

The Story

To call this first-of-its-kind initiative a "marketing campaign" would be a gross understatement. This initiative had much higher aspirations to serve the underrepresented and relied on the collective efforts of countless City entities to make it possible. While the idea to better accommodate our nation's ASD travelers originated in and was spearheaded by Visit Mesa, Mesa's DMO, the campaign relied on the hard work and collaboration of multiple municipal departments, local businesses and residents, even the mayor himself. Becoming America's First Autism Certified City was a journey of reflection that shined a light upon the underlying qualities that distinguish Mesa as a destination and challenged our city to define itself in new ways. This bold initiative is a proud expression of the inclusiveness and openness that are inherent to Mesa and demonstrates the powerful impact (and results) of an entire city coming together to make all visitors feel welcome.

The Sad Truth about Autism and Travel

Autism Spectrum Disorder (ASD) affects a significant number of people and is at a 600 percent increase year after year, according to the Centers for Disease Control & Prevention. Research shows that one in 54 people today are on the spectrum, and boys are still four times as likely to be diagnosed as girls, holding steady from previous reports.

Travel can be worrisome to ASD families.

"As an autism mom, I'm always looking for opportunities to travel with my family. It's really difficult to find a place that's going to be accommodating to my son with autism, and the rest of us frankly."

THIBAULT FAMILY

The Why

Visit Mesa would be the catalyst in bringing awareness and comfort to ASD travelers around the country. By gaining recognition as the first "Autism Certified City," Visit Mesa could tap into a market with 32 million annual travelers who spend more than \$262 billion on autism-related services in the U.S. each year, according to International Board of Credentialing and Continuing Education Standards (IBCCES). What began as a local hospitality campaign quickly evolved into a community-wide initiative as public and private agencies embraced the efforts of Visit Mesa and united with them to become autism-certified places of business.

The Strategy

Visit Mesa started with an inside-out approach. First, the organization focused on getting everyone on its own staff and Board to become autism certified. Then they worked on getting as many hospitality partners in Mesa through the autism certification training. Travel partners were just the beginning, though. Following Visit Mesa's lead, the Mesa Chamber of Commerce's staff and Board completed the IBCCES training. Mesa Parks and Recreation Department trained approximately 500 employees, and 1,200-plus Mesa Police Department, public safety and law enforcement officers were committed to autism certification training. Soon, a greater part of the community was engaged and Visit Mesa was deemed the first destination marketing organization to become a "Certified Autism Center" in the country.

Visit Mesa is a small destination marketing office with minimal budgets and had to be strategic and efficient with how they developed and marketed this first-ever initiative. The messaging had to be impactful and succinct. The story had to be authentic. The partnerships had to be strategic. And the communication channels had to be hyper relevant.

IBCCES and Autism Certification



The International Board of Credentialing and Continuing Education Standards (IBCCES) is a globally recognized certification program established to set the industry standards and create a worldwide community of trained and knowledgeable professionals. IBCCES identified a need for standardization within healthcare, education, and corporate environments to meet the growing needs of those with cognitive disorders. IBCCES assembled a board of thought leaders and experts in these fields to address the growing international need and created a series of certification programs in autism, ADHD, sensory disorders, dementia, mental health, dyslexia, and other cognitive disorders and special needs.

The Road to Citywide Autism-Certification



IBCCES adheres to international standards for boards that grant professional credentials. The IBCCES certification procedures and content undergo various reviews and validation, pursuant to the professions that are eligible for certification, as well as standards established by content experts in the field. In order to receive citywide IBCCES official certification — an accomplishment that had never been attempted or achieved — Visit Mesa was required to register a minimum of fifty-eight Mesa partner businesses for IBCCES autism training. In order to receive certification, each business partner was required to have at least 80% of their front-facing or guest-facing staff go through the IBCCESS program. Needless to say, the commitment was huge and required both a financial investment and time investment for each participant.

The Tactics

VISIT MESA AUTISM CERTIFIED LOGO:

To give the campaign its own identity, a logo was developed to represent the existing Visit Mesa brand that incorporated a well-recognized, autism relevant icon.



