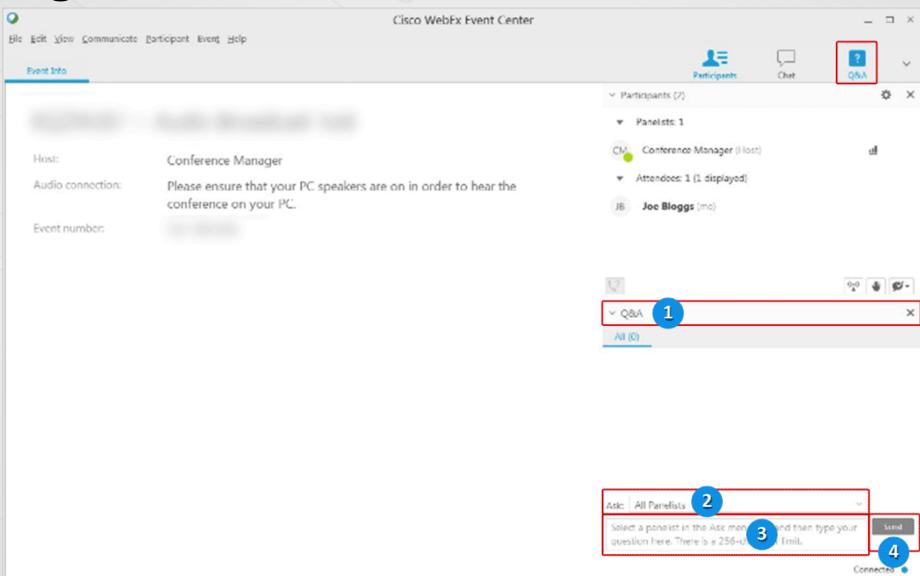
Operational Strategies for Now and the Next Normal

Wednesday, April 1, 2020



Asking Questions



Operational Strategies for Now and the Next Normal Additional Resources

GTS Statement



Discuss



Get Help





Webinar Wednesdays

11 AM PST/2 PM EST

- Galaxy Best Practices in a Time of Crisis (3/18)
- Managing Pass Updates, Renewals and Bulk Orders (3/25)
- Operational Strategies for Now and the Next Normal (4/1)
- The New Guest Experience (4/8)
- Reopening Strategies and Transitioning to a Capacity Managed Attraction (4/15)
- What the Heck Should I Be Doing Right Now!?!? (4/22)

Webinar Agenda

- 60 minutes in length
- Community forum style
- 45 minutes of conversation from panelists
- Approximately 15 minutes of questions and answers / discussion

WHAT'S NEW?



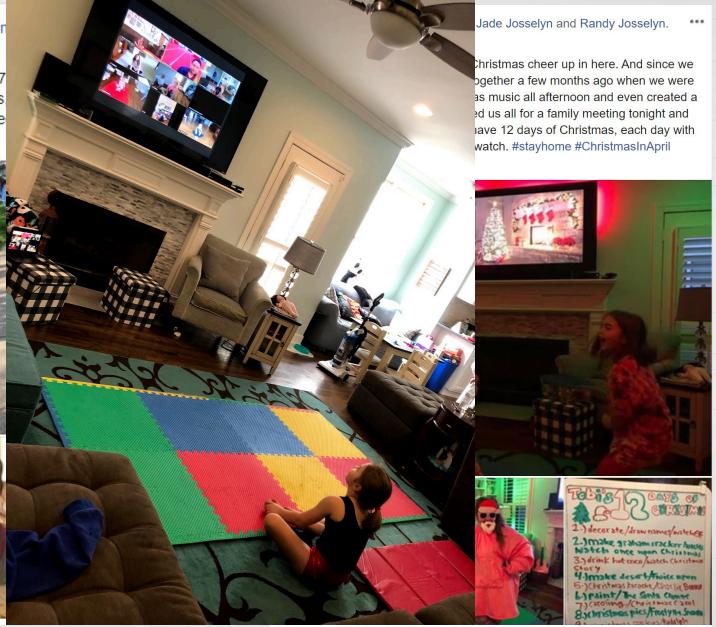
Bria Josselyn is with Randy Josselyn March 29 at 10:02 AM · 🔉

This is the true story (true storrrry) (5) of 7 live in a house. Making messes, having fights, eating, trying to stay sane and healthy and ke #quarantine #socialdistancing













April Danz @momuses · Mar 25

Replying to @johnkrasinski

#SomeGoodNews my daughter, Coco, finished her final chemo treatment yesterday and our friends had a surprise social distancing welcome home parade for her!





