

### **Board Meeting Agenda**

Date: Time: 11:00 - 13:00 Location: ONLINE

1	Welcome	11am
2	Apologies for Absence	11:05
3	Declarations of Interest	11:10
4	Observers	11:15
5	Matters Arising from Previous Minutes	11:20
6	Governance  a. Levy update  b. New Board Directors update:  i. Paul Mooney (incl.)  ii. Dave Hiscutt	11:30
7	Finance Report  a. Updates and budgets	11:40
8	Marketing	12:00
	a. ITB and LWP reports	
	b. Marketing subcommittee (None, Aug or Sept) DR outline	
	c. Place informatics stats June, July and Aug	
9	Improve	12:10
	a. Minutes of Improve Subcommittee (Sept)	
	b. Ranger contract renewal – (crime report incl)	
	c. Hanging baskets tender update	
10	Shape a. Bollards (Will Holmes WTC to join)	12:30
11	Funding applications  a. B-side/Weymouth College	12.40
	AOB –	12:50
	SHAPE initiative/improve - Grants for business TBD	
	WTC Markets impact	
	Dates of next meetings all 11-1pm:	
	1. October 30 <sup>th</sup> In person	

## **BID Board Meeting**

**Date:** 24 July 2024

Time: 11am

Venue: TEAMS-Online

**Present:** Chair: Graham Perry (GP), The Bridge Fair Trade Shop

Vice Chair: Jonathan Oldroyd (JO), Gloucester House

Lynne Fisher (LF), St John's Guest House

Tamsin Mutton Mcknight (TMM), Merlin / SEA LIFE Jye Dixey (JD) The William Henry JD Wetherspoon

Josephine Parker (JP) EBike@Deheers

Cllr Howard Atkinson (CHA) Weymouth Town Council

In Dawn Rondeau (DR), Chief Operations Officer, We Are Weymouth

**Attendance:** Helen Heanes, (HH) Dorset Council

Cllr Rob Hughes (CRH) Dorset Council

#### **WELCOME**

GP welcomed everyone

#### **APOLOGIES FOR ABSENCE**

Hayley Moore (HM) The Flamingo Room. Chris Truscott (CT) McDonald's

#### **DECLARATION OF INTEREST**

No declarations of interest were made.

#### **OBSERVERS**

Helen Heanes (HH) from Dorset Council Cllr Rob Hughes (CRH) Dorset Council

#### **MATTERS ARISING FROM PREVIOUS MINUTES**

No matters arising from previous minutes.

#### **GOVERNANCE**

#### (a) Levy Update

DR advised Board that Summons had been sent out to non-payers – it has been suggested that the BID to send out a letter prior to the Summons to all unpaid Levy payers between final demand and summons as a gesture of good will. DR to sort out additional letter (hand delivered) to debtors for 2025.

#### (b) Construction query

DR raised a query with reference to a bill that has been sent by a construction company that they contested paying. GP and JO were mindful of the investment in the building, but it was discussed in line with all other levy paying businesses, landlords, construction companies etc, who had made payment. The matter was put to the board, and it was unanimously voted that the bill should be paid with no 'special treatment'.

#### (c) New Board Directors

The board voted on the application from Cllr Howard Atkinson representing Weymouth town council and replacing Cllr Orrell. CHR was unanimously voted onto the board and was then given access to the meeting and welcomed.

Dave Bennett was due to represent the caravan and camping parks as well as Bowleaze but currently is unable to pursue directorship due to personal circumstances. DR to remain in communication should his circumstances change.

Paul Mooney from Cove Gallery has agreed to represent the retail sector and south harbourside as a director on the board and will be filling out the paperwork. Paul will come for voting in the September board for commencement at that meeting.

#### **FINANCE REPORT**

#### (a) Updates & Budgets

Board acknowledged that GP and DR will be sitting down and finalising the budgets shortly. JO asked if we could put deposits in a savings account to raise interest. **DR to investigate savings account.** GP asked if anyone had any further questions. non raised.

#### (b) Retail agreement

DR asked for approval of board to sign for another year at Pilgrim House at £2000 a quarter. Board unanimously approved. DR stated that we have an interest in the Centre of Excellence, but this is a future discussion. GP asked if there were any further questions on finance. None asked.

#### **MARKETING**

#### (a) ITB and LWP reports

DR asked if there were any questions on the reports. These were approved by the board.

#### (b) Subcommittee report

DR asked if there were any questions on the reports, there were none. These were approved by the board.

#### (c) Place Informatics

DR gave a summary on Informatics which provides data on mapping of footfall, including where they have come from. Previous information is available as data so helps with plotting with future events. TM stated that she feels this would be valuable information and a worthwhile investment, to have greater information of spend and for us to put money in the right place. GP asked HH her opinion and HH feels that it would be of great benefit to help with analytics. GP stated it was £4000 per annum and we are only committed to a year! GP asked board for any other thoughts. RH thinks it would be a valuable information, especially when it's telling us where the people have come from, because when we are then looking to promote Weymouth town centre elsewhere in the country, we can see where we are getting our demographic of people from and feels that it will be useful for marketing PR centralisation as well as information. GP put this to a vote from the board, and £4K was approved to install Place Informatics for this current year.

#### **IMPROVE**

#### (a) Minutes of Improve Sub Committee

DR and JB were able to meet to discuss illuminated signs on the sea front. WAW were advised that the signs are going to be taken over by a commercial company and that the town council are getting 10% of the airtime on it. The council would like work in conjunction with the BID to look at leafleting in places such as Bournemouth, Exeter, Dorchester, to encourage people who are on holiday in those locations to come to Weymouth. DT stated that there will be another meeting in Sept/Oct when the many questions can be raised.

#### (b) Rangers

GP and DR are looking at the budget. DR asked if we should extend to the end of the year allowing time to get to grips with it, DR reported that there are 2 prolific offenders that the police are looking to sentence today, this was due to the work between shop keepers, police and our Rangers. The police wanted DR to pass on the success of partnership working together and the police are using DISC now. DR is also looking at the long term and there are questions if we can reduce budget with help from the council or grants. DR reported that this will have to be discussed in depth later in the year as the Rangers and In the Bag are a high proportion of our money. GP suggested that the five-year plan will need working on as cuts will have to be made. JD asked if we could employ directly, DR stated we would have to take the lability of body cameras and time etc and it was agreed previously that it would best serve purpose to employ an external company. CHA asked for DR to explain the Rangers. DR outlined duties of Rangers, 100 days of Summer, shoplifting and ASB.

#### (c) Hanging Baskets

DR requested that the hanging baskets are put out to tender. GP asked the board while DR is going out to tender to look as saving costs and GP agreed that it would it be better to go out for a 3-year contract to save on admin. LF and JP agreed that we should keep the hanging baskets, with longer contract, and better price. GP asked if board were happy to put to tender and all agreed. GP suggested once tenders received to take a view of the service perhaps agreeing a 3-year contract with a get-out clause should we not be happy with service or quality, GP discuss further with board in September's meeting once tenders received. The board voted unanimously for **DR to publish Hanging basket tender** 

#### **SHAPE**

#### (a) Cruise Ships

DR reported that the residents are still quite vocal, but a good argument was put together in partnership with WTC to keep the ships coming to Spring Rd and that DC and Port were in constant communication. The south harbourside community do not want to see the loss of the ship passengers. DR would like to encourage dialogue between the residents, port and councils but compromises will need to be fair to all.

#### (b) Harbour

Harbour master has spoken to DR and the reason we are unable to have Waverley is due to the regeneration work, but there is potential for mooring of the Waverley next year. Tall ships cost a lot to come into harbour and Dorset council are not able to justify the high spend. GP is looking forward to the return of the Waverley due to the income it brings in. RH stated that he is having a meeting with the Harbour manager; the harbour revision is still going ahead which could mean liners could bring in more than 12 people.

#### (c) Bollards

DR reported that WTC are still unsure about their views on the bollard removal. The board feel that this would be a travesty if they were moved. GP stated that it is no one's responsibility and no one wants to pay. DR reported that it used to be completed by the beach team, but since they have paid for it now no one wish to take financial responsibility. CHA suggested he will raise this at the next full council or Environmental meeting, DR is happy to attend a meeting if this will help. Board is passionate about a solution being

resolved. CHA informed that the next FULL council meeting is 31<sup>st</sup> July, but the deadline for a question is today. **DR to write a letter regarding bollards for submission by end of day** and is happy to attend. LF suggested that a strong letter was to be sent to both councils, CRH to provide relevant portfolio holder names.

#### **FUNDING APPLICATIONS**

#### (a) Jurassic Coast Trust (£1750)

Jurassic Coast Trust for summer activities happening twice a week in the building next to the Clipper at what was Queens the jewellers, to partly engage young people, offer fossil workshops, and with the larger aim of public engagement regarding the future of the proposed Jurassic centre. BID wants to support the future of a Jurassic centre as this would be crucial to the town future-proofing strategy. GP asked if the board would support, and the board voted unanimously to support JCT to the value of £1750.

#### (b) St Nics Art Week (£750)

St Nic's Art Week for £750 to put on a week of activities at Saint Nick's Gallery. Delivering clay sculptures, arts & crafts, working with Housework's and various other artists for a week of activities during the summer. Concern was discussed about it not being a legacy event, or for the duration of the summer, plus being a free wet weather event competing with other levy payers. GP put this to the board, and unanimously agreed not to support St Nic's Art week.