Autism Certified

ANNOUNCEMENT SUMMITS:

Visit Mesa kicked off the campaign with a community summit in April 2019 that included guest speakers, educational presentations, Q&A with a panel of experts. In November 2019, a formal event was held including a presentation from the Mayor announcing Visit Mesa as the country's first Autism Certified City.













































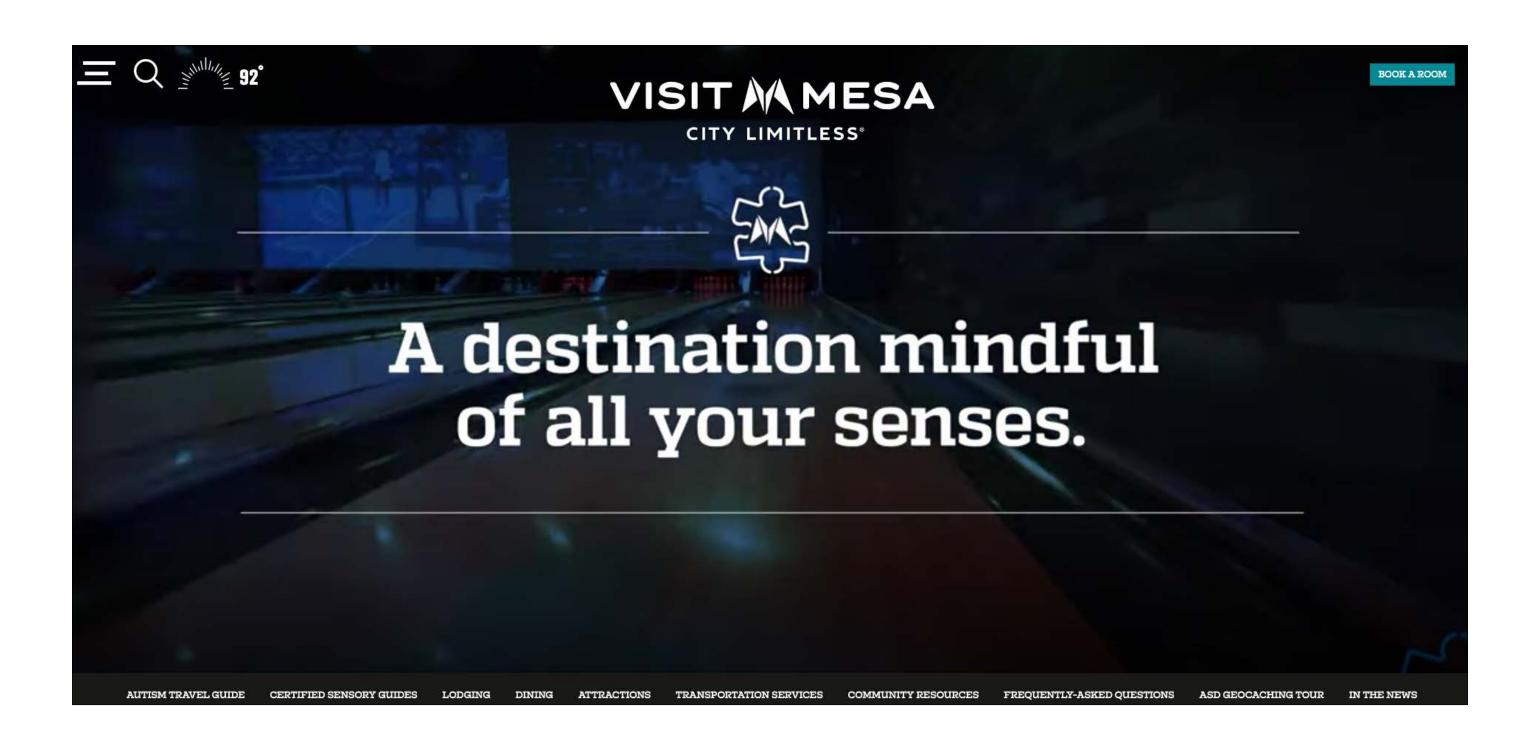






AUTISM CERTIFIED TRAVEL PLANNING WEBSITE PORTAL:

In addition to establishing a unique URL, www.AutismTravelAz.com, an entire section of Visit Mesa's website was dedicated to providing information about autism-related travel to help ease the minds of families while planning their trips and visiting Mesa. The portal includes a downloadable autism travel guide and certified sensory guides, listings and links to autism-certified hotels, restaurants, attractions and transportation services, community resources and a comprehensive FAQ.



HOSTED TOUR FOR AUTISM FAMILY FROM NEW YORK:

In an effort to capture authentic reactions from an out-of-state family traveling with children on the spectrum, Visit Mesa hosted the Thibault Family from Rochester, NY to come and audit the destination. Their first-hand experiences were captured on film and photography and developed into our campaign assets.



CAMPAIGN VIDEOS:

To help engage different target audiences through story, Visit Mesa created multiple videos explaining the initiative and the positive impact it had on the ASD community and the city.













Click images to watch videos.

GOOGLE DISPLAY ADS:

Various display ads were created to generate awareness and drive clicks for the campaign - targeting families by geography, demographics, behaviors, interests and keywords.







