

Benefits

- New 2018 programs
 - International co-op
 - Domestic co-op
- Maximize dollars by spending less for more exposure
- Diverse programs reaching all segments
- Rates vary from \$650 to \$6,700
- All rates represent from 27% 81% discounts
- Flexible by design in timing structure, costs and markets
- Real time optimization
- Individual Partner reports where applicable
- GFLCVB.STARMARK.COM



Benchmark

• IAB Standard Rate CTR: 0.08%

• Video Completion: 85% based on :15 videos

• Mouseover Rate: 2.2%

- A mouseover is the amount of time a user's mouse cursor hovers over an item - in this case, an ad - for 1 or more consecutive seconds. If the cursor moves away from the ad boundary after less than a second, or hovers over the ad for 0.5 sec, moves away, then returns for 0.8 secs, this interaction will not be counted."
- GFLCVB.STARMARK.COM



Terminology

- VCPV: Video Completed Views
- Contextual: Ads delivered in an environment thgough on site placement, relevant to the target
- Behavorial: Target based on demographic, HHI, Interest
- Geo-Target: Specific markets
- **Programmatic:** buying digital ad space with real time bidding. Remnant inventory with top publishers.
- Retargeting: Reconnecting with consumers who visited your website but did not convert and resending an ad.
- GFLCVB.STARMARK.COM



International Consumer Program

- 1. 2018 BUSA Miles Media Multi-Channel Program United Kingdom (Winter)
- 2.2018 BUSA -Essentially America UK
- 3. 2018 BUSA Miles Media Multi-Channel Program Germany (Spring)
- 4. 2018 BUSA Essentially America Germany
- 5. 2018 BUSA Miles Media Multi-Channel Program Brazil (Spring)
- 6.2018 Essentially America Latin America
- 7. Brasilturis Journal VF
- 8. Brazil Travel News VF
- 9. Ladevi Latin America VF
- 10.Mercado & Eventos VF
- 11.Qual Viagem
- 12.Report Americas (Pan Regional) VF
- 13.Boletin Turistico
- 14.VF Latin American Vacation Guide

Fall / Winter Leisure Consumer Program

- 1. AAA Living North
- 2. AdDaptive New
- 3. Adara New
- 4. ABC Watch
- 5. Boston.com Traveler Email program
- 6. Chicago ad Mails
- 7. Expedia New
- 8. Food & Wine Magazine
- 9. Food & Wine Pre-Roll Video
- 10. Globe Magazine
- 11.Hulu
- 12.Interfuse Winter Instate & Digital Campaign
- 13. Mobile Fuse Digital Campaign New
- 14.T. New York Times Style Magazine
- 15. New York Times Magazine
- 16.New York Times Great Getaways Emails
- 17. Official Visit Florida Magazine/Visit Florida Visitors Guide
- 18. Pandora On-demand Radio Winter
- 19. Philly.com Email program
- 20.Spotify
- 21.SpotXchange
- 22.Travel & Leisure
- 23.Travel Zoo
- 24.TripleLift
- 25.Travel Spike New
- 26. Your Travel Insider Email

Spring / Summer Leisure Consumer Program

- 1. AAA Living Magazine South
- 2. AAA Living Magazine North
- 3. AdDaptive New
- 4. Adara New
- 5. ABC Watch
- 6. Expedia New
- 7. Food & Wine Pre-Roll Video
- 8. Hulu
- 9. Interfuse Winter Instate & Digital Campaign
- 10. Mobile Fuse Digital Campaign New
- 11.T. New York Times Style Magazine
- 12. New York Times Magazine
- 13. New York Times Great Getaways Emails
- 14. Pandora On-demand Radio Summer
- 15. Spotify
- 16.SpotXchange
- 17.Travel & Leisure
- 18.Travel Zoo
- 19.TripleLift
- 20. Trip Advisor
- 21.Travel Spike New
- 22. Your Travel Insider Email





- Sojern: Programmatic platform that Travel marketing experts that specialized in travelers path to purchase data. Sojern works with top travel brands and independent hotels across the globe.
- Launch Dates: January March 2018
- Partner Impressions: 10-15% of total
- 2017 CVB Results:6,425 Clicks and 0.32% CTR
- Min/Max Partners: 2
- **Net Rate**: \$3,000
- Value: \$6,000
- Space and Material Deadline: Nov 13, 2017
- Payment Deadline: Nov 13, 2017
- GFLCVB.STARMARK.COM
- Material specs: Image (gif, Jpeg), Standard Banner (200K max initial load), :15 video if applicable

