

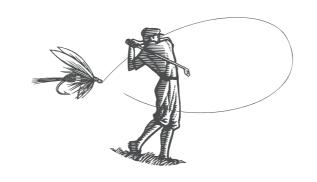
THANK YOU TO OUR SPONSORS



State of Insurance Keynote



Hospitality & Tourism Update



Welcome & Registration Table









Trailblazer Members







Annual Meeting Partners







CTO DESTINATION BLUEPRINT GRANT



Technical Assistance grant

- Destination assessment (research, data, surveys)
- Community visioning and action planning workshop (November 12)
- 100 hours of consulting to advance priority projects

Goals

- Determine the future of tourism in Basalt and the midvalley region
- Create a tourism strategic plan based on a shared community vision



GET INVOLVED



Resident Sentiment Survey



Tourism Stakeholder Survey



YOU'RE INVITED: Community Open House Shape the future of tourism in Basalt

Wednesday, November 12 | 5-7 p.m. Basalt Regional Library



2026 = 250/150 + 125

- Sesquisemiquincentennial
- America 250 July 4, 2026
- Colorado 150 August 1, 2026
- Basalt 125 August 23, 2026
- Learn more about 250/150 at historycolorado.org/colorado-150

Basalt has a unique opportunity to not only engage with state and national efforts, but also highlight its own milestone as it celebrates its 125th anniversary in 2026.



UPCOMING CHAMBER EVENTS



October 20 | "What's On Your Ballot?" with Count Me In Colorado and the Basalt Regional Library, noon-1 p.m.

November 6 | Employment Law Seminar presented by Dominion Payroll Colorado

November 12 | Destination Blueprint Community Open House, 5–7 p.m., Basalt Regional Library

November 13 | Destination Blueprint Key Stakeholders Workshop, invite only

November 19 | Combined Business After Hours with the Carbondale Chamber at Eagle Crest Nursery

November 28 | Season of Small begins, running through December 24

December 11 | Holiday Business After Hours with Alpine Bank - Willits

plus the 2026 Board of Directors election!