#### AOB

DR reported that we should hear from success of Towns of Culture at the end of next week

CHA asked BID thoughts on Enterprise and a possible hotel on peninsula, DR advised that this initiative had been investigated on several occasions and deemed unviable

DR reported that there would be a window display competition happening at Christmas and a training session in Sept/Oct with CRH for businesses to learn window dressing techniques.

DR suggested another levy payer event to conduct an awards ceremony for window displays as well as another opportunity for engagement with levy payers. Possible suggestion a Monday evening in January TBD. DR to create concept and price for Jan levy-payer event and bring for approval in September

#### **DATE OF NEXT & SUBSEQUENT MEETINGS**

25<sup>th</sup> September – In person Pilgrim Place 23<sup>rd</sup> October TBC

27th Nov

#### Summary of drawdown funds available (for period 1st April 2023 to 31st March 2024)

<b>Figures</b>	from	Paul	Bliss	Report
----------------	------	------	-------	--------

Opening Balance of unclaimed drawdown funds	56,800.33	Net invoices to be collected	£188,659.02
Payments to the BID Board	(56,800.33)	Outstanding invoices	£17,073.78
Cash collected in March 2024	0.00	Total amount paid to date	£171,585.24
Refunds in March 2024	0.00		
Balance Available	0.00		

#### Summary of current drawdown funds available (for all income collected from 1st April 2024 to 31st March 2025)

Opening Balance of unclaimed drawdown funds		98,223.37	Net invoices to be collected	£320,818.24
August 2024 Payments to the BID Board (invoice received)		(98,223.37)	Outstanding invoices	£35,761.52
Cash collected in August 2024		14,847.27	Total amount paid to date	£285,056.72
Refunds in August 2024				
Balance Available	(We have billed DC for these funds)	14,847.27		

So far in this current year (April 2024 - March 2025) Dorset Council have collected and paid over the following amounts from brought forward levy debtors.....

			£
BID Levy Income 2022-23	Sep22-Aug23	£	3,039
BID Levy Income 2023-24	Sep23-Mar24	£	56,800
		£	59,839

Projected 95%		£305,900	£305,900
evy Collection fee @ 3% of amount collected		-£9,177 £296,723	-£10,000 £295,900
mprove - Approved BID Ranger Apr 24-Oct 24	£24,990		
Crime Reporting- DISC	£3,800		
Hanging Baskets	£20,000		
(mas Trees	£2,000		
Revolting Artists	£0		
rails	£1,344		
evy Payer Engagement AGM	£500		
Dino install project		but not spent as was approve	d pending grant succes
labs	£5,000		
vindows	£400	an for only CEOO an ont	
1aps nformatics	£1,000 £4,000	so far only £500 spent	
Artwey	£1,000		
mprove - Not Approved	]		
BID Ranger Apr 24-Oct 24	£17,850	TBD	
evy payer engagement Jan		good for visibilty with levy payers	
Graffiti Removal	£500	no need this side of Easter	
Signage		improve discussion	
lyer	£2,000		
Application Appropriate		£90,884	£85,000
Aarketing - Approved Christmas 2023-24	£30,000		
/isit Dorset	£2,500		
VFF	£4,000		
/olleyball	£2,300		
EAST	£3,000		
DuskTilDark Sep2023	£20,000		
Pirates	£3,000		
Veymouth Flyer	£1,170		
Halloween/Zombies	£2,000		
CT Mala sites	£0		
Vebsite  Very state of the stat	£1,440		
Dino week event ( plus racing)	£3,500	need to do something in feb but co	d keep it down to £1K
		£72,910	£66,000
PR & ADVERTISING			
Advertising - PRESS	£3,480		
Ads and PR - FACEBOOK	£1,200		
Outsourced Marketing Campaign (ITB)	£30,000		
oving Weymouth & Portland	£17,000	CE1 600	CE2 000
STAFF COSTS	I	£51,680	£52,000
Vages & Salaries inc costs	£71,652		
		£71,652	£72,000
Overheads			
Rent	£8,000		
nsurance	£1,186		
Repairs & Maintenance	£397		
Assets, IT, Chairs	£4,341		
Electric - Street Stand	£1,200		
elephone & Internet T Software and Consumables	£1,694 £3,902		
Printing & Stationery	£3,902 £1,644		
Sundry Expenses	£1,748		
Cleaning	£567		
Notor Vehicle Expenses	£240		
Accountancy - Annual Independent Inspection	£3,000		
Outsourced Bookkeeping	£4,800		
Bank Charges	£84		
		£32,803	£32,803
CONTINGENCY	£10,000	CE 000	C10 000
Say 50% for remaining 6 months		£5,000	£10,000
		£324,929	£317,803
			,000
rojected IN YEAR deficit		-£28,206	-£21,903
P&L Reserves brought forward @ 01/04/2024 Projected IN YEAR deficit		£ 114,854 -£ 28,206	

86,648

Projected carried forward reserves @ 31/03/2025

# in the bags

Monthly Report July 2024





#### We Are Weymouth (BID) | July 2024

#### Coverage

Coverage			D	A) /F	NI.I.
Date	Publication		Reach	AVE	Notes
09.07.24	Dorsetecho.co.	https://www.dorsetecho.co.uk/news/244403 46.weymouth-beach-volleyball-classic-retur n-2024/	57,916	£1,128.67	Sponsorship
10.07.24	Dorset Echo	Print	10,196	107.64	Sponsorship
12.07.24	telegraph.co.uk	https://www.telegraph.co.uk/travel/destinations/vibrant-weymouth-feels-like-english-seaside/	2,352,772	£47,761.27	Pitching
12.07.24	The West Dorset Magazine	Print	0		Press Release
12.07.24	The Week	Print	135,779		
16.07.24	Closer	Print	119,931		Sandworld - pitching
20.07.24	planetradio.co. uk	https://hellorayo.co.uk/hits-radio/bournemo uth-poole/news/small-businesses-across-d orset-call-on-new-government-to-cut-taxes/	164,091	£1,632.21	Interview
20.07.24	GHR	Broadcast	44,000		Interview
23.07.24	Dorsetecho.co.	https://www.dorsetecho.co.uk/sport/244700 71.preview-weymouth-beach-classic-set-ge t-underway/	60,303	£650.06	Sponsorship
24.07.24	Dorset Echo	Print	10,196	£82.17	Sponsorship
24.07.24	Dorsetecho.co.	https://www.dorsetecho.co.uk/news/244743 30.weymouth-beach-volleyball-classic-begi ns-amid-uncertain-future/	60,303	£545.21	Sponsorship
24.07.24	Yahoo! News UK	https://uk.news.yahoo.com/prestigious-beach-volleyball-event-begins-230000693.html	207,823	£1734.44	Sponsorship
25.07.24	Dorset Echo	Print	10,196	£30.06	Sponsorship
27.07.24	Keep 106	https://keep106.com/2024/07/26/weekend-s ports-preview-7/			Sponsorship
28.07.24	getwestlondon. co.uk	https://www.mylondon.news/whats-on/travel -reviews/uk-seaside-towns-margate-29626 743	258,249	£4490.16	Press Trip
28.07.24	Getsurrey.co.uk	https://www.getsurrey.co.uk/lifestyle/travel/best-british-beaches-margate-weymouth-296	71,654	£1245.85	Press Trip



#### We Are Weymouth (BID) | July 2024

		26701			
28.07.24	Yahoo ! (UK)	https://uk.news.yahoo.com/beautiful-seaside-town-best-sunsets-092730795.html	207,823	£3613.41	Press Trip
28.07.24	Thisiskent.co.u k	https://www.kentlive.news/whats-on/seasid e-town-kent-sunsets-margate-9442254	79,020	£1373.92	Press Trip
29.07.24	Netmums	https://www.netmums.com/life/i-stayed-at-a-family-beach-club-holiday-park-heres-why-im-booking-again-next-summer	173,555	£3017.6	Press Trip
30.07.24	Dorsetecho.co. uk	https://www.dorsetecho.co.uk/sport/244831 36.dorset-winner-weymouth-beach-volleyba II-classic/	60,303	£545.21	Sponsorship

Total reach for July: 4,084,110

Total Advertising Value Equivalent for July: £50,630 20 pieces of coverage across online, print and digital

#### We Are The Best

- Press Visits for the following booked in:
  - Netmums July (Waterside) completed itinerary (accommodation, boat trip, meals and attractions)
  - The Sun completed itinerary (accommodation, boat trip, meals and attractions)
  - Daily Mirror TBC
- Liaised with guest houses to discuss offering accommodation
- Liaised with Great British Food to discuss foodie press visit to Weymouth
  - Looking at dates
- Liaised with Dorset Echo to amend dates of Dusk Til Dark on website made complaint about the error as at their end
- Pitched the Nothe Fort and Sandworld into the guardian for 'things to do with kids on rainy days' feature - signed off copy and costs but haven't seen coverage yet
- Pitched attractions and AR trail into Red Magazine for culture section things to do with kids in the summer holidays
- Pitched expert comment from Dawn into Pick Me Up! Magazine on why we love the seaside - in print
- Pitched Sandworld into Daily Mail for feature on weird and wonderful attractions in the UK
- Pitched Weymouth into the Telegraph for press trips opportunities (freelancer)