Right before the stay at home order, my daughter sold her 5,000th box of Girl Scout cookies. She earned a free trip to Disney World, but she is going to give her trip away to another GS family who have lost so much. She will surprise the family in a few weeks. #SomeGoodNews





Elad Strohmayer 🤣 @EladStr · Mar 30

Meanwhile in @Israel: The @Mdais team takes a moment to entertain the people coming to get checked at a #coronavirus testing station. #Covid_19 #SomeGoodNews



Jonathan @JonAddisonLake · Mar 30

@johnkrasinski #SomeGoodNews Hi John. We as a family have been welcoming our mum home from work as a hero. She is a nurse in the NHS in Britain and is working so hard everyday! We will continue to do this every time she returns home from work.







We were supposed to go to Paris for spring break but had to cancel our trip. Instead, @luke_mcclung brought Paris to Fredericksburg, VA and proposed! 💍 💚 So sweet and





Universal Orlando Resort is temporarily closed through April 19th. See details

Los Angeles Times



LOG IN





Universal Orlan Update

Home > Operations Update

We know Coronavirus (COVID-19) h travel and vacation plans and we wi destinations when the time comes. guests and team members our top health agencies and government of

This means we are extending the c This includes our theme parks and hotels have also temporarily suspe

We will continue to monitor the situ continue to check here for updates.

Please stay safe and take care of yo

Frequently Asked Q

Can I get a refund?

Unexpired single-day tickets that ha 365 days from the purchase date. U purchased will also be valid for first always, must be used within seven of windows and blockout dates remain

IMPORTANT UPDATE FOR OUR GUESTS

In adherence to the evolving restrictions and guidance of the CDC and state and local governments in response to the coronavirus pandemic, we are delaying the opening of LEGOLAND® New York Resort until 2021.

This move is consistent with the closure of venues and postponement of events worldwide. In this unprecedented and challenging time, nothing is more important to us than the health, safety and security of our guests.

If you have purchased an annual pass or single-day ticket, we will honor it when we open in 2021. Please click one of the links below for further information, and email any questions to LLNY.Experience@LEGOLAND.com. Due to high volume, replies may be delayed, and we appreciate your patience.

We will continue to monitor the situation in close communication with state and local authorities. Further updates will be provided here on our website, via email, and on our social media pages.

We are grateful for your support and we can't wait to build unforgettable memories with you and your family in 2021.

cannot travel during this time, you can apply the value of a wholly unused ticket toward a new purchase.

April 1

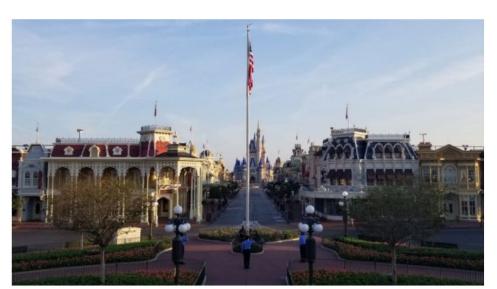


View Frequently Asked Questions

ветоге тпе coronavirus-тогсеа snutaowns, ызпеунапа паа recently openea star Wars: Rise of the Resistance, a hightech attraction that quickly became popular with park-goers. (Allen J. Schaben / Los Angeles Times)







Wed, April 1, 2020

#DisneyMagicMoments: Flags Still Flying High at Disney Parks



The Zoo is temporarily closed.



TICKETS

MEMBERSHIP

DONATE

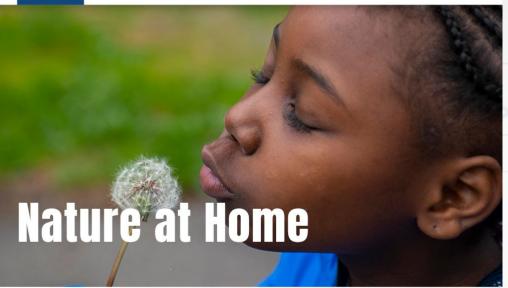
VISIT

DISCOVER

ANIMALS

CARE

CONNECT



WILD LEARNING

Staying at home? Missing animals? We've got the solution – Nature at Home!