Board of Directors Application

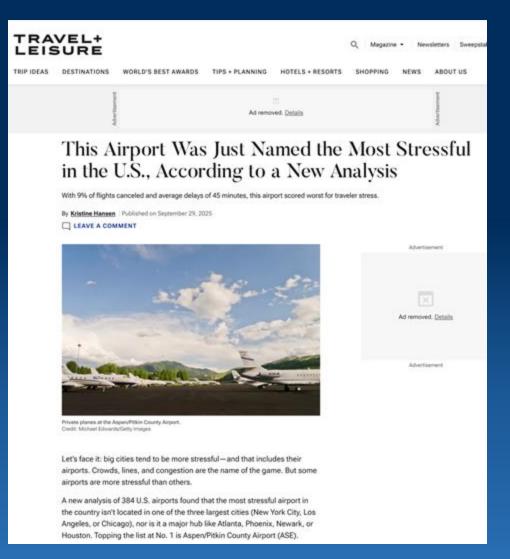




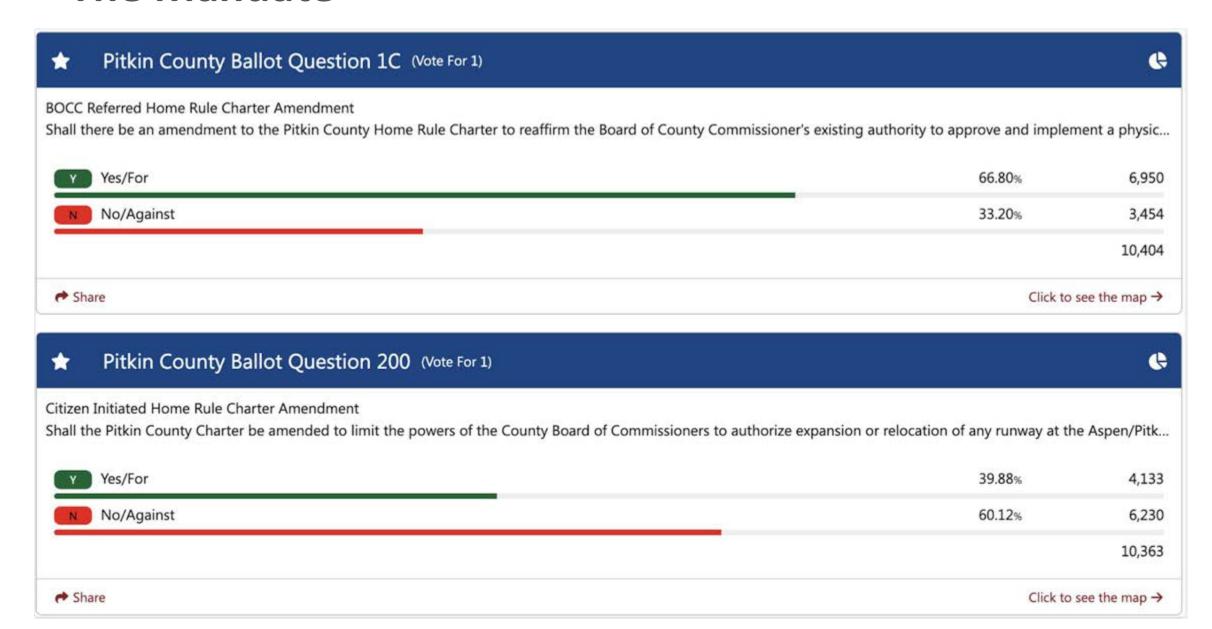






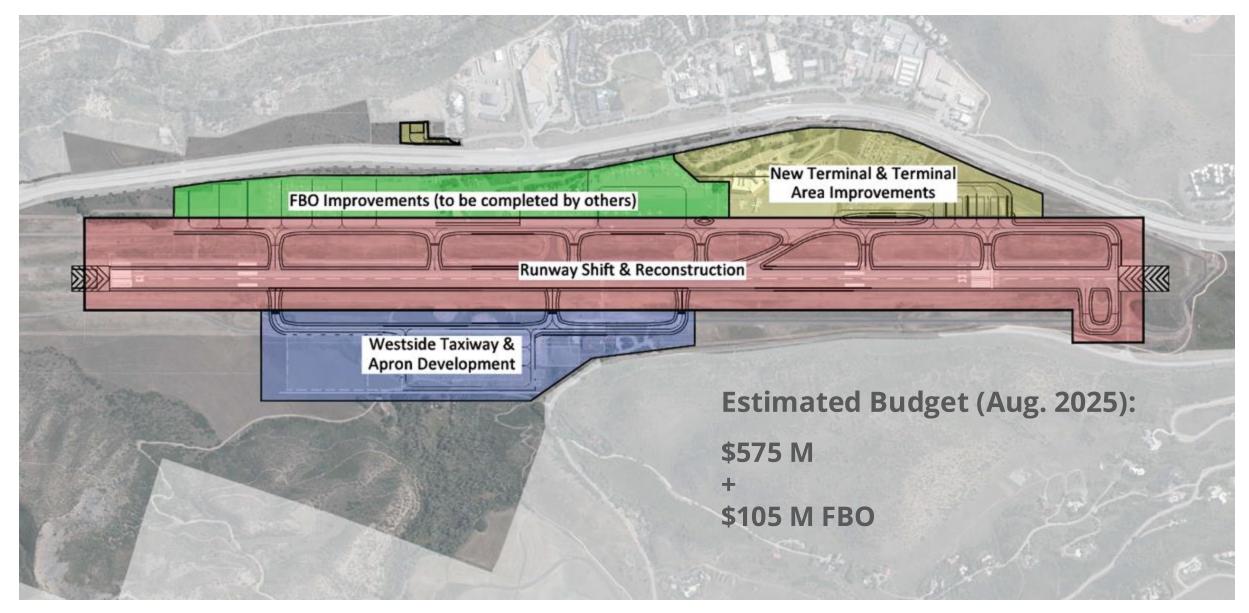


The Mandate



ASE Redevelopment: Program Components





What's Informing Airport Design & Connectivity Planning?







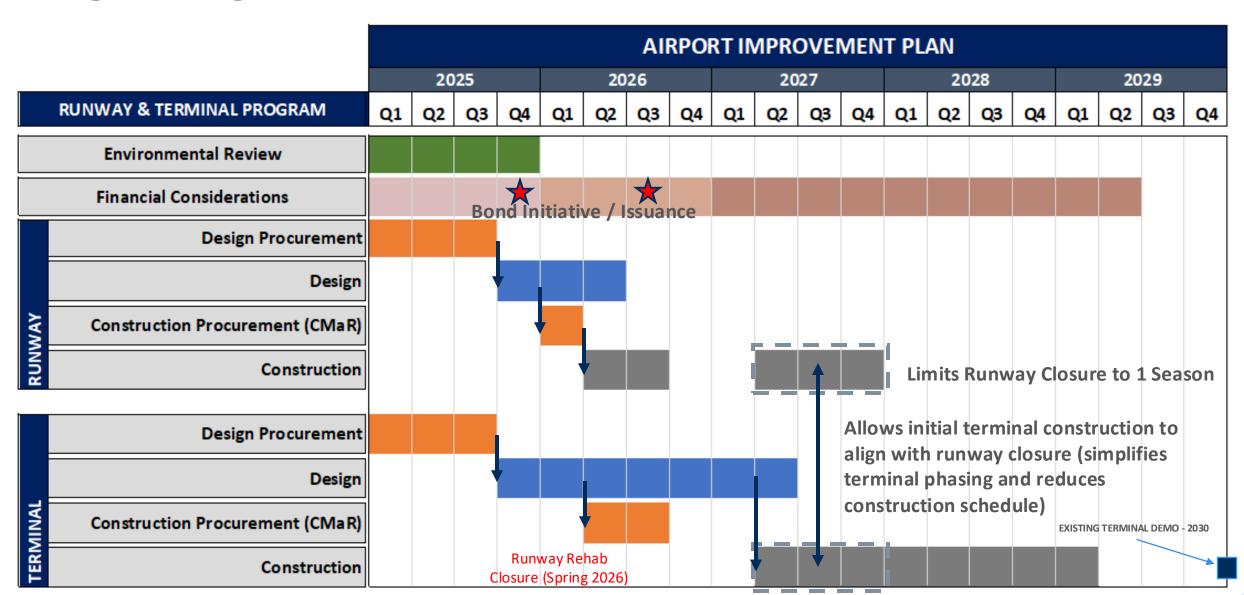
ASE Redevelopment Process (as of Aug. 2025)