#### We Are Weymouth (BID) | July 2024

- Pitched The Nothe into the guardian for feature on low cost things to do with kids in the summer (and in the rain)
- Pitched Weymouth attractions and the AR Trail into The Telegraph looking for family friendly activities this summer
- Pitched Sandworld into Closer magazine for feature on attractions for kids this summer
- Liaised with The Daily Telegraph to share info on Weymouth, answer questions, share photography for Weymouth feature online
- Pitched Nothe Fort and Sandworld into The Sun for 'things to do in school holidays' feature
- Liaised with Netmums to supply photography and additional information following press visit
- Pitched St Alban's Street into The Times for feature on really lovely high streets

#### We Are Weymouth Marketing Strategy

- Circulated rushes for Volleyball to local new stations
- Liaised with Dorset Echo to amend dates of Dusk Til Dark on website made complaint about the error as at their end
- Pitched Worldbeaters into Digital Frontier looking for culture stories
- Pitched Worldbeaters into Pick Me Up! Magazine for September editions
- Pitched Dawn into newsquest for feature on staycations
- Pitched autumn/winter events schedule into Good Housekeeping for feature on events for winter
- Pitched Dawn into Business Live for feature on inspirational business people
- Pitched Worldbeaters into Positive News
- Pitched Christmas schedule into 'My Best Christmas Ever' blog
- Arranged for Dawn to speak with GHR to discuss small businesses and what the government can do to help them over the coming months
- Pitched Dawn into Woman's Weeklies for feature on women who spread Christmas cheer
- Arranged for SEALIFE to provide quote to the The Sun on stingrays and the UK coast coverage has not appeared yet
- Pitched Weymouth small business owners into the Daily Mail for feature on small business economy
- Pitched Halloween in Weymouth into Weather2Travel website expecting coverage
- Added Dusk Till Dark to Visit Dorset website



#### We Are Weymouth (BID) | July 2024

- Pitched Worldbeaters into the Daily Telegraph and followed up free festivals/events feature
- Pitched AR Dino trail into The Sun for feature on things to do with kids this summer for free

#### Social Media

- 'Business of the Week' content creation scheduled in for July and August
- 'Weymouth in the Press' content creation scheduled for July and August
- 'We Are the Best' content creation scheduled for July and August
- Spent time with Facebook support trying to link Instagram and Facebook accounts need to raise and admin dispute to regain control
- Liaised with Dawn and Andy on access to YouTube account and WAW gmail now completed

#### Advertising

Liaised with Families Magazine to discuss advertising opportunities for autumn

#### AOB

- Marketing subcommittee call
- Phone calls with BID team
- Circulated monthly reports to WAW team
- Uploaded press releases to both websites
- PR Newswire
- Shared coverage with key businesses

Upcoming activity
We Are Eventful
Worldbeaters

# LOVE WEYMOUTH REPORT TO WAW MARKETING COMMITTEE RE. JULY 2024

#### **KEY SOCIAL MEDIA STATS JULY 2024 (FACEBOOK & INSTAGRAM)**

Facebook Page Followers: 79,802 (78,885)

Monthly total Social Media visits to profile pages: 22,300 (20,321)

Daily visits to Facebook profile page: 719 (650)

Cumulative Facebook post reach: 2,317,000 (2,552,540)

Facebook video/reel views: 357,000 (135,300)

Instagram Followers: 17,300 (17,284)

Instagram total post reach: 43,710 (65,010)

Instagram video views: 52,200 (35,097)

Total Social Media Reach: 2,360,710 (2,617,561)

Facebook Account Reach: 822,900 (716,300) Instagram Account Reach: 18,400 (18,800)

Value of Social Media post reach based on average boosted post cost of £6.00 CPM £14,160.00 (£15,702.00)

We're Loving Weymouth and Portland Facebook Group

Member: 29,650 (27,900) Total Month Posts: 468 (421) Total Comments: 5,552(3,700) Reactions: 43,913 (45,000)

Post Views: 347,000

Group growth is positive. We continue to ban advertorial posts as we believe they discourage users from interacting. We'll continue use the group to promote key events eg BID sponsored ones, fireworks, motoX etc as well as certain purely charitable events eg Lifeboat Week.

#### **THREADS**

Threads followers continues to grow subscribers up by 185 to 2,840 by month end.

#### TIKTOK

Our account is growing slowly and was up by 110 followers to 1144 at end July

#### **WEBSITE STATS JULY 2024**

Recorded user sessions: 21,959 (16,503)

The events and gig guide were maintained throughout the month

Unbranded events listings continue to be embedded in weareweymouth.co.uk

#### YOUTUBE JULY 2024

Youtube Subscribers – 1,117 (1,116)

Youtube Video Views – 3,100 (4,000)

Youtube Minutes Viewed – 4,008 (5,166)

### **OTHER ACTIVITY JULY 2024**

- 1. As events have expired we've worked hard to maintain the content of the events listings throughout the month with around 100 new events being added ending with a total of 240 listed events listed at month
- 2. Poor weather had an effect on reach during the month so a big emphasis was put on new content creation in order to maintain engagement
- 3. Additional work took place on content creation for the Weymouth and Portland PR Project.

- 4. Attended to Beach Volleyball Tournament and created highlight video for submission to news channels
- 5. Various WAW press releases were published on the Love Weymouth website during the month and posted to our socials

**ANDY COOKE 18/09/2024** 

# in the bags

# **Monthly Report**

August 2024





#### We Are Weymouth (BID) | August 2024

#### Coverage

Date	Publication		Reach	AVE	Notes
01.08.24	Dorset Living	Print	20,000		Pitching
06.08.24	Dorsetecho.co.	https://www.dorsetecho.co.uk/news/245006 05.weymouth-portland-named-next-towns-c ulture-2025/	60,303	1048.48	County of Culture
06.08.24	Yahoo ! (UK)	https://uk.news.yahoo.com/towns-win-bid-b ecome-next-115341242.html	207,823	3613.41	County of Culture
07.08.24	STYLIST	https://www.stylist.co.uk/relationships/family -friends/summer-holiday-activities/909555	401,855		Pitching
07.08.24	planetradio.co. uk	https://hellorayo.co.uk/hits-radio/bournemo uth-poole/news/weymouth-portland-dorset-t owns-culture-2025/	164,091	1455.05	County of Culture
09.08.24	allatsea.co.uk	https://www.allatsea.co.uk/news/weymouths-dusk-till-dark/	415	4.62	Press Release
10.08.24	The Sun	Print	1,210,915	£3,249.73	Press Trip
10.08.24	thescottishsun.	https://www.thescottishsun.co.uk/travel/133 22001/weymouth-chesil-beach-seaside-tow n-whippy/	318,139	£5,531.47	Press Trip
10.08.24	thesun.co.uk	http://www.nla-eclipsweb.com/service/redirector/article/104772087.html?version=1	7,021,000	£188,000.00	Press Trip
12.08.24	Dorsetecho.co.	https://www.dorsetecho.co.uk/news/245080 94.dusk-til-dark-performance-returns-weym outh-september/	60,303	744.43	Press Release
13.08.24	Dorset Echo	Print	10,196	78.16	Press Release
16.08.24	Yahoo! Style UK (Web)	https://uk.style.yahoo.com/perfect-british-se aside-town-needs-104214606.html	39,942	694.47	Pitching
16.08.24	telegraph.co.uk	https://www.telegraph.co.uk/travel/lists/best -perfect-uk-seaside-beach-holiday-summer/	2,470,583	42955.9	Pitching
19.08.24	Dorsetecho.co. uk	https://www.dorsetecho.co.uk/news/245206 66.artwey-organise-peace-trail-weymouth-s eptember/	62,627	577.11	Sponsorship
19.08.24	Verified News Explorer	https://vnexplorer.net/z/1903826.html	3,905	67.89	Pitching



#### We Are Weymouth (BID) | August 2024

	Network				
21.08.24	Dorset Echo	Print	10,196	74.16	Sponsorship
25.08.24	MSN UK (Web)	https://www.msn.com/en-gb/travel/news/the -perfect-british-seaside-town-it-needs-these -15-ingredients/ar-AA1oUtLd	21,956,17 9	381750.98	Pitching
25.08.24	telegraph.co.uk	https://www.telegraph.co.uk/travel/advice/3 0-ways-to-grab-a-final-dose-of-sunshine-in- britain/	2,470,583	42955.9	Pitching
26.08.24	Yahoo! Style UK (Web)	https://uk.style.yahoo.com/30-destinations- british-end-summer-155200982.html	39,942	694.47	Pitching
30.08.24	Dorset Echo	Print	10,196	50.11	Press Release
01.09.24	Dorset Magazine	Print	13,124	104.06	Press Release
01.09.24	Dorset Living	Print	20,000	150.93	Press Release
01.09.24	Daily Express Online	https://www.express.co.uk/travel/articles/194 2470/best-fish-and-chips-weymouth-exclusiv e?int_source=amp_continue_reading∫_m edium=amp∫_campaign=continue_readin g_button#amp-readmore-target			Press Trip

Total reach for August: 36,572,317

Total Advertising Value Equivalent for August: £673,801 20 pieces of coverage across online, print and digital

#### We Are The Best

- Press Visits for the following booked in:
  - Daily Mirror booked and itinerary completed (POSTPONED due to illness)
  - Liaised with The Sun to confirm change of booking date and rearranged itinerary (brought forward) - shared photography post trip
  - Daily Express booked and confirmed itinerary
- Liaised with guest houses to discuss offering accommodation
- Liaised with Great British Food to discuss foodie press visit to Weymouth
  - Trying to confirm October dates
- Liaised with Yours magazine to share press tickets to Worldbeaters (explained that it was free to attend)

