704
						Fan Jaca Filiaan Vallay	1007

Search Creative Examples

Wine & Culinary

Impressions Clicks CTR 4,232 164 3.88%

> Wine and Culinary Paradise | Farm-to-Table Dining | Travel Ashland Ad www.travelashland.com

Award winning microbrews and wine await. Plan your trip with Travel Ashland. A Wine Enthusias's Top 10 Best Wine Travel Destination. Book a trip today What To Do

Explore Ashland

Branded

Impressions Clicks CTR 3,567 390 10.93%

Start Your Journey | Visit Ashland Oregon | Wine, Culinary, and Culture Ad www.travelashland.com

Ashland provides a year-round destination for travelers to pursue their passions. View sample lineraries and request your free Visitor's Guide today! What To Do Explore Ashland

Family Fun

Impressions Clicks CTR 6,683 471 7.05%

> Ashland for kids | Family Hiking Trips | Request Your Visitor Guide May www.travelashland.com

Something for everyone in the family Outdoor adventure for all abilities. Make family memories with an Ashland Vacation. Request your Visitor Guide today What To Do

What To Do

Evelore Ashburd

Arts and Culture

Impressions Clicks CTR 2,482 178 7.17%

Plan Your Trip | Explore - Travel Ashland | Travel Ashland M www.travelashland.com

Exploring the beauty of Ashland through the arts, theater and scenic views. A year-round roster of theater, performing arts, and other cultural events Visit Ashland. What To Do Explore Ashland.

Outdoors

Impressions Clicks CTR 6,783 270 3.98%

> An Outdoor Adventure Awaits | Pacific Crest Trail | Cycle Oregon Wine Country www.travelashland.com

Whether You Love To Hike, Bike, Run, Ski Or Raft, Ashfand Offers Something For Everyone. Where the Cascades meet the Siskiyous adventure awaits. Plan your trip, Travel Ashfand. What To Do.

Explore Ashland

^{*2022} Search Advertising Benchmarks LocallQ - multiple categories

Display



Persona: Quick Escapes Interest: All Market Drive Run Dates: 3.1.2022-11.30.2022



Impressions: 74,968 CTR: 0.11% Clicks: 82







Persona: Family Getaways Interest: Family Fun Market: Drive & Fly Run Dates: 3.1.2022-11.30.2022







Impressions: 135,000 CTR: 0.15% Clicks: 201

Display



Persona: Quick Escapes Interest: Wine & Culinary Market: Drive Run Dates: 3.1.2022-11.30.2022





Persona: Wanderers Interest: Wine & Culinary Market: Drive & Fly Run Dates: 11.1.2022-11.30.2022



Impressions: 127,186 CTR: 0.09% Clicks: 110



Impressions: 50,067 CTR: 0.28% Clicks: 141



And bask in

the scenery





Family Getaways Winter











Persona: Family Getaways Interest: Family Fun Market: Drive & Fly Run Dates:11.9.2022-2.28.2023

Impressions: 75,270

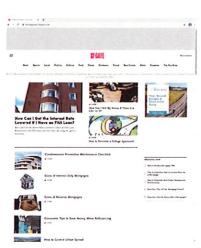
CTR: 0.25% Clicks: 187

Display - Highlights

- · Top sites by click
 - Yahoo.com 161
 - o Dailymail 132
 - People.com 111
- Overall campaigns continue to perform well
- The best performing ad sets by CTR (click through rate) were both of the family targeted ones
- Each month we are seeing additional "view through" which is when someone sees an ad but does not click and visits the site later







Lodging Industry Statistics: September - December

Key Points:

- Average daily rate represents 536 rooms nights, approximately a third of Ashland's lodging but is a key snapshot.
- Data is based on properties that report to the STR reporting system.
- Ashland held a strong room rate and paced ahead of the county and region, which has typically been the case.
- TOT and F&B collections are outsourced by the City of Ashland to the State and have a lag time of 3-6 months.