160 X 600



300 X 250



336 X 280



970 X 90



728 X 90



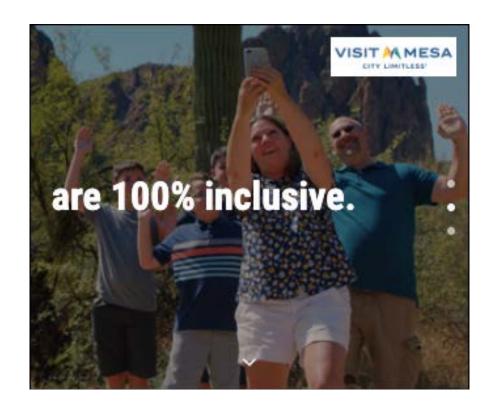
468 X 60

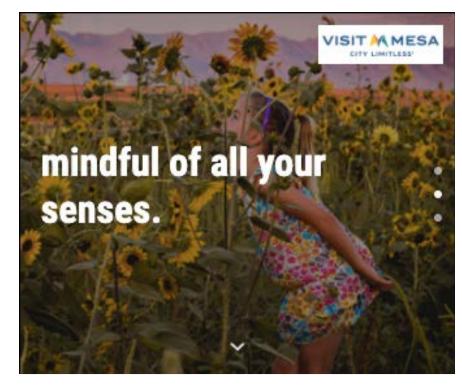




GOOGLE ANIMATED CUE CARD ADS:

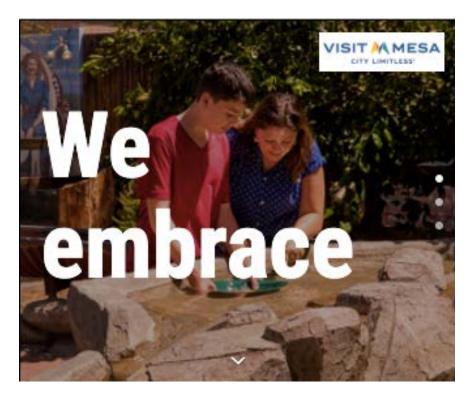
Google DV360 allowed the creation of automatically generated animated ads to bring extra attention to the campaign, utilizing the same targeting as the display campaign.