# in the bags

#### MONTHLY REPORT

#### We Are Weymouth (BID) | August 2024

- Shared photography for Halloween events with Independent School Parent magazine
- Liaised with Escapism magazine to follow up on photography sent and whether Weymouth will feature
- Liaised with the guardian to try to confirm press visit dates still waiting on dates
- Pitched press trip into Woman magazine for last minute space
- Pitched Weymouth into The Observer for feature on holidaymakers looking for night time activities (stargazing etc)
- Liaised with Yours Magazine to discuss booking a press visit to Weymouth at end of October - looking for accommodation
- Pitched Weymouth into Reach publications for features on staycations
- Pitched Floral Couture by Jay into feature on wedding floristry
- Liaised with Dorset Living to pitch in art show at Cove Gallery coverage appeared
- Pitched 'Things to do with Kids' into STYLIST coverage appeared

#### We Are Weymouth Marketing Strategy

- Pitched Dawn into Woman's Weeklies for feature on women who spread Christmas cheer - interview set up and photography sent
- Circulated Worldbeaters press release to key national and local press
- Pitched Worldbeaters into freelancer for Daily Mail / Evening Standard diary pages
- Pitched Worldbeaters into Harper's Bazaar for The Culture Edit
- Pitched Worldbeaters into GB News
- Pitched Worldbeaters into local news:
  - BBC South Today
  - ITV Meridian
- Shared Worldbeaters photography with Dorset Magazine for September feature
- Pitched Worldbeaters into BBC News and BBC Culture
- Liaised with All At Sea to pitch in Worldbeaters
- Drafted Halloween release and circulated for sign off
- Shared photography for Halloween with Weather2Travel for website blog
- Pitched Christmas into Red Magazine for feature on Christmas events around the UK
- Liaised with content creator Roaming WIth Maria to discuss Weymouth visit only paid for

#### Social Media

- 'Business of the Week' content creation scheduled in for September
- 'Weymouth in the Press' content creation scheduled for September



#### We Are Weymouth (BID) | August 2024

- 'We Are the Best' content creation scheduled for September
- Spent time with Facebook support trying to link Instagram and Facebook accounts need to raise and admin dispute to regain control

#### Advertising

- Liaised with Families Magazine to discuss advertising opportunities for autumn
- Liaised with STAYCATION magazine to discuss advertising opportunities

#### AOB

- Marketing subcommittee call
- Liaised with Sophie at activate performing arts to discuss venue recommendations for VIP drinks for Worldbeaters
- Replied to board regarding summer and marketing Weymouth
- Phone calls with BID team
- Circulated monthly reports to WAW team
- Uploaded press releases to both websites
- PR Newswire
- Shared coverage with key businesses

Upcoming activity
We Are Eventful
Worldbeaters

# LOVE WEYMOUTH REPORT TO WAW MARKETING COMMITTEE RE. AUGUST 2024

#### **KEY SOCIAL MEDIA STATS AUGUST 2024 (FACEBOOK & INSTAGRAM)**

Facebook Page Followers: 80,939 (79,802)

Monthly total Social Media visits to profile pages: - 26,600 (22,300)

Daily visits to Facebook profile page: 858 (719)

Cumulative Facebook post reach: 2,732,290 (2,317,000)

Facebook video/reel views: 386,900 (357,000)

Instagram Followers: 17,310 (17,300)

Instagram total post reach: 62,389 (43,710)

Instagram video views: 41,479 (52,200)

Total Social Media Reach: 2,794,679 (2,360,710)

Facebook Account Reach: 944,300 (822,900) Instagram Account Reach: 22,300 (18,400)

Value of Social Media post reach based on average boosted post cost of £6.00 CPM £16,764 (£14,160.00)

We're Loving Weymouth and Portland Facebook Group

Member: 31,500 (29,650) Total Month Posts: 376 (468) Total Comments: 4,652 (5,552) Reactions: 40,623 (43,913) Post Views: 340,000 (347,000)

Group growth is positive. We continue to ban advertorial posts as we believe they discourage users from interacting. We'll continue use the group to promote key events eg BID sponsored ones, fireworks, motoX etc as well as certain purely charitable events eg Lifeboat Week.

#### **THREADS**

Threads followers continue to grow slowly with subscribers up by 60 to 3,060 by month end.

#### **TIKTOK**

Our account is growing slowly and was up by 30 followers to 1321 at end July. Weymouth and Portland PR project content is being shared on this channel the most popular content of Weymouth beach has been viewed over 160,000 times.

#### **WEBSITE STATS AUGUST 2024**

Recorded user sessions: 24,684 (21,959)

The events and gig guide were maintained throughout the month

Unbranded events listings continue to be embedded in weareweymouth.co.uk

#### **YOUTUBE AUGUST 2024**

Youtube Subscribers – 1,122 (1,117)

Youtube Video Views – 3,018 (3,100)

Youtube Minutes Viewed – 3,426 (4,008)

#### **OTHER ACTIVITY AUGUST 2024**

- 1. As events have expired we've worked hard to maintain the content of the events listings throughout the month with around 100 new events being added ending with a total of 240 listed events listed at month
- 2. Poor weather had an effect on reach during the month so a big emphasis was put on new content creation in order to maintain engagement

- 3. Additional work took place on content creation for the Weymouth and Portland PR Project.
- 4. Various WAW press releases were published on the Love Weymouth website during the month and posted to our socials
- 5. Promotional posts for Dusk Til Dark and Halloween commenced
- 6. Weymouth and Portland PR Project content was shared throughout the month on Facebook and Instagram accounts
- 7. All We Are Weymouth upcoming Facebook events co-hosted on Loving Weymouth and Portland

**ANDY COOKE 18/09/2024** 



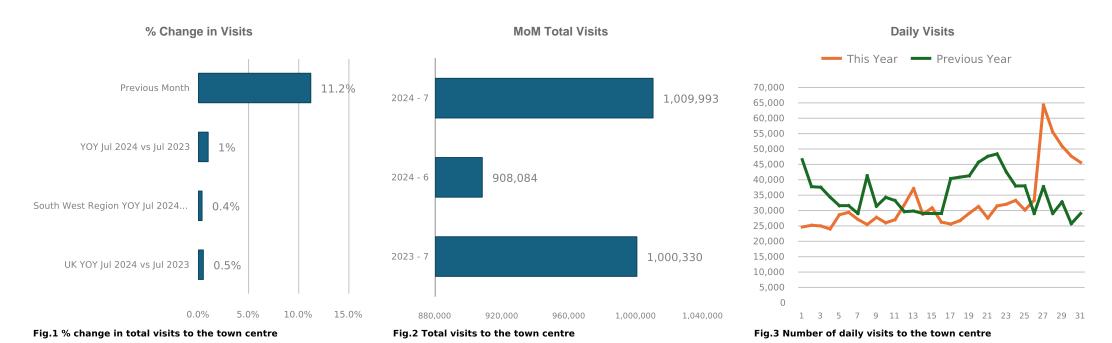
All data is anonymised, aggregated and GDPR compliant

#### **Summary**

The monthly footfall in Weymouth town centre has seen a 11.2% increase on June 2024, and a 1.0% increase with respect to July 2023.

#### Footfall

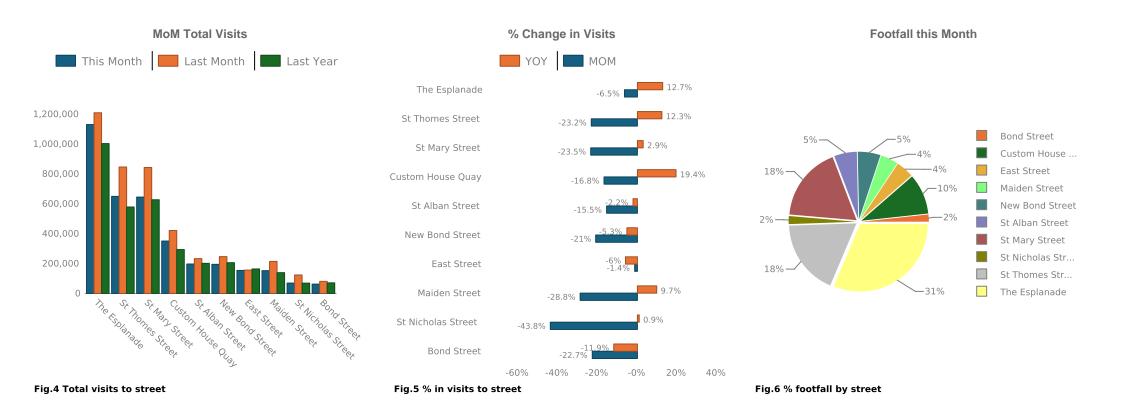
Footfall is measured by the volume of sample unique phones visiting Weymouth town centre which is then extrapolated to represent the actual volume of visitors. The % change against previous month (June 2024) and previous year (July 2023) is represented in (Fig. 1) and monthly totals in (Fig. 2) and daily levels in (Fig. 3)



All data is anonymised, aggregated and GDPR compliant

#### **Visitors to Streets**

The following charts provide footfall by streets in Weymouth town centre. The Esplanade is the busiest road with 1130264 visits in July 2024 (Fig. 4), this was 12.7% higher than July 2023 (Fig. 5) and -6.5% lower than in June 2024. The Esplanade attracts the most visitors with 31.1% of all street visits. (Fig. 6)



August 16, 2024 placeinformatics.com page 2 of 5

All data is anonymised, aggregated and GDPR compliant

#### **How Long do Visitors Stay For?**

Average dwell time in Weymouth town centre was 69 Minutes in July 2024 (Fig. 7) an increase of 19 minutes compared to July 2023.