Ashland ADR: Average Daily Rate (room revenue/rooms sold)

	Sept.	Oct.	Nov.	Dec.	
Ashland	137.65	131.47	102.86	105.29	
YOY for Ashland	+7.6%	+8.6%	-6.7%	+20%	
Jackson County	124.02	117.32	100.88	95.19	
Southern Oregon	119.23	115.33	96.47	96.67	
Oregon	141.13	135.95	114.48	114.63	

Siskiyou Welcome Center Visits

Sept. Oct. Nov.

and funded through Travel Oregon.

- op				
2145	1426	1654	1357	
with 17,661 the Orego all entry in 20% of all	. The Siskiyo n State Wel nto Oregon state highw	ou Welcome C come Center s comes throug ay funds in Or		
The Welco	me Center	is managed b		
Southern (Dregon with	paid staff and	d volunteers	

Source: STR Report

Ashland's Transient Room Tax Statistics show from the latest data available that July – September of 2022 of \$993,327 paced within 20% of Ashland's best summer ever in 2018. This recovery far exceeds many other destinations that are still building back. Conversely, January – March continue to show the greatest opportunity to increase occupancy.

Culinary Industry Statistics

Key Points:

Restaurant responses to Travel Ashland's survey showed the following trends October - December:

- Customers preferred dining outdoors with weather permitting; are spending more per check; ordering more small plates and alcohol; requesting more to-go and many were up in 2022 vs prior years for some.
- Below, F&B annual revenue collections shows recovery and stabilization with spring pacing to summer. Hence the work we do to promote year-round to help increase fall and winter revenue with visitors.

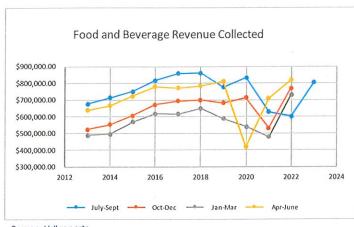




Photo by Lindsey Bolling

Source: Hdl reports

Display - "Water" Campaign launched September 2022



Persona: Wanderers Interest: Arts & Culture Market: Drive & Fly Run Dates: 9.24.2022-2.28.2023



Impressions: 175,400 CTR: 0.13% Clicks: 236









Persona: All Interest: Outdoor Enthusiasts Market: Drive & Fly Run Dates: 9.24.2022-11.30.2022



Impressions: 100,114 CTR: 0.12% Clicks: 117







Live out your daydreams this Holiday Season.

Join us for Santa's Arrival and the Grand Illumination on Friday, November 25th with music and festivities. Santa's arrival begins at 5pm followed by the Grand Illumination. Celebrating the magic of the season for kids, families, locals and visitors alke.

www.travelashland.com/lestivalofight



Festival of Light & Holiday Campaigns

- We promoted and produced the kick off the holidays with the 30th annual Festival of Light event November 25th main event that welcomed over 10,000 people at the grand illumination. Festivities continued through the new year showcasing community partners.
- Landing page on travelashland.com dedicated solely to the Festival of Light, associated events and local shopping opportunities
- Social media templates outlined all the events leading up to the Festival of Light and throughout the entire holiday season
- Paid social and targeted display campaigns focused on the events as well as outdoor, shopping, lodging, dining and entertainment opportunities
- Geographic targets include the West Coast and emphasis on Redding to Eugene drive markets and LA, Phoenix and Seattle flight markets



Photo by Bob Palermini

We Invite You Back December - February

- Utilizing Polygonal Targeted Audiences (PTA)
- Similar to geofencing, PTA targets a set geography and collects data via cell phone. We use a time frame "lookback" and target those who visited during the window of time and eliminate or target based on the audience we are looking to reach.
- Launched December 19
- This targets those who have visited Ashland during the summer months and invites them back for winter activities.
- The audience was pulled through mobile devices
 - Look back May-June-July, 2022
 - 48 commercial address locations: 23,450 devices discovered accounting for 129,300 visits to Ashland area hotels, restaurants, airport, etc.
 - 819 address (CRM): 1,071 devices appended to the residential CRM list.
 - 12,804 devices removed due to association with undesirable ZIP's. (Mostly from 97520, 97501, 97504 and 97502 to avoid targeting locals)
- The campaign creative runs through websites as display ads and through social media.
- In addition to the direct target an additional "Audience Lookalike" was created to reach a larger audience that mirrors their online behaviors of the original audience.