300x600 - UK - Sailboat

E COSMOPOLITIN BEAUTY CELEB LOVE LIFESTYLE FASHION

FOLLOW Q

Alternative Mother's Day gifts to show your mum how much you love her

In case don't know WTF to get her, we've got a couple of tricks up our sleeve







Just in case it's slipped your mind in between all your fantasies about Leonardo DiCaprio and chocolate binges, it's Mother's Day on Sunday 26th March - and if you haven't sheady bought your way to the 'Best Daughter Of The Year Award' competition, you will

A pre-booked pampering session

With the Fluidly or Treatwell apps, which act as a little black book of incredible spa-





- Dates: Jan-Feb 2018 (Winter 2018)
- Print: The Sunday Times, The Traveler Magazine
- Digital: Facebook Carousel, Expedia Activation, dedicated hotel search page.
- Circ/Imp: 460,000, 7,000 Clicks. 415,000 co-branded display ads. Inclusion in Visit The USA Landing Page linking to your flight search results page.
- Min/Max Partners: 3. Share 1 formatted page and clicks
- Net Rate: \$3,000
- Value: \$6,000
- **Savings**: 50%
- Space and Material Deadline: August 11, 2017
- Payment Deadline: August 11, 2017
- GFLCVB.STARMARK.COM
- Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.





BUSA Multi-Channel Program: Germany

• Dates: Apr 2018 - May 2018 (Spring 2017)

• Print: Bunte, Focus, InStyle

• Digital: Facebook, Expedia, Google, Visit USA Landing Page

• Circ/Imp: 6 Week Content Traffic Generation Campaign, Facebook Carousel units, Expedia hotel feature (1st come basis)

• Min/Max Partners: 3 share 1 formatted page

• Net Rate: \$3,000

• Value: \$6,000

• **Savings:** 50%

• Space and Material Deadline: Nov 20, 2017

• Payment Deadline: Nov 20, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



CVB2500_Boletin_Turistico_Shopping_Columbia_FP_mech.indd 1
Germany - Florida Partners (3):

Display Ad	Impressions	Clicks	Total CTR
		(incl. 20,499 BONUS clicks)	
	1,684,380	27,999	1.66%

Expedia	Total Room Nights Booked	Total Booking Revenue	Total Cost of Campaign
	3,412	\$529,842	\$52,660



- Sojern: Programmatic platform. Travel marketing experts that specialized in travelers path to purchase data. Sojen works with top travel brands and independent hotels across the globe.
- Dates: March April 2018
- Partner Impressions: 10-15% of total
- CVB Results: 5,938 Clicks and 0.18% CTR
- Min/Max Partners: 2
- Net Rate: \$3,000
- Value: \$6,000
- Space and Material Deadline: Feb 10, 2018
- Payment Deadline: Feb 10, 2018
- GFLCVB.STARMARK.COM
- Material specs: Image (gif, Jpeg), Standard Banner (200K max initial load), :15 video if applicable