The percentage of visitors by dwell minutes has shown 28.1% of all visitors in July 2024 (Fig. 8) dwelling for 60 – 90 minutes and short 6 - 12 minutes dwell times of 13.6% of all visitors.

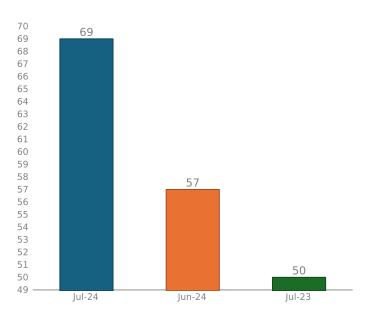


Fig.7 Average dwell time (minutes) in the town centre

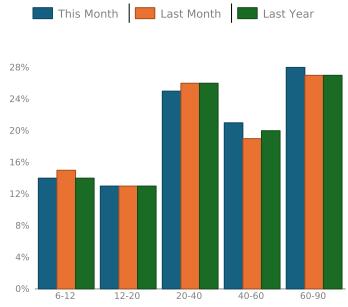


Fig.8 % of visitors by dwell time (minutes)

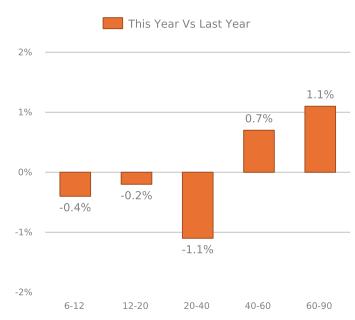
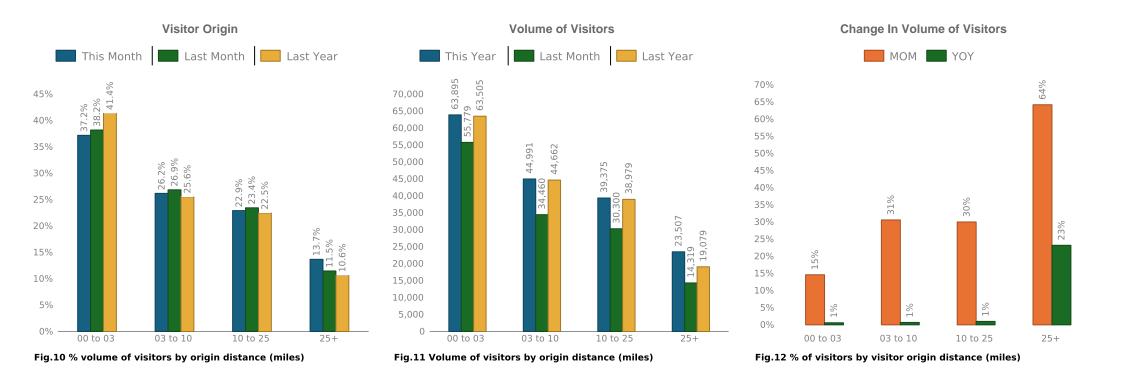


Fig.9 Change in % of visitors by dwell time (minutes)

All data is anonymised, aggregated and GDPR compliant

#### Where Do Visitors Come From?

The total number of visitors to Weymouth town centre has increased from 166225 in July 2023 to 171768 in July 2024. The proportion of visitors residing within 3 miles has fallen from 38.2% (Fig. 12) in June 2024 to 37.2% in July 2024.



All data is anonymised, aggregated and GDPR compliant

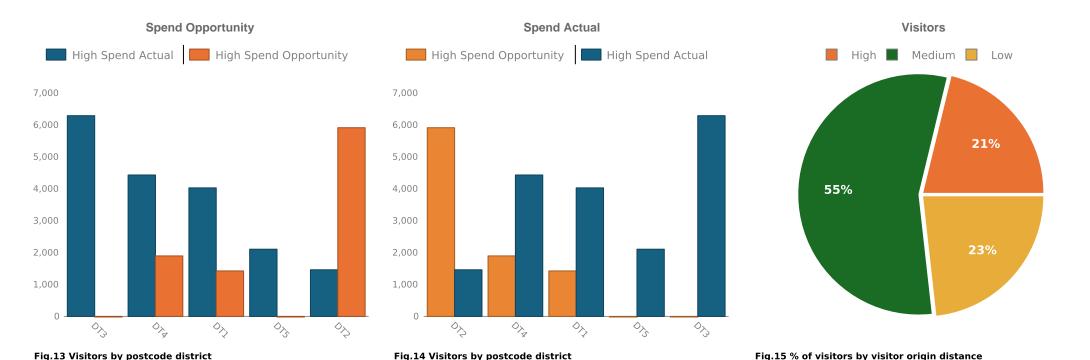
#### Where do visitors with the highest spend potential come from?

August 16, 2024

DT3 postcode (Fig. 13) provides the highest volume of high spend visitors, totalling 6290 in July 2024.

Postcode DT2 (Fig. 14) has the largest number of potential high spend visitors totalling 5913.

Currently 5913 high spend visitors are from this postcode. In July 2024 21% of all visitors to Weymouth were classified as high spend potential, 55% medium and 23% low spend potential.



placeinformatics.com

page 5 of 5



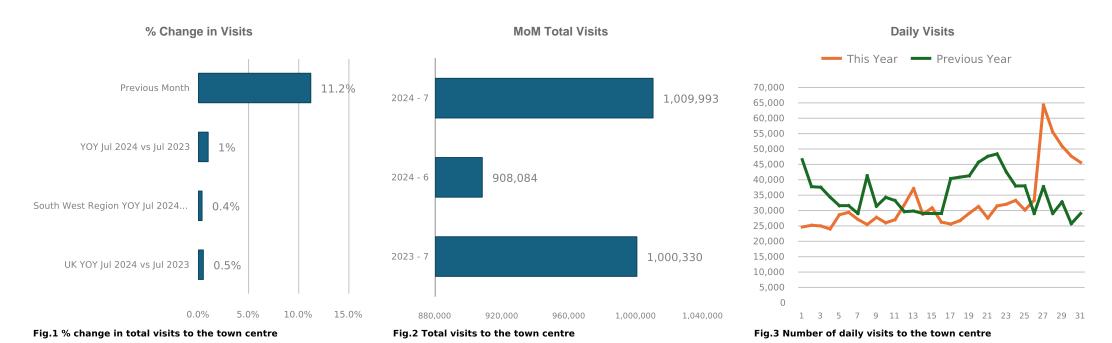
All data is anonymised, aggregated and GDPR compliant

#### **Summary**

The monthly footfall in Weymouth town centre has seen a 11.2% increase on June 2024, and a 1.0% increase with respect to July 2023.

#### Footfall

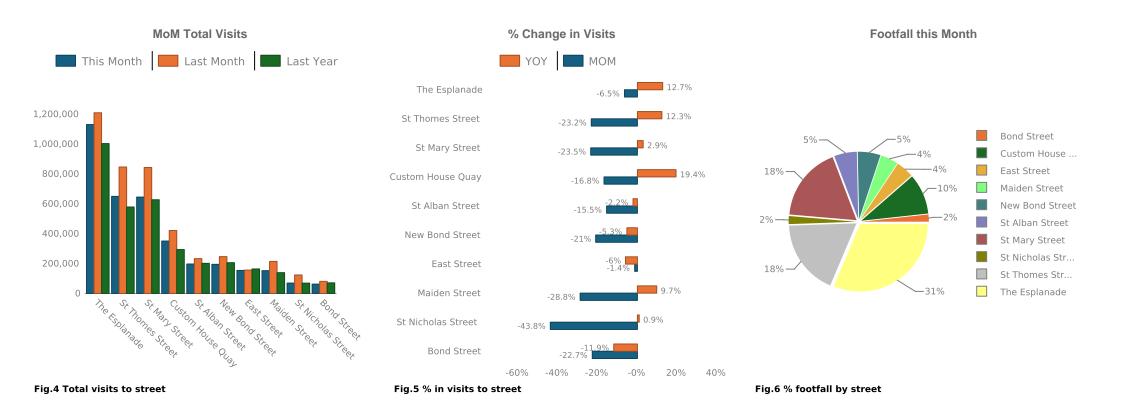
Footfall is measured by the volume of sample unique phones visiting Weymouth town centre which is then extrapolated to represent the actual volume of visitors. The % change against previous month (June 2024) and previous year (July 2023) is represented in (Fig. 1) and monthly totals in (Fig. 2) and daily levels in (Fig. 3)



All data is anonymised, aggregated and GDPR compliant

#### **Visitors to Streets**

The following charts provide footfall by streets in Weymouth town centre. The Esplanade is the busiest road with 1130264 visits in July 2024 (Fig. 4), this was 12.7% higher than July 2023 (Fig. 5) and -6.5% lower than in June 2024. The Esplanade attracts the most visitors with 31.1% of all street visits. (Fig. 6)



August 16, 2024 placeinformatics.com page 2 of 5

All data is anonymised, aggregated and GDPR compliant

#### **How Long do Visitors Stay For?**

Average dwell time in Weymouth town centre was 69 Minutes in July 2024 (Fig. 7) an increase of 19 minutes compared to July 2023.