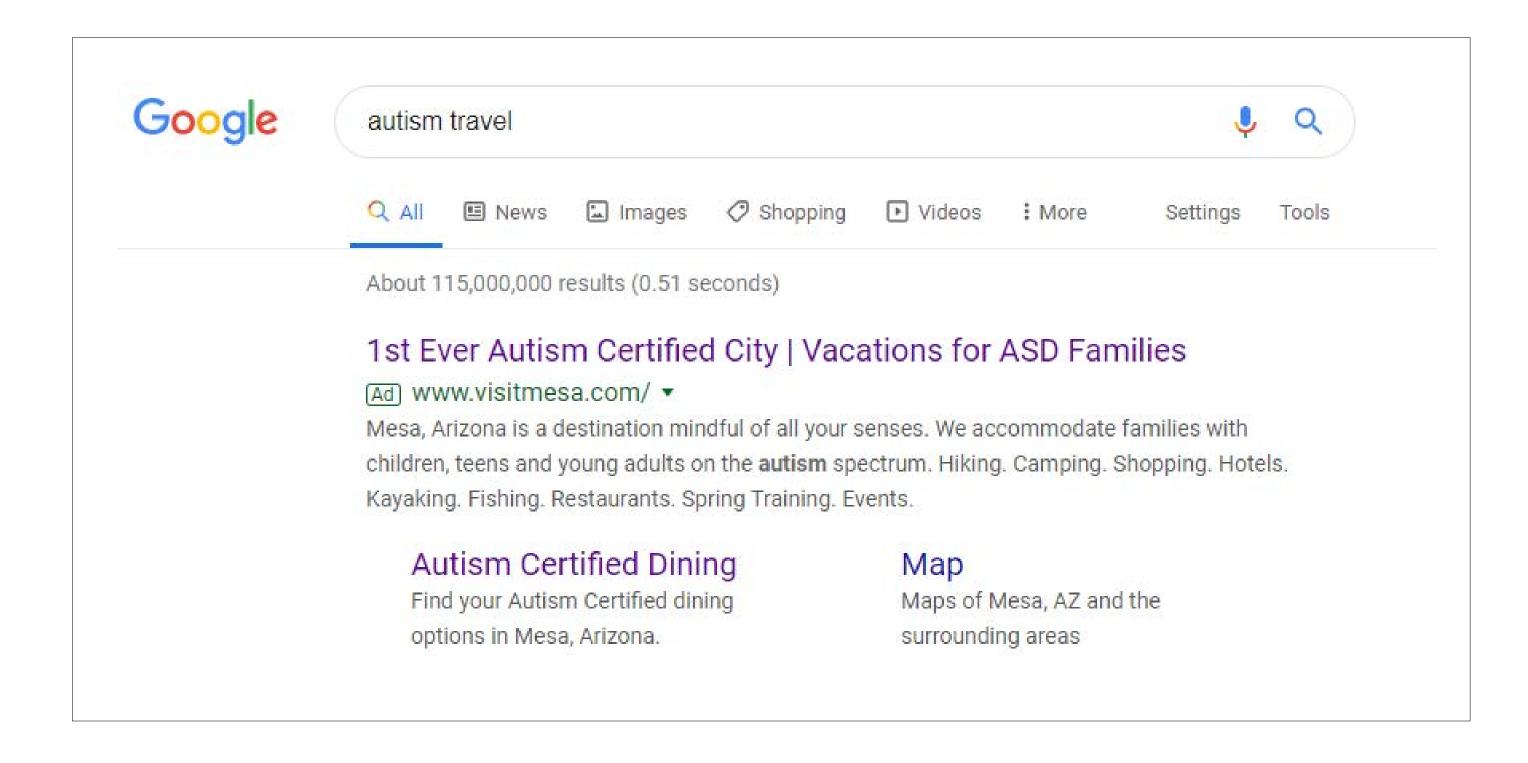






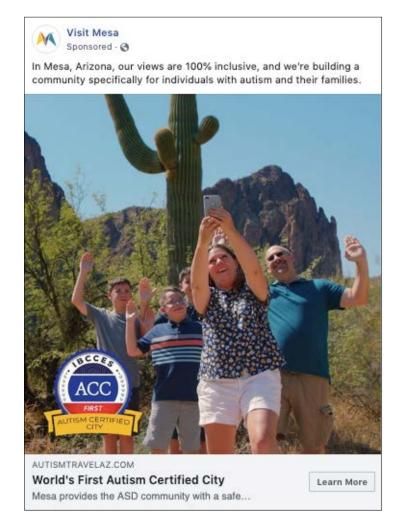
GOOGLE PAID SEARCH:

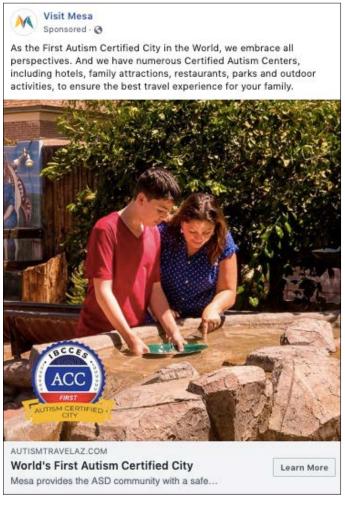
Keyword targeting was used as an in-bound marketing tactic to reach families showing any interest in travel and autism.



FACEBOOK / INSTAGRAM:

Knowing social media was a community-driven platform and a digital environment for autism parents to seek out and discuss relevant topics, Facebook ads were created to drive engagement.