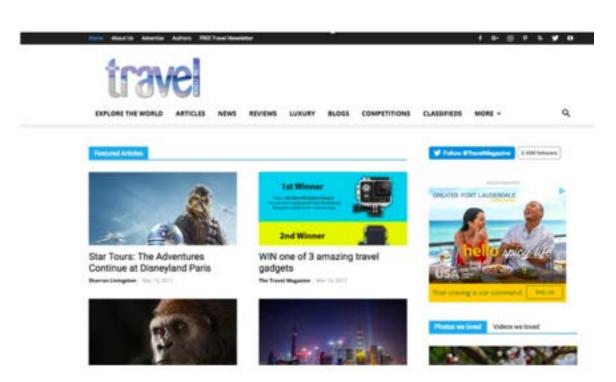
160x600 - GER - Alchemist





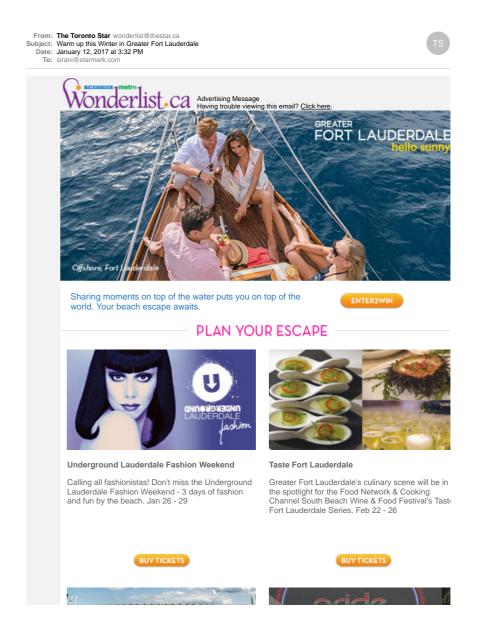


- Sojern: Programmatic platform. Travel marketing experts that specialized in travelers path to purchase data. Sojen works with top travel brands and independent hotels across the globe.
- Dates: December 2017 February 2018
- Partner Impressions: 10-15% of total
- CVB Results: 5,556 Clicks and 0.22% CTR
- Min/Max Partners: 2
- Net Rate: \$3,000
- Value: \$6,000
- Space and Material Deadline: Nov 10, 2017
- Payment Deadline: Nov 10, 2017
- GFLCVB.STARMARK.COM
- Material specs: Image (gif, Jpeg), Standard Banner (200K max initial load), :15 video if applicable



Toronto Star Traveler Emails

- **Distribution:** 60,000 (opt-in subscribers)
- Email Blast Dates:
 - 1. October 5, 2017
 - 2. November 10, 2017
 - 3. January 12, 2018
- Min #s of partners: 3
- Max #s of partners: 6
- Net Cost: \$1,500 (package of 3 cost)
- Value: \$3,450 (package cost)
- Jan 12, 2017 Results: 0.9% CTR with a 18% open rate.
- Space & Materials Deadlines:
 - 1. September, 15, 2017
 - 2. October 10, 2017
 - 3. December 14, 2017
- Payment Due: September 15, 2017
- GFLCVB.STARMARK.COM



Specs: There are 3 unique emails. 3 sets of assets need to be provided by the above dates. Up to 25 words of copy, offer ("from \$XX Rate" is recommended), click thru URL, tracking code, 1 horizontal image (high res), logo.



BUSA Multi-Channel Program - Brazil

- Dates: Apr 2018 May 2018 (Spring 2018)
- Print: O Estado De S. Paulo, Viagem
- Digital: Facebook Carousel, Expedia Activation, dedicate hotel search page.
- Circ/Imp: 950,000, 7,500 Clicks. 415,000 co-branded display ads. Partner participation in print and % of impressions based on tier package.

Print Insert: 108,000

Digital Display Ad Impressions: 830,603 / Digital Display Ad Clicks: 7,703 (.93%)

CTR)

Facebook Carousel Ad Clicks: 22,110 (Tile position 2) Expedia Impressions: 413,363 / Expedia Clicks: 331 (.08% CTR). Nights booked through Expedia: 1,724 / Total Bookings: \$242,708 / ADR \$148

• Min/Max Partners: 3 share 1 formatted page

• Net Rate: \$3,000

• Value: \$6,000

• Space and Material Deadline: Nov 20, 2017

• Payment Deadline: Nov 20, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.





- Sojern: Programmatic platform. Travel marketing experts that specialized in travelers path to purchase data. Sojern works with top travel brands and independent hotels across the globe.
- Launch Dates: December 2017 -February 2018
- Partner Impressions: 10-15% of total
- CVB Results (CA): 5,556 Clicks and 0.22% CTR
- Min/Max Partners: 2
- Net Rate: \$3,000
- Value: \$6,000
- **Savings:** 50%
- Space and Material Deadline: Nov 10, 2017
- Payment Deadline: Nov 10, 2017
- GFLCVB.STARMARK.COM

E COSMOPOLITAN BEAUTY CELEB LOVE LIFESTYLE FASHION

FOLLOW Q

Alternative Mother's Day gifts to show your mum how much you love her

In case don't know WTF to get her, we've got a couple of tricks up our sleeve







Just in case it's slipped your mind in between all your fantasies about Leonardo DiCaprio and chocolate binges, it's Mother's Day on Sunday 26th March - and if you haven't already bought your way to the 'Best Daughter Of The Year Award' competition, you will do after you read this.

A pre-booked pampering session



Essentially America - Latin America

• Essentially America is the leading international magazine about leisure travel to the US. Founded in the UK in 1993. Its journalists have received more awards from Visit USA committees and TIA/US Travel Association than those writing for any other publication.

The Mexico edition is distributed in cooperation with ScotiaBank which sends copies to its credit card holders who by their spending patterns the bank has identified as traveling to the USA at least twice per year.

The Colombia edition is sent to a proprietary database of High Income recipients who are keen international travelers.