The percentage of visitors by dwell minutes has shown 28.1% of all visitors in July 2024 (Fig. 8) dwelling for 60 – 90 minutes and short 6 - 12 minutes dwell times of 13.6% of all visitors.

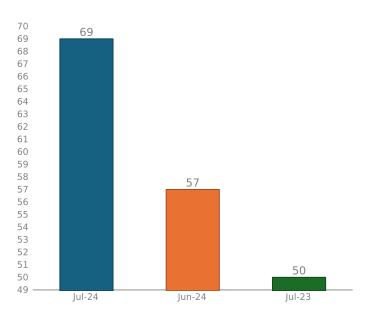


Fig.7 Average dwell time (minutes) in the town centre

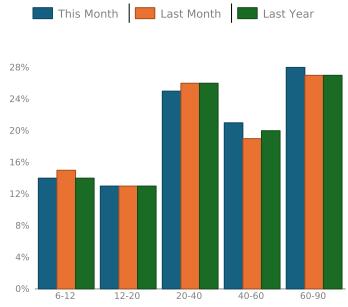


Fig.8 % of visitors by dwell time (minutes)

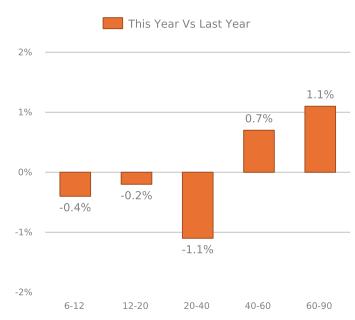
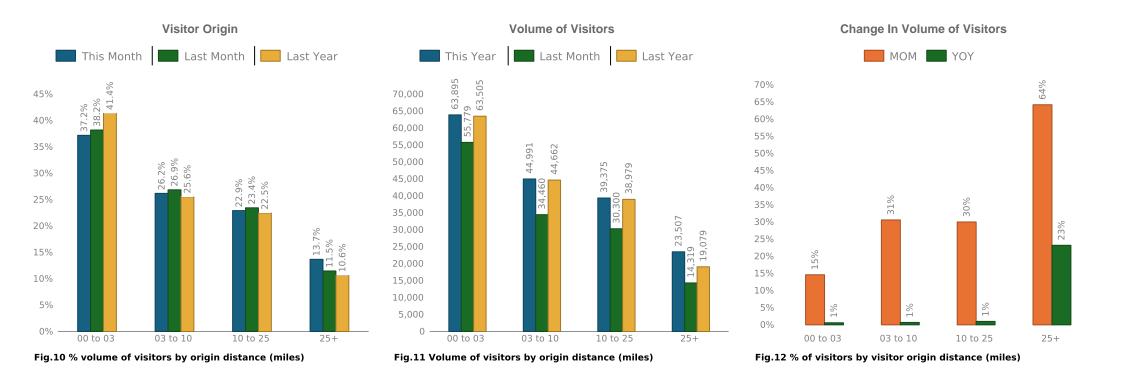


Fig.9 Change in % of visitors by dwell time (minutes)

All data is anonymised, aggregated and GDPR compliant

#### Where Do Visitors Come From?

The total number of visitors to Weymouth town centre has increased from 166225 in July 2023 to 171768 in July 2024. The proportion of visitors residing within 3 miles has fallen from 38.2% (Fig. 12) in June 2024 to 37.2% in July 2024.



All data is anonymised, aggregated and GDPR compliant

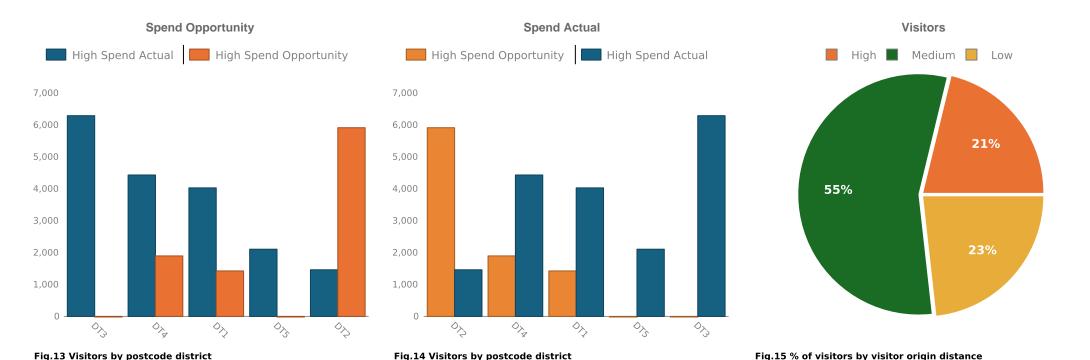
#### Where do visitors with the highest spend potential come from?

August 16, 2024

DT3 postcode (Fig. 13) provides the highest volume of high spend visitors, totalling 6290 in July 2024.

Postcode DT2 (Fig. 14) has the largest number of potential high spend visitors totalling 5913.

Currently 5913 high spend visitors are from this postcode. In July 2024 21% of all visitors to Weymouth were classified as high spend potential, 55% medium and 23% low spend potential.



placeinformatics.com

page 5 of 5



All data is anonymised, aggregated and GDPR compliant

#### Summary

The monthly footfall in Weymouth town centre has seen a 13.9% increase on July 2024, and a -0.9% decrease with respect to August 2023.

#### **Footfall**

Footfall is measured by the volume of sample unique phones visiting Weymouth town centre which is then extrapolated to represent the actual volume of visitors. The % change against previous month (July 2024) and previous year (August 2023) is represented in (Fig. 1) and monthly totals in (Fig. 2) and daily levels in (Fig. 3)

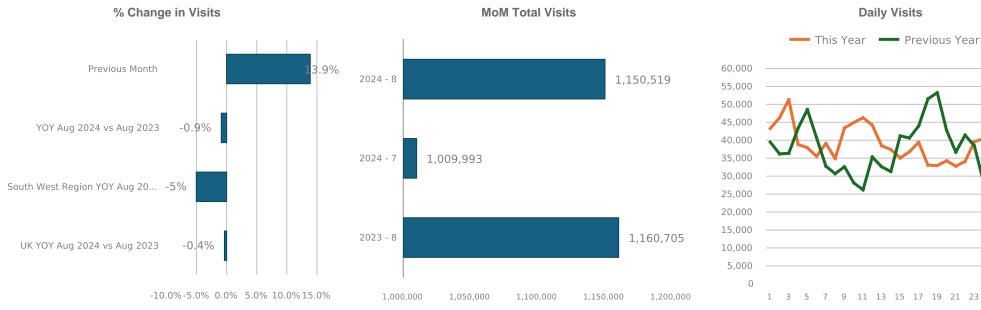


Fig.1 % change in total visits to the town centre

Fig.2 Total visits to the town centre

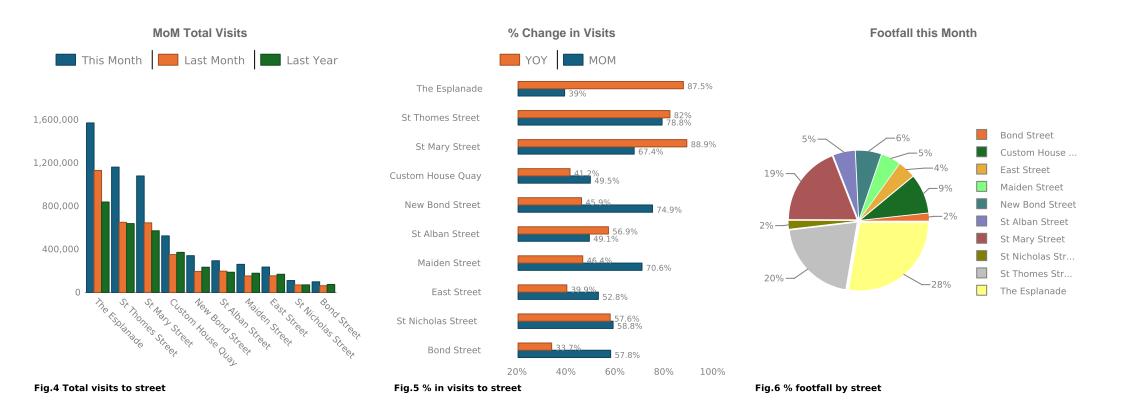
1 3 5 7 9 11 13 15 17 19 21 23 25 27 29 31

Fig.3 Number of daily visits to the town centre

All data is anonymised, aggregated and GDPR compliant

#### **Visitors to Streets**

The following charts provide footfall by streets in Weymouth town centre. The Esplanade is the busiest road with 1570644 visits in August 2024 (Fig. 4), this was 87.5% higher than August 2023 (Fig. 5) and 39.0% higher than in July 2024. The Esplanade attracts the most visitors with 27.5% of all street visits. (Fig. 6)



All data is anonymised, aggregated and GDPR compliant

#### **How Long do Visitors Stay For?**

Average dwell time in Weymouth town centre was 79 Minutes in August 2024 (Fig. 7) an increase of 20 minutes compared to August 2023.