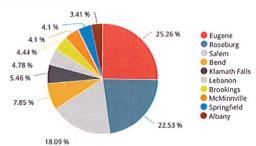
PTA- Performance - December 2022

Display	175,941 Impressions		391 Clicks	0.22% ctr	
Social	55,486 Impressions	926 Clicks	1.67%	8,524 Reach	

TOP CITIES BY IMPRESSIONS

City	Impressions	Clicks	CTR
Eugene	46,258	74	0.16%
Roseburg	26,594	66	0.25%
Salem	24,795	53	0.21%
Klamath Falls	9,070	16	0.18%
Bend	8,904	23	0.26%
Coos Bay	6,034	10	0.17%

TOP CITIES BY CLICKS



Planning

Targeting

 Reviewing Geographies and adding a third geo group: 150 mile radius. As with the other two groups there will be overlap, but this will allow specific close in geo targeting.

Events

- Compiling an aggregation of regional events that will be housed on the Travel Ashland Site
- Marketing will be able to be directed to this page

Conferences

 Developing a strategy to market Ashland as a destination for conferences. This will include organic outreach as well as structured content and media.

School breaks

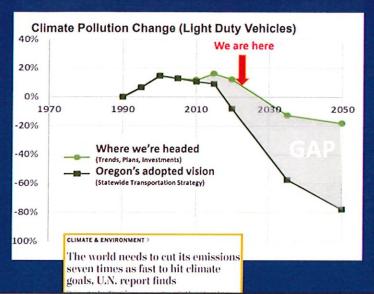
 Researching school breaks of surrounding areas to plan marketing in advance, inviting them to Ashland for their break

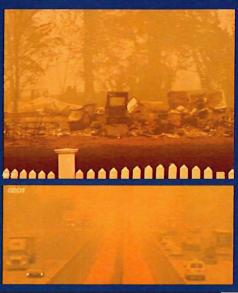


Travel Ashland Advisory Committee

- Pete Wallstrom Momentum River Expeditions (Chair)
- Graham Sheldon Ashland Creek Inn
- Anne Robison The Crown Jewel
- Don Anway Neuman Hotel Group
- Julie Gurwell Hearsay Restaurant, Lounge and Garden
- · Scott Malbaurn Schneider Museum of Art
- Gina Bianco Rogue Valley Vintners
- Dorinda Cottle City of Ashland
- Javier Dubon Oregon Shakespeare Festival
- Gina DuQuenne Ashland City Council Liaison

Why these Rules? Missing Oregon's Pollution Reduction Targets Has Real Costs







Rules Apply in Oregon's Metropolitan Areas

These contain over 60% of Oregon's population and 70% of jobs





Updated Land Use and Transportation Rules

Focus Areas

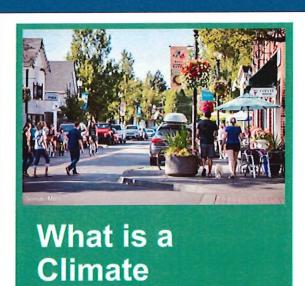
Land Use/Building

- Designate walkable climate-friendly areas
- · Reform parking management
- Support electric vehicle charging

Transportation

- Plan for high quality pedestrian, bicycle, and transit infrastructure
- Go beyond sole focus on motor vehicle congestion standards
- Prioritize and select projects meeting climate/equity outcomes





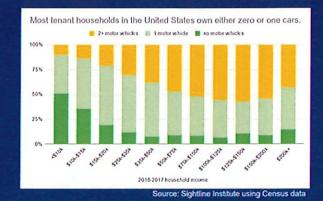
Friendly Area?

