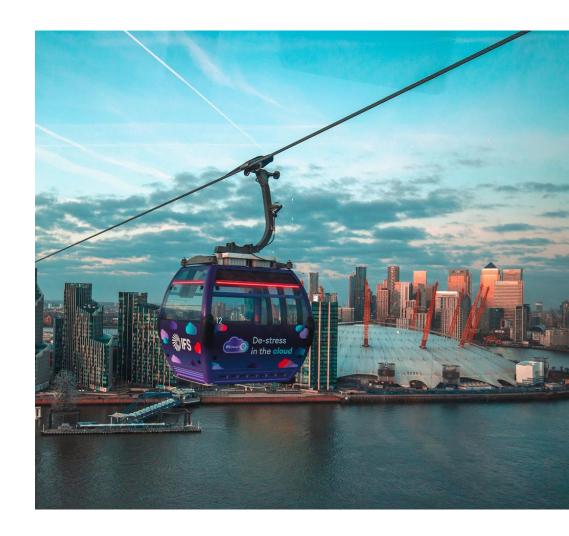


WHO WE ARE

Visit Greenwich is the official, award-winning Destination Management Company for the Royal Borough of Greenwich. A not-for-profit company set up to promote Greenwich and the surrounding area as a destination to leisure and business visitors by working in partnership with all businesses who have a stake in the local visitor economy.

We reach 2 million visitors through our channels and 20 million visitors together with our partners. The local visitor economy generates £1.49billion and supports 14,000 jobs.





THE PARTNERSHIP

The Visit Greenwich Partnership co-ordinates and joins up our visitor economy to ensure that visitors have incredible experiences, and that economic and social impacts are maximised for our businesses and communities in a sustainable way.

THE VISION, 2023-28

We will develop the Royal Borough of Greenwich as the "must see" destination in London to maximise the value of our unique historic, contemporary and riverfront assets. Our growth will create sustainable economic and social opportunities for our local businesses and communities. 17,160,000 VISITS

1,920,000 PAGEVIEWS

40,0004 SUBSCRIBERS

35,000+ FOLLOWERS

300,000 TIC VISITORS





MARKETING & PR

Inventive & inspiring campaigns and marketing support for your business.

PROFILE

Raise your profile and brand awareness via our marketing services. You can also increase your reach beyond the UK via our international activities.

INTELLIGENCE

Performance data, visitor profiles, the latest industry insights, statistics, domestic and international market trends to aid your growth.

WEBSITES

Dynamic, commercial and responsive. visitgreenwich.org.uk | enjoyroyalgreenwich.org.uk



EXPERTISE

We are your local tourism experts. We provide expertise and a range of relevant services that support our partners' needs and destination's growth.

ACCESS

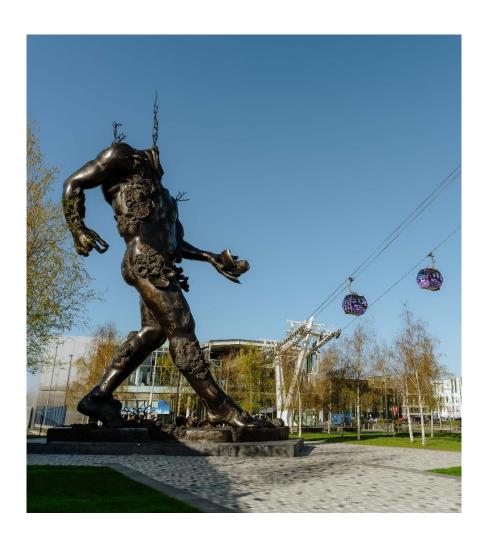
Connect with a community of more than 450+ travel trade professionals and 100+ partners from across the industry. Joining Visit Greenwich allows you to actively engage and connect with UK's top tourism businesses.

GROUPS & TRAVEL TRADE

Targeted marketing and B2B2C engagement opportunities and representation. Work with us to help you reach the right people to help you generate business.

TOURIST INFORMATION CENTRE

Tickets, bookings, promotional space, advice, inspiration, visitor information services.



MEMBERSHIP NETWORKS

We are members of the UK's leading trade associations and networks. We can signpost, advise and facilitate introductions to connect your business directly with other suppliers and buyers for collaboration and networking opportunities.

MEETING & CONFERENCES

Proactive promotion of our outstanding venues & events. Feature in our online venues directory.

REPRESENTATION

We represent your views and concerns to local Government, and advocate for growth that will create sustainable economic and social opportunities for our local businesses and communities.

SHOWCASE

Showcase your attraction, hotel or venue as a part of your partnership. Promote your products and services by hosting a partnership event, familiarisation trip, or networking meeting to show the very best of your venue and offering.