| ACTIVITY | STATUS |
|---|-------------------------|
| Airport Planning (Common Ground Recommendations, ALP, etc.) | $\overline{\checkmark}$ |
| Airport Layout Plan (ALP) Update | \checkmark |
| Environmental Approval | \checkmark |
| Project Funding (FAA Grants, Bonds, PFC's, Airport Funds) | In-Process |
| Design Phase (Terminal and Runway) | Mid 2025 – Late 2026 |
| Ballot Issue for Airport Bonds Without Imposing any New Tax | Nov. 4, 2025 |
| Airport Construction Closure (One Construction Season) | Early/Mid to Late 2027 |
| New Terminal Completion (Deconstruction of Existing Terminal) | 2029 |
| Construction/Commissioning/Operations | 2026 - 2030 |

Target Program Timeline

Limiting the runway closure to one season will require two shifts of work. We will need to bring a resolution approving nighttime and weekend work.





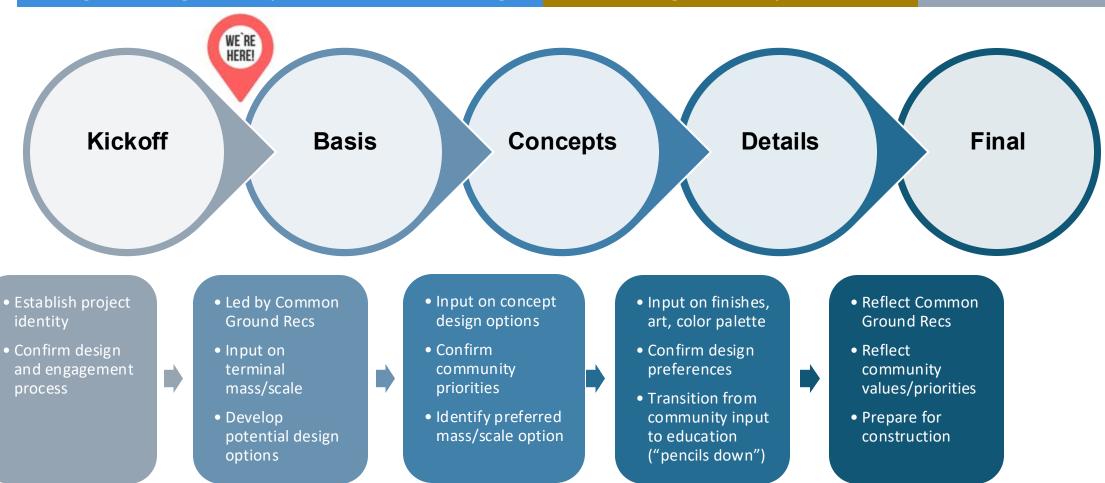
ASE Terminal Design Process: Key Milestones