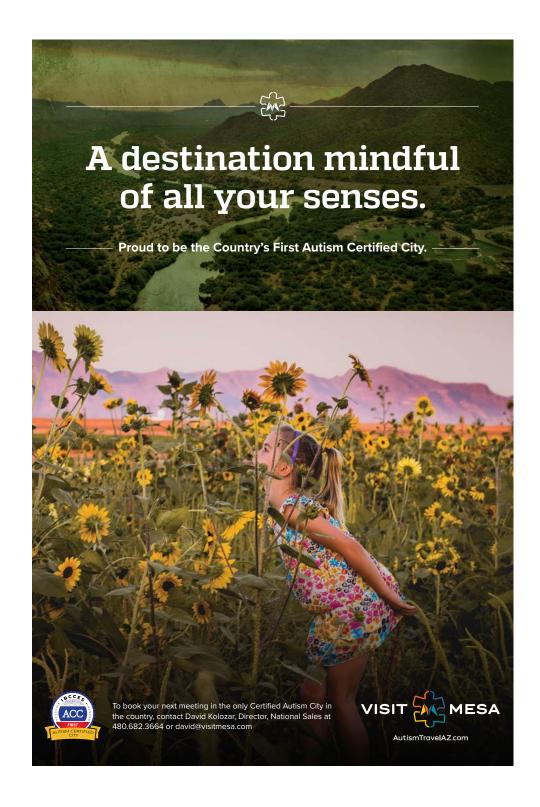


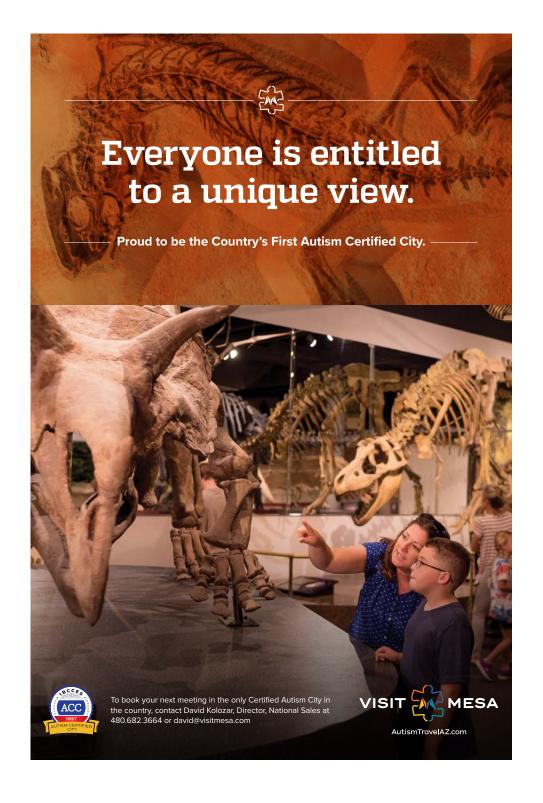


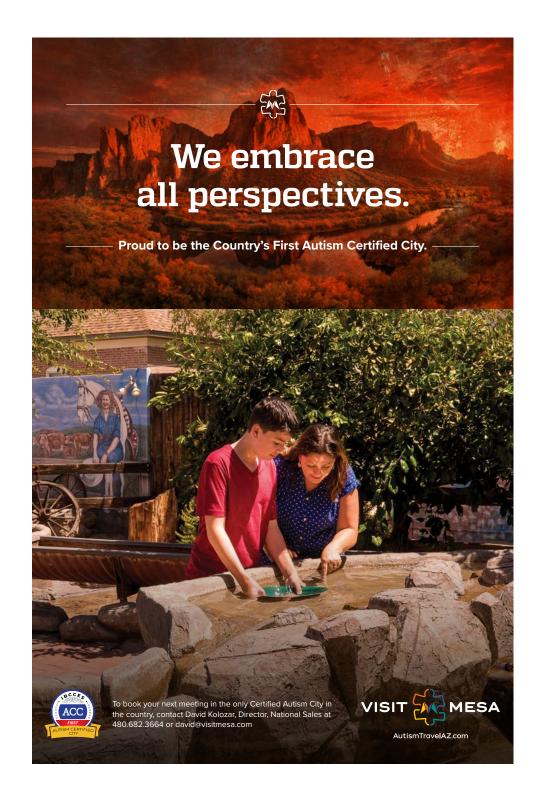


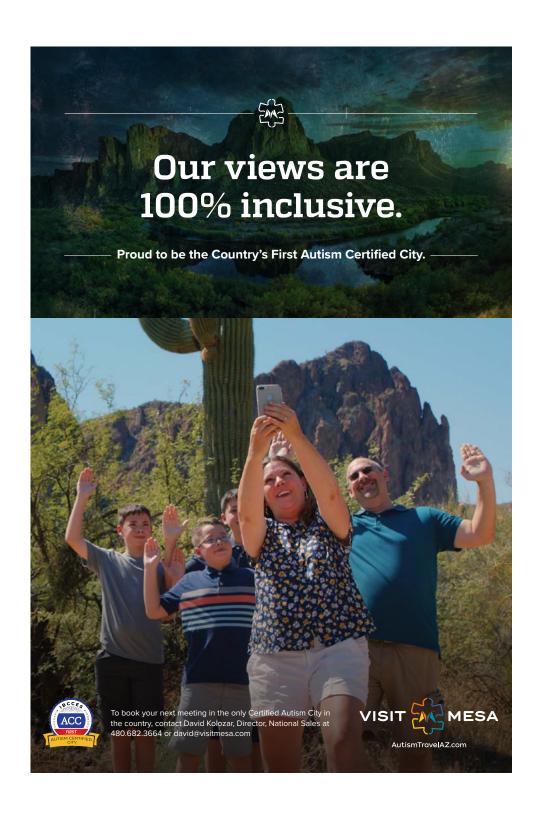
PRINT:

Print ads were placed in national and international publications focused on autism-related topics, reaching a captive audience.