Kids at home due to coronavirus-related school closures can now explore wildlife online.

Scroll for animal videos, scavenger hunts, pollinator gardens and more.

English

Groups Donate

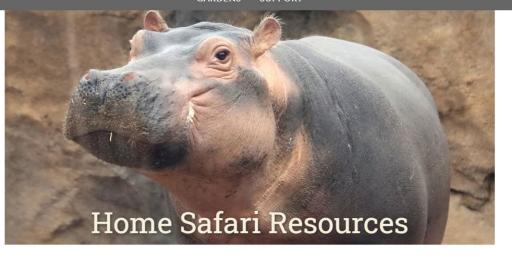
Membership

i

Cincinnati Zoo & Botanical Garden®

TICKETS PLAN YOUR VISIT EVENTS ANIMALS SAVING WILDLIFE EDUCATION

GARDENS SUPPORT





While the Cincinnati Zoo is closed and kids are home from school, let us help make your children's hiatus from school fun and educational.

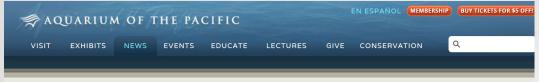
Join us for a Home Safari Facebook Live each day at 3pm EDT where we will highlight one of our amazing animals and include an activity you can do from home.

 $Don't have \ access to \ social \ media? \ No \ worries! \ All \ videos \ will be \ posted \ to \ this \ webpage \ and \ to \ our \ \ You Tube \ channel \ shortly \ after \ the \ Facebook \ Live \ ends.$

If you're enjoying these Home Safaris, please consider making a small donation. We rely on ticket revenue, so being closed has a big impact on Zoo operations. Your support makes a difference now

Follow us on social!

more than ever. Thank you! Donate



Home > News > Aquarium Launches Online Academy

ONLINE ACADEMY



Aquarium Launches Online Academy

AQUARIUM NEWS

AQUARIUM LECTURES

NEWS ARCHIVE ▼

Accolades

Animals
Aquatic
Academy

Aquatic

Forum

Arts

Conservation

Donors Education

Exhibits

General

MCRI

Ocean Forum Research

Seafood for the Future

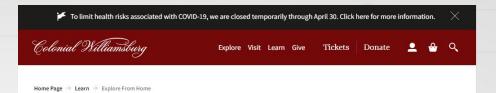
Workshops



ONLINE ACADEMY

MARCH 23, 2020

The Aquarium of the Pacific is now offering an Aquarium Online



Explore From Home

Travel back in time from your couch

With schools closed, social distancing recommended around the world, Colonial Williamsburg closed, and those who can working from home, we're gathering materials here so you can escape to the 18th-century, learn a little and find some entertainment. We'll be adding new blogs and content from the people who bring history to life, so visit often and share with your friends and family to combat boredom.



RE: Virtual Visitations





Tue 4:22 PM

Point Defiance Zoo – Tacoma, WA: One of my favorite places like this to be in the world. The Polar Bears here are awesome and my favorite thing to see there.



https://www.pdza.org/discover/schools/nature-at-home/

NorthWest Trek – Sister site to Point Defiance Zoo. It's like a Safari Park but Northwest Animals https://www.nwtrek.org/visit/field-trips/nature-at-home/



 $\label{eq:def:Detroit Zoo-Great Zoo} Detroit Zoo-Great Zoo and one of their best exhibits are the penguins. They have lots of cameras you get to right from the home page.$

https://detroitzoo.org/

Cincy Zoo – I love these guys too. They have been doing some live animal events. If nothing else though the kids need to see baby Fiona the hippo. She's a lot bigger now but still small. When I saw her you could really tell she was born at the zoo versus her mommy. Mommy stays away from the glass and people whereas Fiona swims (hippos don't swim they walk under water) over to the glass and looks for people to smile and wave at her. She is by far my favorite animal at the their zoo.

http://cincinnatizoo.org/home-safari-resources/



Monterey bay Aquarium - One of the biggest and the best aquariums in the world.

https://www.montereybayaquarium.org/animals/animals-a-to-z

Seattle Aquarium - Lots of content here, nice, small aquarium.

https://www.seattleaquarium.org/experience-aquarium-anywhere

Phoenix Zoo – They have a digital safari, some videos, photos and blogs. They are good friends of mine and I love them.