Programming, Concepts & Schematic Design

Design Development

Construction Docs

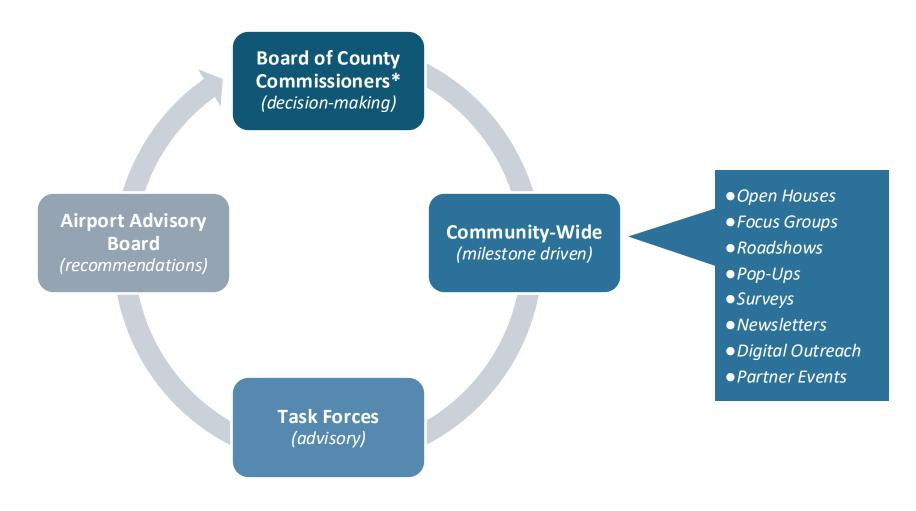


How well does this reflect CGRs?

This is how CGRs are being implemented

Milestone-Driven Decision-Making Process





Engagement/Education Cycle Repeated at Key Milestones
*as needed at major decision points

COMMUNITY OPEN HOUSES

Join us to learn about the Aspen/Pitkin County Airport modernization project and how the Common Ground Recommendations (CGRs) are guiding the design process.

Tuesday, October 15

5-7 PM

Aspen Fire Station

420 East Hopkins Avenue, Aspen, CO 81611

Thursday, October 30

5 – 7: PM

The Hoffmann Hotel

30 Kodiak Drive, Basalt, CO 81621

Ways to Get Involved



Frequent Flyer Updates, Request a Presentation and How to Learn More...







Get Involved at <u>AspenAirport.com/Modernization</u>

- ➤ View upcoming Task Force and Airport Advisory Board meetings
- ➤ Sign up for the ASE Newsletter
- Subscribe to Frequent Flyer Updates
- > Request a presentation for your organization
- ➤ Contact the team: <u>ASEinfo@AspenAirport.com</u>







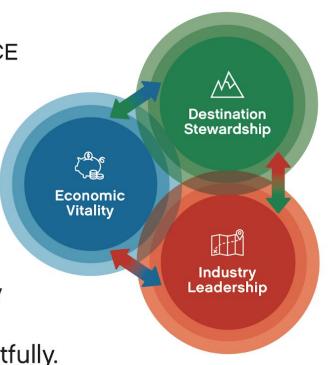


CTO/OEDIT Mission

Empower all to thrive in Colorado's economy.

CTO Vision

We empower the tourism industry by inspiring the world to explore Colorado responsibly and respectfully.









8.6 Billion
Impressions With a PR Ad Value of \$27.8 Million

2024 at a Glance

\$10.4 Billion

Travel Earnings Statewide

\$28.5 Billion in traveler spending



\$1.9 Billion in state & local taxes

287,703,167 Social Media Impressions* 840,000
Visitors at 10
Colorado
Welcome Centers

Campaign ROI
Highest CTO
has achieved
& Top 10% of
ROI in US



CTO Benefited the Industry \$448,875 Through Paid and Social Co-op Programs

Class of 2024

22 Graduated

745,000 International Visitors Recovered 121% over 2021

Grants

\$2.6+ Million in 27 Counties Over \$3.2 Million

Awarded to Support 129 Events in 23 Counties Hosted
24 Workshops &
3,225 Mentor Hours
Across 23 Counties

350,000 Visitor's Guide Ordered 7.1 Million
Visitors to Colorado.com
New site launch in 2024



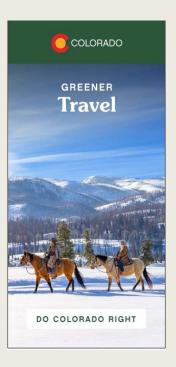
Domestic Marketing - Omnichannel Approach

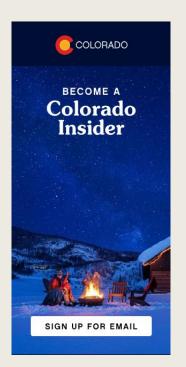




Shine a Little Brighter Winter Campaign







Colorado.com



SMARI Winter FY24 Results

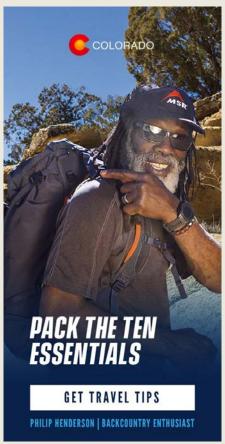
- Directly influenced \$1.92B in economic impact
- Average ROI is around \$300. CTO delivered \$978 highest ROI ever reported in U.S.
- Creative ranked in Top 10% of ads