AUTISM TRAVEL GUIDE - PRINTED/DIGITAL:

A custom travel planning resource for visitors with sensory and cognitive disorders including Autism Spectrum Disorder (ASD).





VISIT MESA'S JOURNEY

One of Visit Mesa's most ambitious efforts to date has been the journey toward becoming the first-ever Autism Certified City in the country. Since we started this journey, we immediately began to raise the profile of Mesa, Arizona and the many businesses that we have shepherded to engine their Certified Autism Center (CAC) status. On a global stage, this is bill preves for us and for you as our welcome visitor. We hope you will see and feel the declication behind cernified the collection of the control of the c earning this new Class A designation throughout your stay It has been overwhelming to witness the support for this initiative as we watched all the best facets of our commu come together to support the ASD community here in Me

It's not an understatement to say that millions of travelers are impacted by autism. In 2018, the Centers for Disease Control determined that approximately 1 in 59 children is diagnosed with an Autism Spectrum Disorder (ASD). With 600% increase in autism diagnoses in the U.S., this is the fastest growing developmental disorder in the world. Visit Meas's progressive march to becoming the first Autism Certified City will inject a new source of visitor activity to our region as we actively seve up a destination that is ready to welcome the ASD community to unforgettable experiences throughout our city.

This investigation is a movement of my consistency as a nature to a son on the spectrum. When we received our diagnosis, our world was rocked. Travel is integral to our life and I've always felt this was a terrific opportunity to educate the hospitality industry and drive our destination toward inclusivity. I know families will feel comfortable coming to Mesa knowing our hotel staff is trained, our museum staff is trained and that we offer great sensory awareness as



All City of Mesa Parks, Recreation and Community Facilities, Departments, the Mesa Chamber of Commerce, numerous ready to roll out the welcome mat for you and your family.

MESA MAKES TRAVEL PLANNING EASY FOR FAMILIES ON THE SPECTRUM

FEATURING NICOLE THIBAULT, TRAVEL SPECIALIST WITH MAGICAL STORYBOOK TRAVELS

I'm a wearer of many hats.

The hat I'm most proud to wear is that of mom to three amazing boys. They're

restrictions. We've learned how to explore the world with as little stress and as

The second hat I love wearing is that of a Certified Autism Travel Planner. I became a travel agent in 2013 so that I could use our family's first-hand experiences with traveling with our boys and share that with other families with autism who are hoping to confidently travel with their children.

According to Autismtravel.com, 87% of families with autism don't travel at all. The thought of travel with a child with autism can be too overwhelming for some, and they're nervous to take the leap of money, time and energy going to a destination that may or may not be accommodating to their family's needs.

As a Certified Autism Travel Planner, I love guiding families to destina are accommodating to families with children, teens and young adults on the spectrum. The best successes my clients have had have been to Certified Autis Centers, or CACs. These destinations and attractions have gone through a













rigorous autism training process by the International Bo of Credentialing and Continuing Educational Standards (IBCCES) to ensure that travelers with ASD are met with

Mesa, Arizona is the world's first Certified Autism Destination. As of November 2019, more than 50 the commitment to go through the autism training with IBCCES to become a Certified Autism Center. And the

tamilies to their business.

On a recent fri to Mess, my family visited many of the newly-certified Autism Centers in and around the city and it was an amazing few days of adventure, exploration and acceptance. Mess, Autoran is leading the way in autism travel by creating an all-inclusive travel destination for families to enjoy - with hotels, restaurants, attractions, playgrounds and parks, and outdoor adventure destinations all on the list. There's no other place in the world where families with autism have this amount of destination choices when crafting heir vacation, and I can't wait to share our experiences with my travel clients!

were laying out the welcome mat for families with autism. I answered, "Yes, sweetie, they sure are!"

AUTISM TRAVEL GEOTOUR:

To further engage ASD families while in market, Visit Mesa created a hide-and-seek style game that included a collection of geocaches anchored at many of Mesa's participating Certified Autism Centers and city parks.







Home > Geocaching

Geocaching in Mesa, Arizona!



VISIT MESA HAS PARTNERED WITH THE EXPERTS AT GEOCACHING HQ TO BRING VISITORS AN INCREDIBLE HIDE-AND-SEEK TRAVEL QUEST THROUGHOUT CITY LIMITLESS®

Visit Mesa's Autism Travel GeoTour is a strategic collection of geocaches anchored at many of Mesa's participating Certified Autism Centers and city parks — these hidden finds will get the whole family hunting and gathering for fun! All ages and all lifestyles from outdoor adventurers to techlovers will enjoy the thrill of searching for geocaches on this custom family-friendly tour.

What is geocaching?