https://www.phoenixzoo.org/camps-programs/videos/



Desert Botanical Garden

https://dbg.org/blog/ - It looks like some activities here too



Colonia Williamsburg - They have a teacher resource center

https://www.colonialwilliamsburg.org/learn/explore-from-home/?from=homecarousel

https://www.lazoo.org/ - Home page is some videos

Aquarium of the Pacific - Online Academy

http://www.aquariumofpacific.org/news/story/aquarium launches online academy

Panelists

Jarrid Vaughn

jarrid.vaughn@cincinnatizoo.org

Senior Manager of Visitor Experience & FUN





Panelists

Donna Powell

donna.powell@nwtrek.org

Business & Administrative Service Manager





Panelists

Kelly Bules

kbules@gatewayticketing.com

Business Solutions Manager





Presenters

Matthew Hoenstine

mhoenstine@Gatewayticketing.com

Destinations Principal





Moderator

Randy Josselyn

rjosselyn@Gatewayticketing.com

Wildlife and Conservation Principal





CINCINNATI ZOO

METRO PARKS TACOMA

THE "NEW NORMAL" REQUIRES A NEW MINDSET



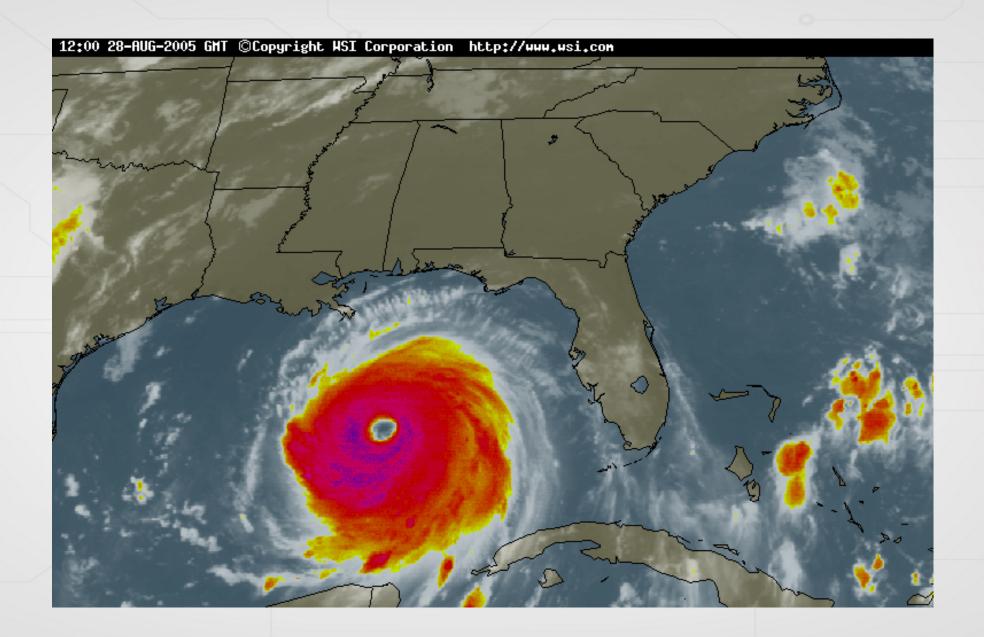
- Focus on customers
- Unleash advertising and marketing power
- Employ game-changing strategies
- Be a Leader
- Invest in people

"It is often said that we must learn from past mistakes so we don't repeat them. Less said, but equally valid, is that we need to learn from past successes".



^{*} Source Ivy Business Journal

AUGUST 28 2005



Lessons Learned from a Crisis

- Welcome to the new(er) normal
- Uncertainty is exhausting
- Positive motion is perpetual
- Handling stress and negativity
 - Put on your oxygen mask first
 - Staff follows their leader. Where are you headed?
 - Making tough decisions
- Use this time wisely
 - Plan for a number of scenarios, none of which will go exactly as planned
- Pivot!
 - Assume your role will change
- Allow yourself to grieve but keep moving forward.