| Winter Ad Impact | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2021-22 | 2022-23 | 2023-24 | 2024-25 |
|------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Influenced trips | 519,082 | 695,491 | 850,229 | 820,948 | 887,419 | 822,675 | 743,238 | 741,341 | 986,742 |
| Visitor spending | \$1,785 | \$2,127 | \$1,985 | \$1,938 | \$1,948 | \$2,117 | \$1,915 | \$1,943 | \$1,947 |
| Economic impact | \$927 million | \$1.48 billion | \$1.69 billion | \$1.59 billion | \$1.73 billion | \$1.74 billion | \$1.42 billion | \$1.44 billion | \$1.92 billion |
| Media spending | \$2,072,200 | \$2,047,750 | \$2,273,335 | \$2,026,165 | \$2,092,038 | \$1,797,392 | \$1,477,600 | \$1,483,792 | \$1,963,500 |
| ROI | \$447 | \$722 | \$742 | \$785 | \$826 | \$969 | \$963 | \$971 | \$978 |



Do Colorado Right

- Campaign to inspire visitors and residents to protect Colorado's cultural and natural resources.
- Engaging videos that explain the benefit to exploring Colorado respectfully and responsibly
- <u>DoColoradoRight.com</u>
- Check out these videos to use on your website

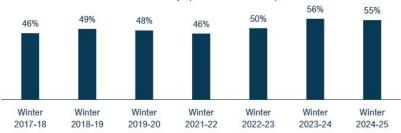




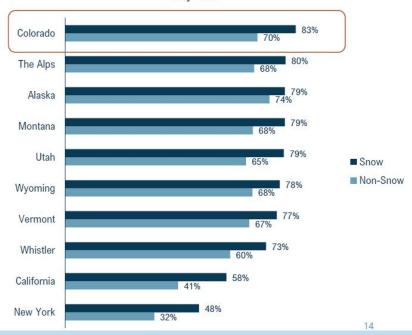
Sustainability

- Colorado rates highest among its competitors as a state that protects and preserves their natural resources well or very well among both snow and non-snow travelers.
- 55% of snow travelers feel sustainability efforts were important in choosing this trip to Colorado, nearly the same rate as last year.

Sustainability efforts were important in choosing Colorado for this trip (Snow Travelers)



States that protect and preserve their natural resources well or very well







Destination Stewardshipin Colorado

- Focus CTO's work and support for communities to ensure the benefits of the visitor economy are balanced between communities, our environment and visitors
- Empower communities to be proactive in protecting and amplifying the long-term value of their destination's cultural and natural assets
- Lessen negative impacts on our lands and people and seek a regenerative approach
- More partnerships and stronger alignment
- Working collectively and transforming the tourism industry mindset



Destination Stewardship Priorities

STRATEGIC PRIORITIES

Elevate Responsible Travel & Sustainability

Champion Resilient Destinations

Advance Inclusiveness & Collaboration

FOCUS AREAS

Awareness & Education

Visitor Experiences

Strategic Partnerships

Industry Support

24+ CTO programs aligned with Destination Stewardship



Destination Stewardship Strategic Planning Initiative



Plan Outputs

- Coalition
- Organization
- Understanding
- Practical Strategies
- Commitments
- Indicators

Success

- Preserve Colorado's natural, cultural, and social assets
- Maximize benefits and minimize impacts for Coloradans
- Deliver remarkable visitor experiences
- Long-term sustainability of the tourism industry



CTOstewardship.com

Importance of International Tourism

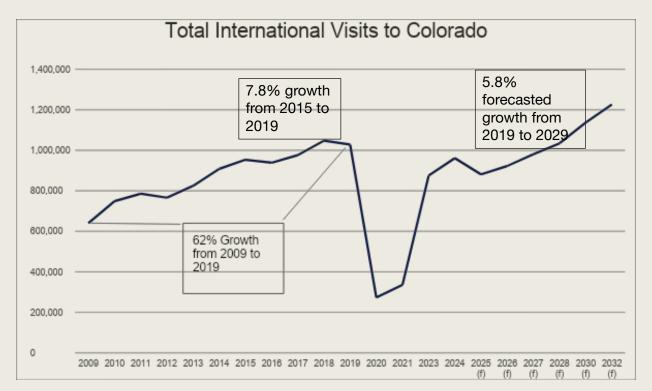
- International Tourists are Colorado's highest value traveler
- Recovery can be aided by the spending power of international tourists, with fewer tourists in destinations spending 3 – 5x more per person, per visit
- International tourists are year-round, mid-week visitors, filling spending gaps for hotels and restaurants





International Tourism Recovery

- 8% decline expected in 2025
- With geopolitical changes, recovery from pandemic now expected in 2028