Geocaching is an outdoor treasure hunting game where players use a mobile app or dedicated GPS device to find cleverly hidden containers called geocaches. Today, there are more than 3 million geocaches in over 190 countries.



Get treasure hunting throughout Mesa in three easy steps!

- **1 -** To access on mobile, download the <u>free Geocaching® app</u> available in your app store
- 2 Login or Sign up and search for the Vicit Mass Autiem Travel Goo Tour and view the current

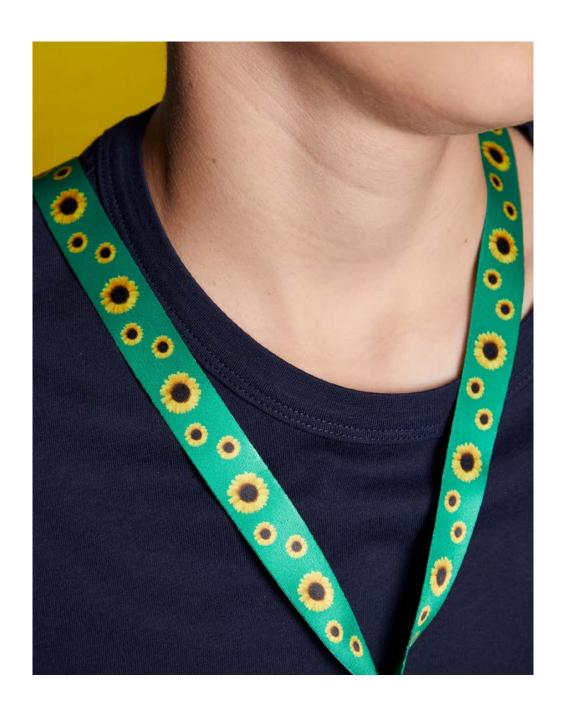
COMMUNITY PARTNERSHIP WITH STATE FORTY EIGHT:

A strategic partnership was developed with well-known Arizona's most well-known apparel brand, State Forty Eight, to help generate awareness and encourage word of mouth on a grass roots level.



HIDDEN DISABILITIES SUNFLOWER PROGRAM - ADOPTED MAY 2021:

Visit Mesa is the first Arizona Visitor Center to offer the Hidden Disabilities Sunflower complimentary lanyards and bracelets, a program lauded for supporting travelers with various needs as a way for them to secure additional support they may require while traveling. Several Mesa hotels, museums and attractions are joining this initiative.





Mesa was featured in American Way with targeted distribution during Autism Awareness Month (April 2020 AND REPRINTED April 2021).







TRAVEL CULTURE FOOD & DRINK ENTERTAINMENT

DESTINATIONS

EN/ES/PT Q



MESA, ARIZONA IS THE FIRST AUTISM-CERTIFIED DESTINATION IN THE U.S.

For parents raising a child with autism, travel can be a barrier.

WORDS Lisa Kadane April 2020















Boston Globe Feature (May 2021)



TRENDING: MASS. COVID CHARTS | BIDEN'S NEXT 100 DAYS | VAN GOGH EXHIBITS | COPLEY SQUARE | NFL DRAFT | ON THE STREET | VACCINE NEWS & RESOURCES

TRAVEL

Traveling with an autistic child is hopefully becoming less restrictive and stressful

An increasing number of destinations are seeking autism-friendly certification and training staff to help families.

By Danielle Braff Globe correspondent. Updated April 29, 2021. 12:00 p.m.













MESA, ARIZONA, IS THE WORLD'S FIRST AUTISM CERTIFIED CITY

able to count on warm sunny days and a vibrant vacation to when they arrive in the destination, community ready to welcome them with open arms. Now, families traveling with children, teens and young adults on the autism spectrum have a new state of experiences designed

Mesa was named the first-ever Autism Certified City designated by the International Board of Credentialing and Continuing Education Standards I/BCCESI, raising the profile of the sunbelt destination to millions of individuals with autism and millions of annual travelers impacted by the sensory disorder. The nearly year-long effort behind the autism designation was launched by Visit Mesa, the regional destination marketing organization for the city, which encouraged businesses to participate in specialized autism training geared toward executives and front-facing hospitality and service staff to better recognize Autism pectrum Disorder [ASD] and service the needs



DESTRUCTION . PHOENIX/MESA

Visitors to Mesa, Arizona, have always been of ASD travelers from the planning stages of a

Mesa museums, including the Arizona Museum of Natural History, i.d.e.a. Museum and the Mesa Arts Center, are all operating as Certified Autism Centers, as well as several hotels, restaurants and attractions that earned this distinction. More than 500 Mesa Parks, Recreation and Community Facilities employees and 1,200-plus Mesa Police Department public safety and law enforcement officers along with the Mesa Fire Department will undergo autism certification training. To date, nearly 4,000 community members have completed or committed to the autism certification - and that number is growing!