• Issue Date: Apr 2018

• Circ: 50,000 - Mexico; 10,000 - Colombia

• Min/Max Partners: 3 share 1/6 formatted page

• Net Rate: \$750

• Value: \$1,500

Space and Material Deadline: Feb 15, 2018

• **Payment Due:** Feb 15, 2018

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Brasilturis Journal Trade Magazine

BRASILTURIS JORNAL: A leading travel trade publication in Brazil. Editorial content consists of news on the development and promotion of tourism worldwide, covering all areas of transportation, hotels, excursions and related activities. Brasilturis is published on the 1st and 3rd week of each month, and is printed on bright white glossy stock paper, for the highest visibility of your advertisement. Readership includes: tour operators, travel agencies, executives at all domestic and international airlines based in Brazil, executives at all ground and sea transportation companies, executives at all hotels and hotel representations nationwide.

- Dates: Apr, May, June & July 2018(Visit Florida Section)
- Can change out creative in each issue
- Circ: 15,000 (includes tour operators, travel agencies, executives at domestic & international airlines)
- Min/Max Partners: 3 share 1/6 formatted page

• Net Rate: \$1.000

• Value: \$2,500

• **Savings:** 60%

Space and Material Deadline: Feb 1, 2018

• Payment Due: Feb 1, 2018

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Brasil Travel News Consumer Magazine

Dates: Mar, Apr, May, June & July 2018

Can change out in each issue

• Circ: 45,000

• Min/Max Partners: 3 share 1/6 formatted page

Net Rate: \$1,000 (package cost)

• Value: \$2,500

• Savings: 60%

• Space and Material Deadline: Jan 15, 2018

• Payment Due: Jan 15, 2018

• GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Ladevi Latin America Trade Magazine - Distributed to 18 different Spanish-Speaking Countries

• Dates: Apr, May & June 2018

Can change out creative in each issue

• Circulation: 10,000

Digital Edition 5,000 web visitors

• Min/Max Partners: 3 share 1/6 formatted page

• Net Rate: \$650

• Value: \$1,000

• **Savings:** 35%

Space and Material Deadline: Feb 1, 2018

• Payment Due: Feb 1, 2018

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Mercado & Eventos Trade Magazine

• Dates: Nov 2017 - June 2018 (8 issues)

Can change out creative each issue

• Circulation: 16,600 per issue

• Min/Max Partners: 3 share 1/6 formatted page

• **Net Rate:** \$2,000 (package)

• Value: \$3,000

• **Savings:** 33%

• Space and Material Deadline: Oct 2, 2017

• Payment Due: Oct 2, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Qual Viagem Consumer Magazine

• Dates: Dec 2017 - June 2018

Can change out creative each issue

• Circ: 30,000

Min/Max Partners: 3

• **Net Rate:** \$2,000 (package)

• Value: \$3,000

• **Savings:** 33%

• Space and Material Deadline: Sept 28, 2017

• Payment Due: Sept 28, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Report Americas Trade Magazine

- Dates: March, April and June 2018 (Visit Florida Sections)
- Reaches 20 countries in Latin America. Published in Spanish and Portuguese
- Can change out creative each issue

• Circ: 17,500

Min/Max Partners: 3

• Net Rate: \$650 (package)

• Value: \$1,000

• **Savings:** 35%

• Space and Material Deadline: Feb 1, 2018

• Payment Due: Feb 1, 2018

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Boletin Turistico - Mexico (BUSA)

Dates: Feb, March & May 2018

Can change out creative in each issue

• Circ: 8,500

Min/Max Partners: 3

• Net Rate: \$500 (package)

• Value: \$1,000

• **Savings:** 50%

• Space and Material Deadline: Dec 14, 2017

• Payment Due: Dec 14, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



• **Dates:** Jan 2018

• Circ: 30,000

Min/Max Partners: 4

• Net Rate: \$1000

• Value: \$1,760

• Space and Material Deadline: Dec 14, 2017

• Payment Due: Dec 14, 2017

GFLCVB.STARMARK.COM

• Material specifications: Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.