Colorado International Tourism 2024

International visitor arrivals by origin market

| | 2024 Visitors | vs. 2019 | vs. 2023 | 2024 Spend | vs. 2019 | vs. 2023 | 2024 Ave Spend | vs. 2023 |
|----------------|---------------|----------|----------|-----------------|----------|----------|----------------|----------|
| | | | | | | | | |
| Total | 961,364 | -6% | 10% | \$1,410,873,346 | -14% | 11% | \$1,468 | 1% |
| 8 | | | | - | | | | |
| Overseas | 518,290 | -19% | 9% | \$1,143,947,659 | -16% | 11% | \$2,207 | 2% |
| Canada | 183,240 | 10% | 4% | \$148,055,680 | 25% | 7% | \$808 | 3% |
| Mexico | 259,833 | 16% | 17% | \$118,870,007 | -30% | 17% | \$457 | 0% |
| United Kingdom | 66,373 | -18% | 6% | \$143,500,068 | -27% | 3% | \$2,162 | -3% |
| Germany | 46,019 | 10% | 9% | \$98,238,559 | 1000000 | 4% | \$2,135 | -4% |
| Australia | 38,943 | -34% | 2% | \$107,811,127 | -31% | 12% | \$2,768 | 9% |
| France | 36,344 | -20% | 2% | \$69,023,314 | 0% | 3% | \$1,899 | 2% |
| Italy | 20,361 | 1% | 9% | \$43,751,187 | 29% | 9% | \$2,149 | 0% |
| India | 20,297 | 67% | 31% | \$36,185,163 | 64% | 32% | \$1,783 | 1% |
| Brazil | 19,280 | -32% | 12% | \$48,266,143 | -32% | 10% | \$2,503 | -2% |
| Spain | 15,169 | -4% | 3% | \$25,735,827 | 11% | 5% | \$1,697 | 2% |

[•] Preliminary 2024 Numbers





AMERICA 250 | COLORADO 150

THE VIEW FROM HERE





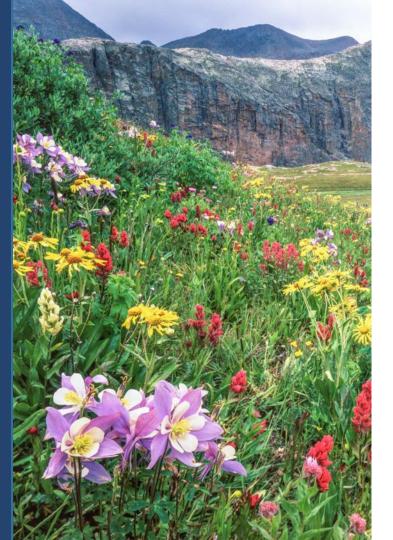
SIGNATURE INITIATIVES

- 1. Colorado Heritage for All (FULLY FUNDED)
- 2. A Portrait of Colorado at 150, Oral History Project (\$150,000)
- 3. Educational Film Series (\$160,000) OEDIT FILM
- 4. Community Grants/Aligned Giving (\$5.5M secured)
- 5. 1876 Online Exhibition and Educational Materials, History Colorado (\$50,000)
- 6. New Scholarship and Publications, History Colorado (\$120,000)
- Marquee Exhibition on American History, History Colorado (\$400,000, \$120,000 secured)
- 8. Print-on-Demand Exhibition based on Marquee exhibition (\$124,000)
- 9. Historic Marker Program, History Colorado (\$300,000 pending)
- 10. Passport Colorado, Colorado Tourism Office (\$250,000)
- 11. Summit 2026: Fourteener Climb, OREC (\$250,000)
- 12. Colorado Drone Shows (\$1M)

Pauline Villa Senior dances in Lafayette's Labor Day Parade in 2002, credit: Judy DeHass, *Rocky Mountain News* via Denver Public Library, RMN-042-2199; Fourth of July Parade in Georgetown in 2005, credit: Maria J. Avila, *Rocky Mountain News* via Denver Public Library, RMN-025-1269, Members of the Aurora, Colorado, Mile High Young Marines stand atop a float with an American flag in 2007, credit: Andy Piper, *Rocky Mountain News* via Denver Public Library, RMN-038-5582.







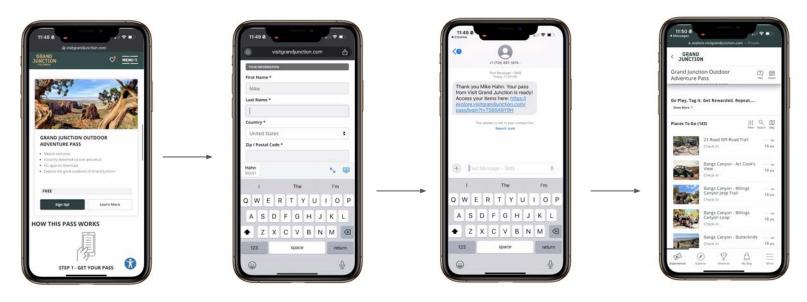
COLORADO PASSPORT

Colorado Passport will take Coloradans on a journey to discover the breathtaking landscapes, rich history, and hidden gems of our Centennial State. This passport program is designed to encourage Colorado's families & children to experience and appreciate the places that make Colorado such a special place to call home.