- Imagine downtowns and neighborhood centers
- Walkable area with a mix of residential, office, retail, services, and public uses
- High-quality pedestrian, bicycle, and transit services
- Parking is well-managed



3 BEORGON ADARTHENT 13 FARKING SPACES 11 STARKING SPACES 12 STARKING SPACES 12 STARKING SPACES 13 STARKING SPACES 14 STARKING SPACES 15 STARKING SPACES 16 STARKING SPACES 16 STARKING SPACES 17 STARKING SPACES 17 STARKING SPACES 18 STARKING S

Reforming Costly Parking Mandates



\$5,000 initial cost per space for surface parking

Mandates can prevent housing from being built; parking is a significant cost and displaces housing footprint People with no cars or few cars are subsidizing parking for those with many

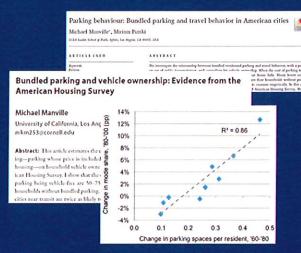


Reforming Costly Parking Mandates

Corvallis data

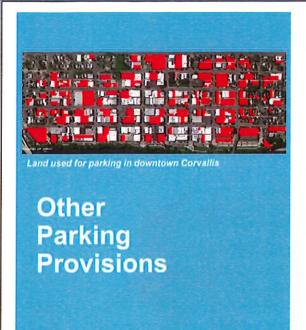
Use	% of all city area
Driveways	3.3%
Parking lots	7.2%
On-street parking	Some part of 9.7% for roads

Parking uses huge amount of land, making areas less walkable



Parking mandates can lead to more car ownership and driving





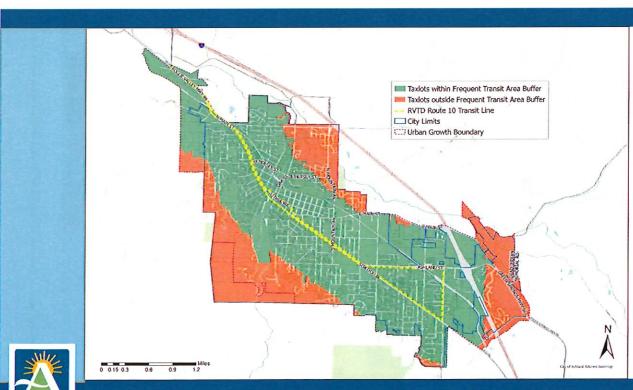
Best Practices

- · Facilitate shared parking
- · Convert underused parking
- Larger parking lots provide tree canopy or solar panels
- · No garage requirements
- Incentives for car share, EV charging, accessible housing units
- Some parking maximums

Over 100,000 population

 If retaining mandates, price 5% of on-street parking spaces at least 50 cents/day by Sept 30, 2023 and 10% of spaces by Sept 30, 2025











Climate-Friendly Area (CFA) Analysis/Report

Geo-Spatial Analysis by 6/30/2023

Consultant: Rogue Valley Council of Governments (RVCOG)

Identify potential CFA's to accommodate 30 percent of projected total population in mixed-use, pedestrian friendly areas.

Public Engagement Plan Implementation by 6/30/2023

Consultant: 3J Consulting

Public Engagement Plan, Stakeholder Interviews to identify underserved populations impacted in seeking to insure equitable outcomes.

Final Study/Report Identifying Potential CFA's to Dept. of Land Conservation & Development by 12/31/2023





City of Ashland

http://www.ashland.or.us/climatefriendly

Climate-Friendly & Equitable Communities Timeline

'Parking A' < ½ mile to Rt. 10

12/31/2022

In Effect Now

CFA Study

In Progress

Complete by 12/31/2023

'Parking B'