COMMUNITY DISCUSSION

TOP 5 TAKEAWAYS

Top 5 Takeaways

- 1. Think differently / collaborate creatively
- 2. Focus on past successes
- 3. Just Ask! Ask for help creatively
- 4. Plan for positivity / prepare purposefully
- 5. Take care of yourself and your team

Think Differently

I would like my membership to be extended by one month

As an alternative to the month extension, I invite you to consider donating your month back to the Zoo instead! To put it into perspective for you, your Individual Standard membership is only \$4.67 per month. If you forgo your month extension, you will be donating \$4.67 to the Zoo, animal care teams and animals you love. As you can imagine, the grocery bill of the over 2,000 animals in our care is expensive at \$1.6M/year, especially without any additional revenue coming in To donate your month back to the Zoo, please click below.

I would like to donate a month of my membership to help the animals and care teams at the Zoo

Think Differently



Nat'l Cowboy Museum @ncwhm · Mar 17

Hello, my name is Tim and I am the head of security for The Cowboy. I have been asked to take on the additional duty of social media management while the museum is closed. I'm new to this but excited. My team will also continue to protect and monitor the museum. Thanks, Tim Send





Nat'l Cowboy Museum @ncwhm · Mar 16

In support of the nationwide effort to contain the spread of COVID-19, and in accordance with recommendations from local and national health officials, the Museum will be closed to the public effective March 17, 2020. Updates will be posted at nationalcowboymuseum.org/coronavirus





Think Differently



Nat'l Cowboy Museum @ncwhm · Mar 11

Join Kimberly Roblin, Director of the Dickinson Research Center and Curator of Archives, National Cowboy & Western Heritage Museum, as she explores the new exhibition Dorothea Lange: Politics of Seeing, organized by the Oakland Museum of California, tomorrow, March 12 from 12-1pm





Nat'l Cowboy Museum @ncwhm · Mar 18

We have a very cool photography exhibition right now called Dorothea Lange: Politics of Seeing that runs through May 20, 2020. Her photographs are very moving. That is a photo of her. She looks like someone I'd want to have a beer with. Thanks, Tim





Focus on your past Success

- Know and rely on your role as a leader in your industry
- There is good information out there from past challenges and successes
- Embrace / create technologies to help us with change
- The realities of the present are the once in lifetime opportunity for your organization to change

Conte LA RESTAURANT NEWS

Don't Worry, LA's In-N-Out Drive-Thru Lines Are Still Very, Very Long

This video is insane

by Farley Elliott | Mar 30, 2020, 12:31pm PDT









An In-N-Out drive thru line | In-N-Out

Even the current novel coronavirus pandemic can't stop those In-N-Out drivethru lines. The ongoing global health crisis has caused restaurants across the state of California to shut down dine-in services and switch to offering delivery and takeout



"Your customers are constantly keeping a tally in their head about your consistency and performance. They file away your actions for retrieval when then time comes. How your business chooses to act now will leave an impression tomorrow and may be the difference when you reopen." Randy Josselyn

Ask for Help

THE ZOO IS TEMPORARILY CLOSED.

Click here for info on COVID-19 updates

Click here for Home Safari Resources

Please consider a donation to our emergency operating fund to assist us in the care of our animals and team members. Your support is more critical now than ever.

Plan for Positivity / Prepare Purposefully

- We will reopen
- Make a rehire plan today
- It will be bumpy, but it will become normal
- Positive motion move your body, move your brain!
- Think about your destination
- Be ready for your #1 fans!





NEW! COVID-19 VIDEO SERIES

PODCAST

LIVE EVENTS



Navigating the guest experience in a post-coronavirus world

March 27, 2020 🛔 AttractionPros 🕒 Crisis Management, Guest Experience













"Upon reopening, the first guests who visit you are undeniably your most loyal. These are the guests that have been eagerly awaiting your reopening and they have committed, while in isolation, that your business was the first they wished to patronize when given the opportunity to leave their home. Let that sink in for a minute. Think of the alternative options that they had. These guests are special. How are you showing them that you recognize that?" - Attraction Pros

Take Care of Yourself and Your Team

- Reach out personally to your teams if you can
- "You are not working from home, you are working differently during a crisis at your house."
- Leaders are allowed to be stressed put on your own oxygen mask
- Be flexible and be ready to pivot

If you're not already on our email list and would like to receive information about our future Webinar Wednesdays, please email:

marketing@gatewayticketing.com

And you're going to receive a follow up email with a survey after this webinar. Please take two minutes to answer the four questions. It will help us out immensely in planning the topics for our upcoming webinars.