Mesa's new Autism Travel Guide lists the Certified Autism Centers including attractions like Odysea Aquarium, Escape Rooms Mesa, Sloan Park » Chicago Cubs Spring Training, Arizona Goat Yoga and Riverbound Sports Paddle Co., to name a few. In addition, visitors can download the new GeoTour and plan for a fun and creative treasure hunt across the city.

Visit Mesa is a national change agent in the travel industry. We've always been entrepreneurial and novative in the ways we respond to the needs of our regional visitors. Autism trainings and certifications are the latest example," said Marc Garcia, President & CEO of Visit Mesa. "Our goal is to ensure individuals with autism and their amilies enjoy their perfect vacation in Mesa, Arizona. As a parent of a child diagnosed on the spectrum, this type of inclusivity reflects who we are in Mesa, and it's the right thing to do." AutismTravelAz.com @

RECREATION . ST

The New Hork Times

UPDATE

Rolling Out the Welcome Mat for Travelers With Autism

A growing number of theme parks, hotels and special attractions are introducing autism training and sensory







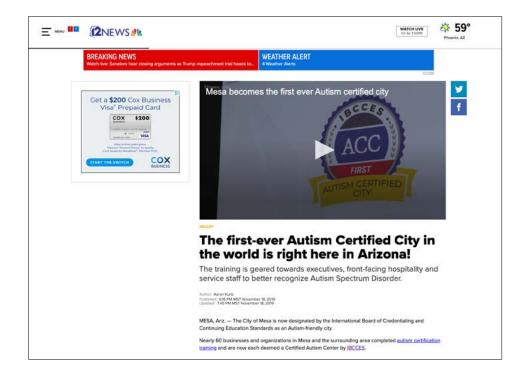




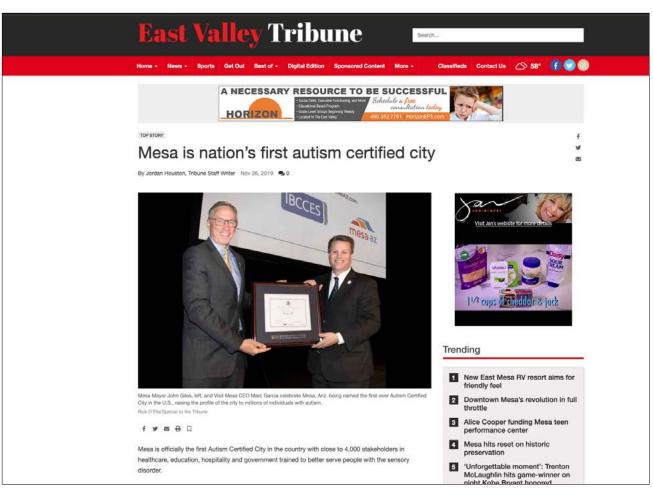


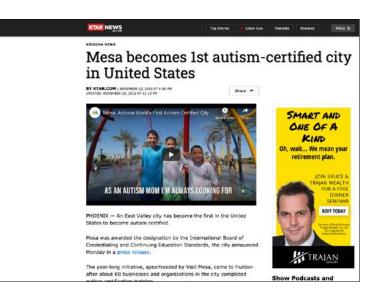


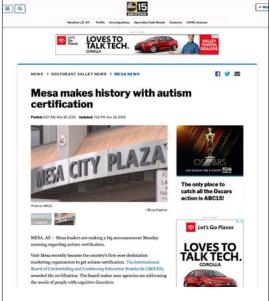
















The Results

Digital Campaign Paid Media Results

(NOVEMBER 2019 - MARCH 2020)

21,137,189

TOTAL IMPRESSIONS

132,848

TOTAL CLICKS

0.63%

AVERAGE CTR

16,333,597

TOTAL VIDEO VIEWS

77.27%

AVG VTR (VIEWS/IMP)

5,591

TOTAL SOCIAL ENGAGEMENT NUMBERS

01:30

HIGHEST AVERAGE SESSION
DURATION ON WEBSITE FROM ADS



Overall Campaign Earned Media Results

335 articles reaching 190 Million impressions (print and online) and valued at \$643,852

To date, 65 organizations within the hospitality industry, City of Mesa and regional communities have committed to Autism Certification, representing nearly 4,500 employees completing certification and more organizations looking to join the movement. In addition, two conferences have been booked in Mesa as a direct result of the initiative, each resulting in 100+ on-peak room-night bookings.





Learn more at AutismTravelAZ.com