



**GALVESTON**  
\* ISLAND \*  
*Park Board of Trustees*

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**Agenda Item:** Present the VisitGalveston.com Hotel & Vacation Rental Booking Engine, Followed by Platform Demonstration by Tempest

**Background:** In February 2021, the GICVB began discussing a professionally configured and supported booking engine with our website provider, Tempest. The goal of having a booking engine on VisitGalveston.com was to enhance user experience by providing a key planning tool needed by potential visitors to the island: reserving accommodations on the island. Providing this service will also keep future visitors to the island on the website for a longer duration. The Tempest supported booking engine will work for both hotels and vacation rentals by identifying two-way connectivity paths and integrating real-time rates and availability on VisitGalveston.com.

The white-label platform is very flexible and gives us several options for implementation. This is being provided to our lodging partners at no cost, and subsequently, no commissions will be applied. We are looking at two primary options for this platform which include a Referral Booking Engine (also known as Book Direct), where bookings take place on the lodging supplier website, and a Zero Commission model, which allow visitors to book real-time reservations with lodging partners who will manage the reservation in their property management systems. The Zero Commission model also allows for consumers to build packages which can include attraction passes, event tickets, and more.

**Funding Source:** 2020-2021 TD 70-7002 Special Projects Fund budgeted @ \$45,000 (Estimated 2,250 properties at a \$20 capture rate per property)