Eliminate Mandates or Select Options

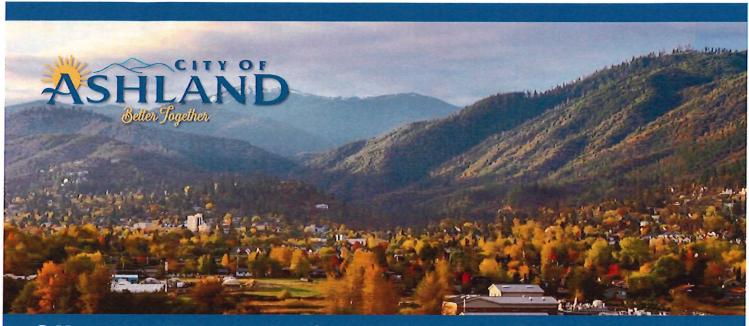
Complete by 12/31/2023

CFA Zoning

Comp. Plan Element, Maps & Codes

Complete by 12/31/2024





Climate-Friendly & Equitable Communities

Council Update February 22, 2023

CFEC Parking Minimums (Parking I) by December 31, 2022

NOW IN EFFECT

CFEC Electrical Vehicle Conduit Requirements by March 31, 2023 THROUGH BUILDING CODES

CFEC Parking Minimums (Parking II) by June 30, 2023

FOR ASHLAND 12/31/23

Climate Friendly Areas (CFA) Study consultant work through June 30, 2023

[Technical Assistance by Rogue Valley Council of Gov'ts]

UNDERWAY NOW!

CFA Public Engagement Process consultant work through June 30, 2023

[Technical Assistance by 3J Consulting, Inc.]

UNDERWAY NOW!

Final CFA Study report due to DLCD by December 31, 2023

CFA Transportation Modeling by June 30, 2024

CFA Designation, Maps & Code Amendments consultant work through June 30, 2024 [Consultants still to be determined based on available Technical Assistance funds.]

CFA Designation, Maps and Code Amendments Adoption by 12/31/2024

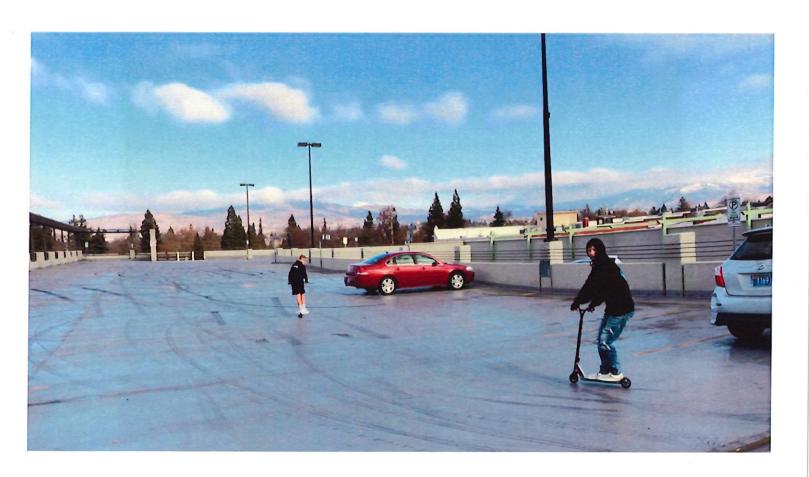


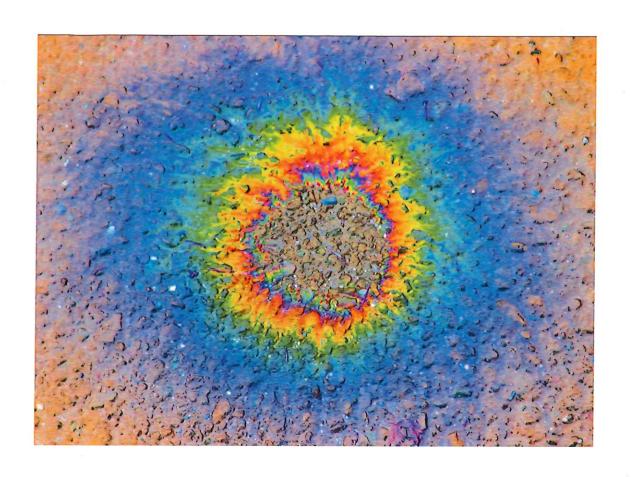
CF&EC Implementation Timeline













Project selection is based on a variety of factors

 Projects across a city must work to meet climate goals

Measuring success

 Look at two or more measures, not only moving cars

Significant street expansions

- Review alternatives
- Engage the public