Fall / Winter Programs



AAA Living North

- Circulation: 1.4 Million AAA households in Chicago/Michigan
- Video on <u>aaa.com/aaaliving</u> for four months
- Online Destination Directory listing for GFLCVB and each co-op participant for four months
- Online ad spot for GFLCVB rotating ad on <u>aaa.com/aaaliving</u> for four months

• Issue Date: Jan/Feb 2018 - Visit Florida section

Max # of partners: 6

• Net Rate: \$3,500

• Value: \$5,950

• 2017 Results: 2,636 leads to date (sent to each partners)

• Deadline: November 7, 2017

GFLCVB.STARMARK.COM

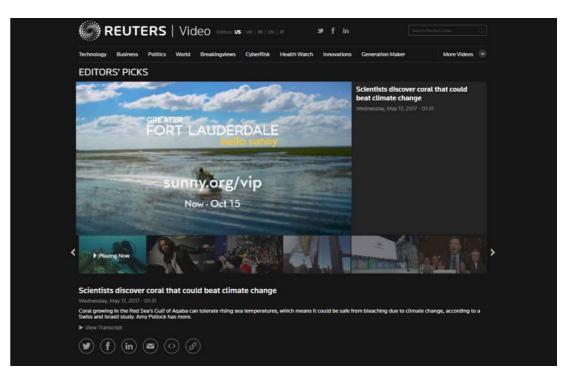
- meisman@aaasouth.com 813-289-5931
- Specs: GFLCVB recommends a retail or value offer be included. All advertisers to provide images in 300 DPI, Property picture, logo, address, phone numbers, trackable URL and 25 words of copy. Agency CMYK, TIF, EPS, or JPG files.

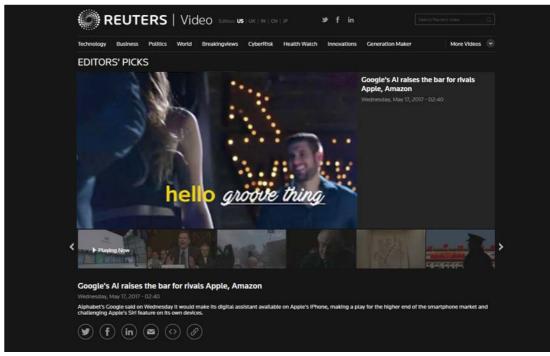


AdDaptive (Programmatic)

NEW

- AdDaptive: IP Targeting technology that offers a wider more accurate mobile accessibility.
- Partner Impressions: 357,150 (10-15% per Partner) Partner: 15 video will be added into the rotation. Spanish and English. Desktop and Mobile
- Markets: New York, Chicago, Boston, Dallas, Houston, Austin, Los Angeles and Philadelphia
- Flight Dates: November 2017, January March 2018
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,500
- Value: \$7,500
- 2017 Results: Average 2017 Completion Rate: 100% with 0.10% CTR
- Space & material deadline: September 8, 2017
- Payment Due: September 8, 2017
- GFLCVB.STARMARK.COM
- Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.



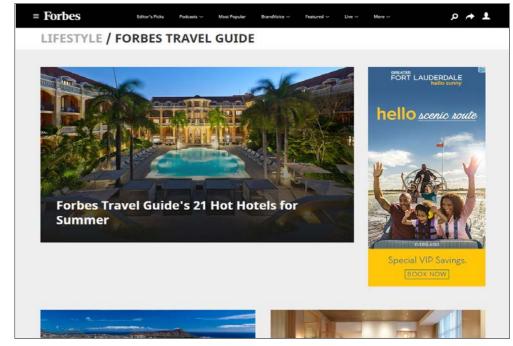


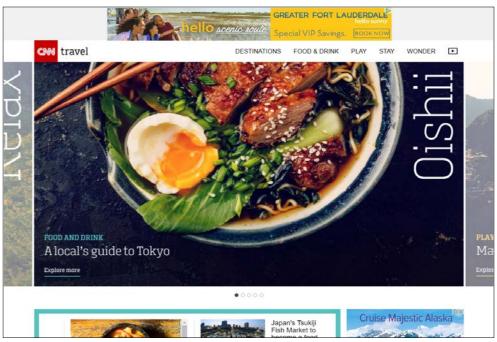
Partner: 15 video will be added into the rotation

Adara

NEW

- Adara: Travel data platform that leverage first party data sources and real time intent to drive direct transactions. 60% consumer consider 2-3 other destinations of the same date. Because of the direct relationships with data partners such as Delta, American Express, Adara knows who needs a hotel.
- Partner Impressions:(10-15% per Partner). Partner:15 video will be added into the rotation
- Markets: US National
- Target Audience: Travel intenders
- Flight Dates: November 2017, January-March 2018
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$7,500
- 2017 Results: Average 2017 Completion Rate: 98%
- Space & material deadline: September 8, 2017
- Payment due: September 8, 2017
- GFLCVB.STARMARK.COM
- **Specs:** :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.