OUR PARTNERS

You're in good company











































	PLATINUM £33,000	GOLD £11,000	SILVER £5,500	BRONZE £3,300	COPPER plus £550	COPPER choice £35/month
Potential Seat on the Visit Greenwich Board	✓	✓				
Potential Seat on the Marketing Steering Group	✓	✓				
Dedicated account manager	✓	✓	✓	✓		
Strategic contacts and referrals	✓	✓	✓	✓	✓	
Membership benefits via London & Partners, UKinbound, VisitBritain/ VisitEngland, ETOA, Tourism Alliance, etc.	✓	✓	✓	✓		
Marketing support and advice	✓	✓	✓	✓		
Partner newsletter	Every issue	Every 2 nd issue	Twice a Year	Once a Year	✓	
Access to Visit Greenwich working groups, such as marketing, events, skills, and travel trade	✓	✓	✓	✓		
Access to networking events	✓	✓	✓	✓	✓	✓
Signposting to various delivery services across the Royal Borough of Greenwich	✓	✓	✓	√	✓	✓
Inclusion in Workzone employment project	✓	✓	✓	✓	✓	
RESEARCH & INTELLIGENCE						
Access to market research and intelligence	✓	√	✓	✓		
CONSUMER						
Website entry and hyperlinks	Enhanced+	Enhanced+	Enhanced	Enhanced	Standard	Standard
Online bookings	✓	✓	✓	✓	✓	
Advertising opportunities	25% Discount	20% Discount	15% Discount	10% Discount	✓	
Inclusion in social media	✓	✓	✓	✓	✓	
Use of image library and marketing toolkit	✓	✓	✓	✓	✓	✓
Destination Guide listings	✓	✓	✓	✓		
Inclusion in Consumer Newsletter	Every Issue	Every 2 nd Issue	Twice a Year	Once a year		
Marketing campaign opportunities	✓	✓	✓	✓		

	PLATINUM £33,000	GOLD £11,000	SILVER £5,500	BRONZE £3,300	COPPER plus £550	COPPER choice £35/month		
TRAVEL TRADE & GROUPS								
Website entry and hyperlinks	Enhanced+	Enhanced+	Enhanced	Enhanced	Standard			
Inclusion in trade itineraries	✓	✓	✓	✓	✓			
1-2-1 representation at B2B trade shows	✓	✓	✓	✓				
Referrals from travel trade activity	✓	✓	✓	✓				
Opportunity to buy into stand presence at exhibitions	✓	✓	✓	✓	✓			
Opportunity to participate in overseas sale missions	✓	✓	✓	✓	✓			
Inclusion in familiarisation visits	✓	✓	✓	✓				
MEETINGS & CONFERENCES								
Website entry and hyperlinks	Enhanced+	Enhanced+	Enhanced	Enhanced	Standard			
Referrals from venues activity	✓	✓	✓	✓	✓			
Active marketing & representations	✓	✓	✓	✓				
Inclusion in familiarisation visits	✓	✓	✓	✓				
PR ACTIVITY								
Participation in press trips	✓	✓	✓	✓				
Representation at media events	✓	✓	✓	✓				
Inclusion in press releases	✓	✓	✓	✓				
GREENWICH TOURIST INFORMATION CENTRE								
Digital Advertising on TV screens	✓	✓	✓	✓				
Ticket sales	✓	✓	✓	✓	✓			
Leaflet racking in the TIC	✓	✓	✓	✓	✓			
Discounted destination training for front line staff	✓	✓	✓	✓	✓	✓		
		We also offer Bespoke Partnership & Marketing Packages throughout the year.						







PARTNER NEWSLETTER
Every 2 months



CONSUMER NEWSLETTEREvery 2 months



WHAT'S NEW IN GREENWICH FOR 2023/24





PARTNER HUB

CASE STUDY: AUTUMN/WINTER CAMPAIGN 2022-23

11 CAMPAIGN PARTNERS | £70K BUDGET | PAID MEDIA & OWNED CHANNELS | TARGETED DIGITAL CAMPAIGN

6.5
MILLION
REACH

OVER 65K

PPC/SEO
820K
PAGEVIEWS
[367K UNIQUE]

2.7% ENGAGEMENT RATE

GOOGLE AD CAMPAIGN

47.6 K NEW USER

INTERACTIONS & ENGAGEMENTS

FACEBOOK 132%



INSTAGRAM FOLLOWERS TO STATE OF THE STATE OF



AWARDS









WINNER

DIGITAL MARKETING CAMPAIGN 2023

WINNER

ADVERTISING CAMPAIGN C250,000 MEDIA SPENI 2022

FINALIST

extraordinary AWARD 2022



CONTACT

Get in touch to find out more about becoming a Visit Greenwich partner 020 8103 3055 | partnership@visitgreenwich.org.uk