Tailored for Colorado residents, the Colorado Passport isn't just about collecting check-ins in the passport, it's about discovering the stories of the many people who have called this place home and who continue to make Colorado such a special place.



HOW TO USE IT



Sign up / acquire a passport through the colorado.com landing page, or via QR code (if/where relevant) Fill out the required information (name, email, phone number) to complete the checkout process.

After the pass purchase is confirmed, you will receive an automatic text and email, linking back to the pass.

Start using your pass. Once you click 'view', you can begin checking into locations, using discounts, and exploring all the great deals your pass offers.



COLORADO DRONE OVERVIEW

Colorado Fireworks for a new era, delivering an awe-inspiring sky
presentation uniting communities. Each programmed show be approximately
14 minutes, 10 minutes of fixed Am250-Co150 content, 2 minutes of regional
content and 2 minutes for up to 4 sponsors.

• Estimating 100+ drone shows targeting each region, marketed in every county, scheduled to reach millions of Colorado residents and visitors.

• Kick-off show was held Saturday, September 27th, during the CU Buffaloes halftime show



CO-BRANDING

The Opportunity:

Co-brand existing community events etc. to the 250-150 commemoration in 2026

Incorporating the 250-150 brand logos while incorporating new ideas

Empower Communities: What is your twist, idea or "secret sauce" to celebrate Colorado in 2026?

Take existing community events & co-brand

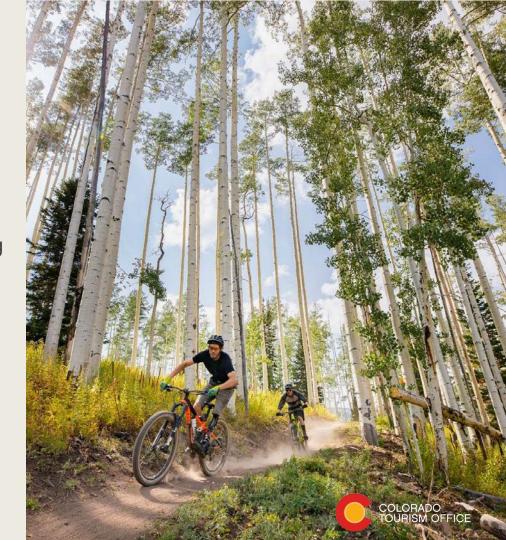
- Cultural Festivals & Events •
- Parades
- Cultural Events
- Music/Concerts
- Culinary
- Fairs/Rodeos
- Museums / Fine Arts

- History/Heritage Events
- Dance/Theater Events
- Winter Holiday Celebrations
- Lectures/Classes
- Children's Events
 - Other



Connect with Us

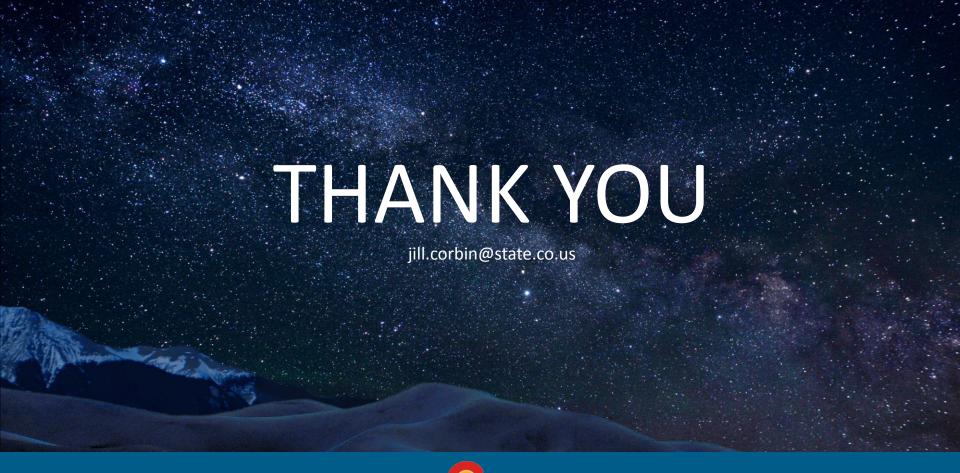
- Care for Colorado Coalition
 - Quarterly meetings
 - Network of 220+
 - Open to those committed to protecting CO's communities and public lands
- Inclusivity in Travel Coalition
 - Quarterly meetings
 - All are welcome
 - Mission is to ensure a welcoming experience for all travelers