The percentage of visitors by dwell minutes has shown 29.4% of all visitors in August 2024 (Fig. 8) dwelling for 60 – 90 minutes and short 6 - 12 minutes dwell times of 12.8% of all visitors.

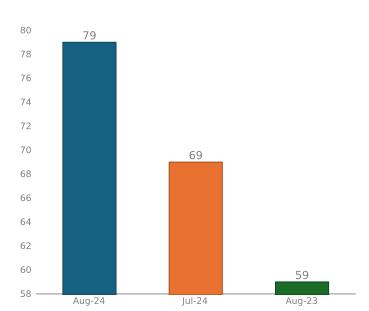


Fig.7 Average dwell time (minutes) in the town centre

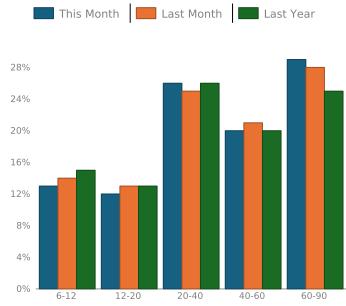


Fig.8 % of visitors by dwell time (minutes)

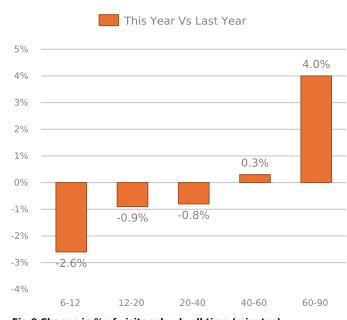


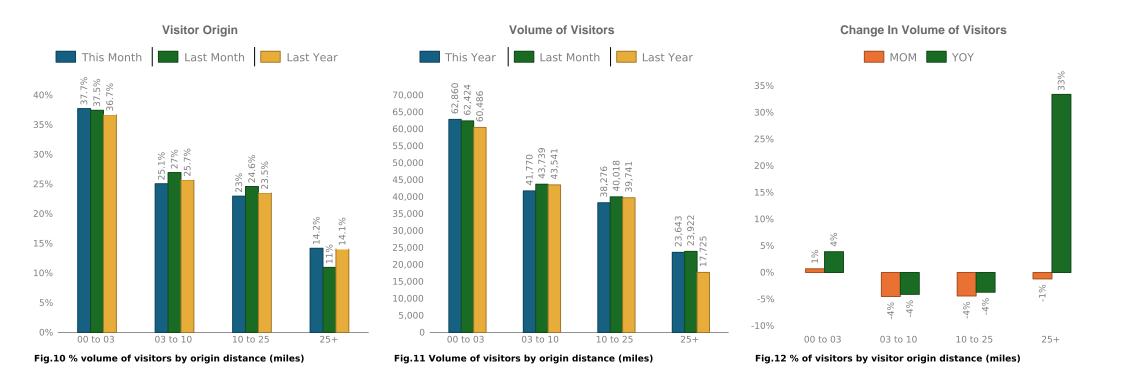
Fig.9 Change in % of visitors by dwell time (minutes)

#### Weymouth Town Centre Monthly Report

All data is anonymised, aggregated and GDPR compliant

#### Where Do Visitors Come From?

The total number of visitors to Weymouth town centre has increased from 161493 in August 2023 to 166549 in August 2024. The proportion of visitors residing within 3 miles has risen from 37.45% (Fig. 12) in July 2024 to 37.74% in August 2024.



September 18, 2024 placeinformatics.com page 4 of 5

#### Weymouth Town Centre Monthly Report

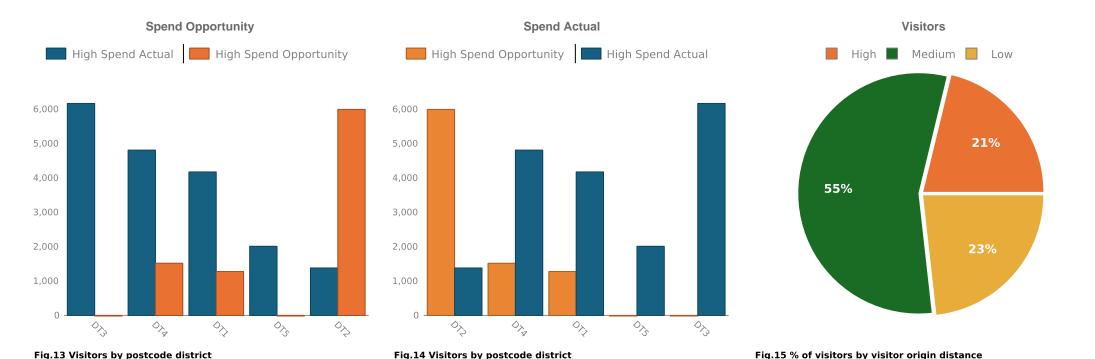
All data is anonymised, aggregated and GDPR compliant

#### Where do visitors with the highest spend potential come from?

DT3 postcode (Fig. 13) provides the highest volume of high spend visitors, totalling 6167 in August 2024.

Postcode DT2 (Fig. 14) has the largest number of potential high spend visitors totalling 5994.

Currently 5994 high spend visitors are from this postcode. In August 2024 21% of all visitors to Weymouth were classified as high spend potential, 55% medium and 23% low spend potential.



September 18, 2024 placeinformatics.com page 5 of 5



## **Event Report**

# Weymouth







**Most Scanned Sticker** 

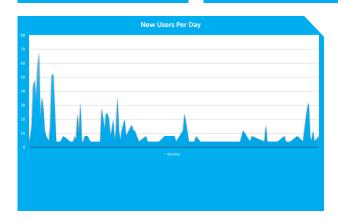
**Busiest Day and Times** 21 August 2024

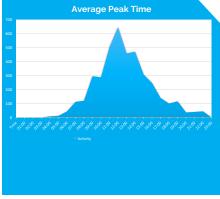
1:00 pm

**Return on Investment** 



- 5168 happy players Gave families a reason to come into the area Created an audience
- database to build on







## **Event Report**

# Weymouth







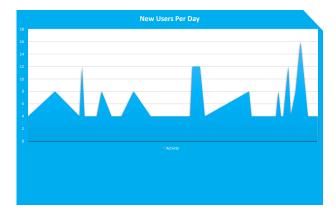
Most Scanned Sticker

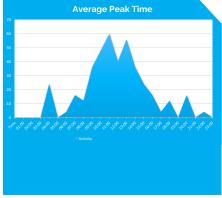
This could indicate a high footfall area or business

22 August 2024 12:00 pm

**Busiest Day and Times** 









### **Event Report**

# Weymouth







Most Scanned Sticker

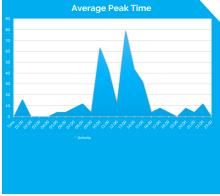
This could indicate a high footfall area or business

29 August 2024 2:00 pm

**Busiest Day and Times** 





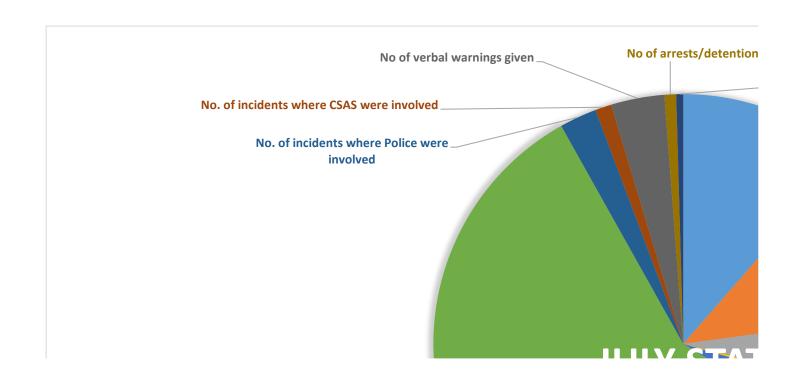


#### July

	No. of incidents				Total number of	
No. of incidents	attended within 1	No. of Shoplifting	No. of Theft packs	No. of ASB	<b>Businesses Visited</b>	No. of incidents where
attended in July	hour of report	Interventions	completed	Interventions	June	Police were involved
76	76	40	1	28	387	16

#### **Total since commencement of contract**

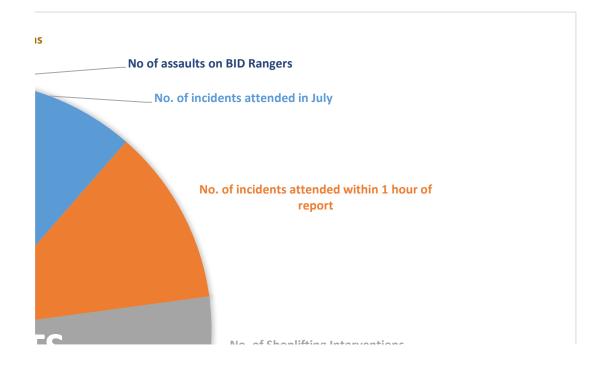
No. of incidents						
attended since	No. of incidents					
commencement	attended within 1	No. of Shoplifting	No. of Theft packs	No. of ASB	Total number of	No. of incidents where
of contract	hour of report	Interventions	completed	Interventions	<b>Businesses Visited</b>	Police were involved
637	346	358	32	239	2341	98

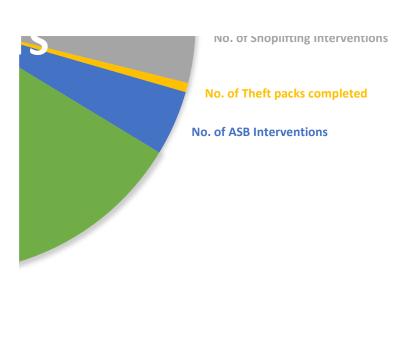




No. of incidents				
where CSAS were	No of verbal	No of	No of assaults on BID	Value of Stock
involved	warnings given	arrests/detentions	Rangers	Recovered £
7	23	5	3	£ 2,359.48

No. of incidents where CSAS were involved	No of verbal warnings given	No of arrests/detentions	No of assaults on BID Rangers	Value of Stock Recovered £
73	202	40	26	£ 18,987.23



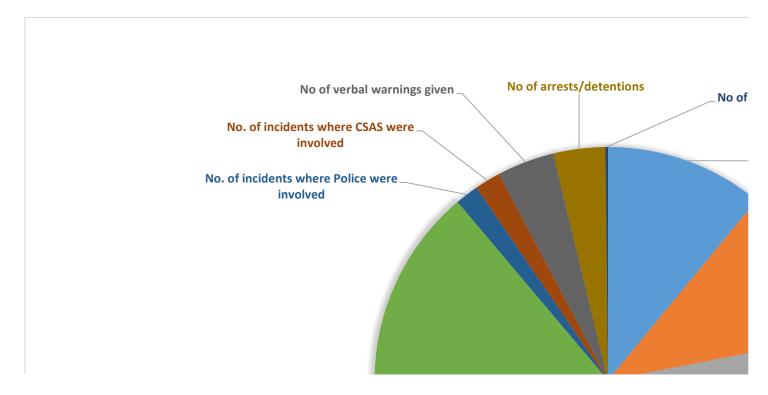


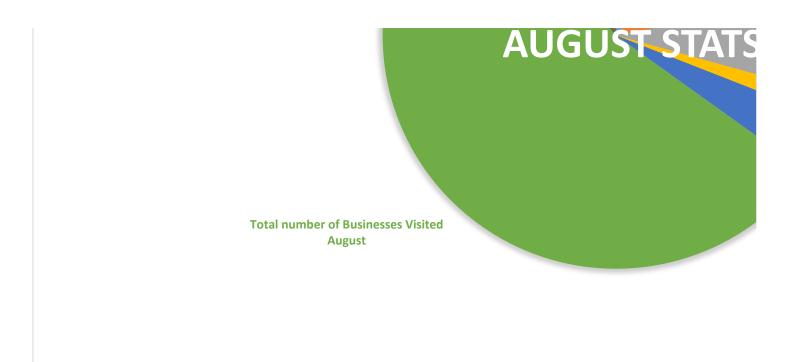
Aug-24

	No. of incidents	No. of incidents				Total number of	
	attended in	attended within 1	No. of Shoplifting	No. of Theft packs	No. of ASB	<b>Businesses Visited</b>	No. of incidents where
	August	hour of report	Interventions	completed	Interventions	August	Police were involved
ĺ	61	61	41	9	22	300	9

### **Total since commencement of contract**

No. of incidents						
attended since	No. of incidents					
commencement	attended within 1	No. of Shoplifting	No. of Theft packs	No. of ASB	<b>Total number of</b>	No. of incidents where
of contract	hour of report	Interventions	completed	Interventions	<b>Businesses Visited</b>	Police were involved
698	407	399	41	261	2641	107





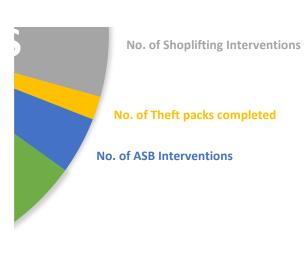
No. of incidents					
where CSAS were	No of verbal	No of	No of assaults on BID		Value of Stock
involved	warnings given	arrests/detentions	Rangers		Recovered £
10	22	20	1	£	1,885.40

No. of incidents where CSAS were involved	No of verbal warnings given	No of arrests/detentions	No of assaults on BID Rangers	Value of Stock Recovered £
83	224	60	27	£ 16,455.63

assaults on BID Rangers

No. of incidents attended in August

No. of incidents attended within 1 hour of report



#### Bollards from Will Holmes WTC

Please see below some background for the board agenda.

I have also copied in Cllr Howard Atkinson as he sits on both the committee as well as the board.

I wanted to update you on the current situation regarding the Traffic Regulation Order (TRO) on St Mary Street and St Thomas Street. As you know, these streets are pedestrian zones from 10:30 to 17:30, enforced by the TRO originally put in place by Weymouth and Portland Borough Council (WPBC). To support this, physical barriers and bollards were installed at each end of the streets.

Weymouth Town Council (WTC) has been managing the daily operation of these barriers since 2019, paying a local business £5,500 annually to unlock and lock them. However, Dorset Council, who owns the barriers, has indicated that they aren't essential for enforcing the TRO. If WTC decides to stop this service, Dorset Council has said they would remove the barriers.

At the Full Council meeting on 31st July 2024, the chair of Weymouth BID asked if WTC plans to continue operating the barriers. The Town Clerk confirmed that we have no plans to stop the current service. If Dorset Council considers removing the barriers, we'll work with them to ensure the TRO is still effectively enforced.

We've also approached Weymouth BID about the possibility of your BID rangers taking over this task. However, the coverage wouldn't be consistent, as the BID rangers work a five-day week. I understand that Weymouth BID prefers to keep the barriers in place. As a result, we're asking if the BID would consider contributing to the costs of maintaining this service.

I am taking a report to the Environment & Services Committee with options for managing the bollards and barriers on St Mary Street and St Thomas Street. Since these barriers help keep vehicles out of the pedestrian zones and benefit businesses, would the BID consider contributing to the costs of opening and closing them?



Please ensure that you have read the *Information for Applicants* document before completing this application.

PROJECT / ACTIVITY NAME		
YOUR DETAILS		
First Name:		
Surname:		
Role:		
Email:		
Telephone Number:		
Address:		
YOUR ORGANISATION	ON	
Organisation Name:		
Registered Address:		
Organisation Type:	Charity Limited Company Sole Trader Other (please state)	Community Interest Company Charitable Incorporated Organisation Partnership
VAT Status:	Not VAT Registered	VAT Registered
Company/Charity/UTC Number:		
Telephone Number:		
Address:		
Please summarise what yo	our organisation does (	max. 150 words):

Page 1 of 5 V/2205



THE PROJECT/ACTIVITY					
Start Date:					
End Date:					
Is this a new project/activity?	Yes No No				
Please provide a summ	nary of your project/activity:				
Who is your project/act	tivity aimed at?				
How will your project/a	ctivity benefit Weymouth, including the business community?				
Is this application for an event?	Yes No If your application is for an event, please provide a copy of your Event Management Plan and an event schedule with your application.				

Page 2 of 5 V/2205



#### **OUTCOMES AND MONITORING**

Successful grant holders must undertake monitoring and evaluation activities to demonstrate the success of and any learning from the project. Outcomes must be monitored and evaluated.

In advance of your application/project, you should consider how you will monitor it. Will you need to collect data to help with this, and what data do you need? How will people provide feedback? How will you measure the impact of your project?

Outo	comes - Detail	Outcomes – Monitoring and Evaluation				
Ex.	The event will attract visitors to the town outside of the peak season.	<ul> <li>Attendees will be asked to pre-register and provide an email address</li> <li>Attendees will be surveyed post-event</li> <li>Attendance figures will be collected</li> <li>Social media post reach will show potential</li> </ul>				
1.						
2.						
3.						
Posi	tive Economic Impact					
Please detail how your project will provide a positive economic impact to Weymouth businesses, for example by increasing footfall and spend:						

Page 3 of 5 V/2205



FUNDING			
How much will the procest?	eject/activity	£	
How much are your re from We Are Weymou		£	
Have you received any funding for this project If yes, state the source(amount(s)	t?	Yes No Source(s)	Amount(s)
Have you submitted a funding applications f project? If yes, state the source(amount(s)	or this s) and		Amount(s)
		ience into the project. Grants will rarely be awar to describe how the project will be funded in the	
•		nditure below (excluding VAT)	
Item	Description		Cost

Page 4 of 5 V/2205



BUSINESS ENGAGEMENT		
Please provide details of five local businesses you have consulted who support your application:		
Are there any businesses that may be adversely affected by your project?  If so, what steps have you taken to mitigate this?		
As part of your application, please outline how you intend to use local businesses to deliver services (e.g. printing, PA hire, security etc.)		
DECLARATION		
<ul> <li>By submitting this application, I certify that:</li> <li>I am authorised to make this application on behalf of the organisation</li> <li>The information provided is correct and I will notify We Are Weymouth of any subsequent changes</li> <li>I have read the 'Information for Applicants' document, and agree to all funding terms and conditions set out in the document</li> <li>I understand that additional terms may be imposed by the BID, which will be detailed in the offer letter once a decision has been made by the BID</li> <li>I understand that should I/we fail to comply to, or agree with the terms set out in the Information for Applications document, or any additional terms set by the BID board, funding will not be provided or may need to be returned to the BID.</li> </ul>		
Signature		
Tick box if submitting electronically		
Name		
Date		

Page 5 of 5 V/2205