GovCon Update

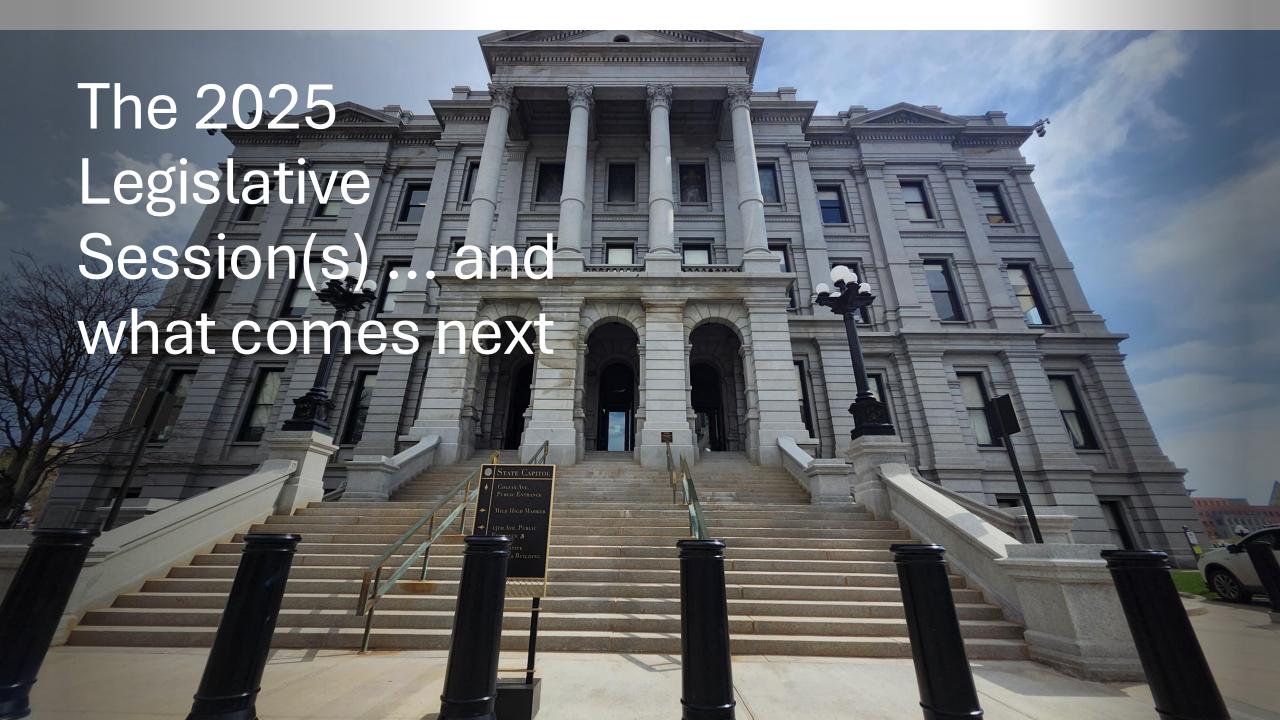
- Please Join Us
 - October 22-24, 2025
 - Hotel Polaris in Colorado
 Springs, Colorado
- Registration is now open!
 - Visit the <u>GovCon website</u> to register











How we got here

- Primary voters rejected candidates on both extremes
- Republicans ended House supermajority
- 23/12 in Senate
- 43/22 in House
- 1 governor who is an independent thinker







2025 Regular Session: The results



Polis vetoed the Labor Peace Act, plus several tech bills



Legislators nixed hospital price caps ... and extreme-temp protections ... and AI whistleblower protections



Tamped down bill on price gouging



Solidified 340B processes for rural hospitals



Regulatory reform in the form of division audits



Lukewarm reception to construction-defects reform



Nuclear energy is clean energy

2025 Session Part Deux: The cleanup







COLORADO FACED \$783M BUDGET SHORTFALL LEGISLATIVE LEADERS DIDN'T WANT DEEP DIVE ON BUDGET CUTS POLIS STILL WANTED TO REWRITE AI REGULATION

What happened in Special Session

- Polis required to give legislators a heads-up on budget cuts
- Five tax breaks rolled back, including regional insurance office deductions, vendor fee, LLCs pass-through
- State selling \$200M in tax credits for health care, insurers
- Legislators kicked the can down the road again on AI regulation





Workforce Development

- 7 Regional Talent Development Summits
- Regional Action Teams crafting final plans
- Discussions of how to make government agencies work better together in this area



What we need from you

1

Stay involved with the Regional Action Teams

2

Let us know what is most important to you in terms of workforce 3

Keep me informed of legislative needs

How do you keep up?

Ed Sealover, VP of Strategic Initiatives and Editor

The Sum & Substance: https://tsscolorado.com

• Email: <u>esealover@cochamber.com</u>

• Phone: 719-659-7907





For business. For Colorado. For tomorrow.