Partner: 15 video will be added into the rotation

Domestic Leisure 2018 Co-op Programs

ABC Watch - On Demand Television

- Partner Impressions: 330,500 (10-15% per Partner) Partner: 15 video will be added into the rotation
- Markets: New York, Chicago, Boston, Dallas, Houston, Austin, Los Angeles and Philadelphia
- **Demo**: AD25-54
- Flight Dates: November 2017, January-March 2018 (2 weeks per Month)
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$8,500
- 2017 Results: Average 2017 Completion Rate: 98%
- Space & material deadline: September 8, 2017
- Payment due: September 8, 2017
- GFLCVB.STARMARK.COM



Partner: 15 video will be added into the rotation

• Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.

Boston.com Traveler Emails - Package of 4

Email Blast Dates:

- 1. October 13, 2017
- 2. November 10, 2017
- 3. January 24, 2018
- 4. February 21, 2018
- **Distribution:** 54,000 (opt in subscribers)
- Min #s of partners: 3
- Max #s of partners: 6
- Net Cost: \$1,500 (package cost)
- Value: \$2,500 (package cost)
- 2017 Results: Average 2017 CTR 1.09% CTR, 11.1% Open Rate

Space & material deadline:

- 1. September 22, 2017
- 2. October 20, 2017
- 3. December 20, 2017
- 4. January 24, 2018
- Payment deadline: September 22, 2017 to Starmark International
- GFLCVB.STARMARK.COM

boston.com | Boston Traveler



Goodbye cares. Hello carefree. Your beach escape awaits. ENTER2WIN

PLAN YOUR ESCAPE



Hollywood Beach Marriott

Find sunshine you can taste along the LBroadwalk with brews and bites at local beachfront breweries and restaurants when Lyou book our Broadwalk Package.



SIA Live at the BB&T Center

Catch SIA live with special guests Miguel & Aluna George on the BB&T Center stage on October 29. Time to hit the dance floor because "Cheap Thrills" is topping the charts on the Billboard Hot 100. Buy tickets now!

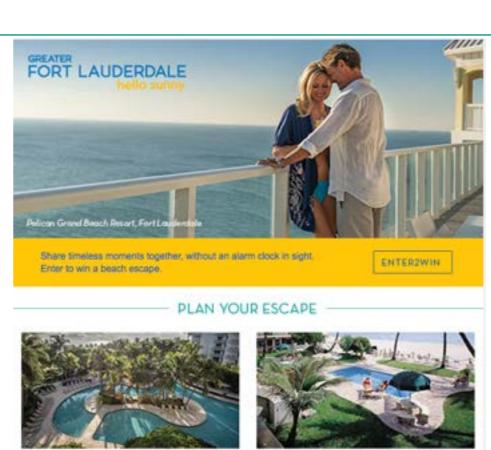
BOOK NOW

LIVE BEACH CAMS

Specs: There are 4 unique emails. 4 sets of assets need to be provided by the above dates. Up to 25 words of copy, offer ("from \$XX Rate" is recommended), click thru URL, tracking code, 1 horizontal image (high res), logo.

Chicago Ad Mail - Package of 3

- Email Blast Dates:
 - 1. November 15, 2017
 - 2. January 17, 2018
 - 3. March 13, 2018
- Min #s of partners: 3
- Max #s of partners: 6
- Net Cost: \$2,000 (package cost)
- Value: \$5,000 (package value)
- Sent to 100,000 Opt in subs
- Results: 1.33% CTR with 11.11% open rate
- Space & Material deadline:
 - 1. October 18, 2017
 - 2. December 17, 2017
 - 3. February 12, 2018
- Payment Due: October 18, 2017 to Starmark International
- GFLCVB.STARMARK.COM



Lago Mar Beach Resort & Club European sophistication. Tropical dress code. Nestled amid ten lush acres on the Atlantic Ocean. Rated one of the best resorts in Florida by Condé

BOOK NOW

Nast Traveler.



Whether you're looking for a quiet escape or an extended family getaway, these cozy properties all with 50 rooms or less - know how to do it small. Enjoy your free Superior Small Lodgings Guide.

Underground Lauderdale Fashion Weekend

Calling all fashionistas! Don't miss the Underground Lauderdale Fashion Weekend - 3 days of fashion and fun in FAT Village Arts District. Mar 30 - Apr 2

LEARN MORE



Tortuga Music Festival

Rock the Ocean featuring some of the biggest names in county, rock and roots music. See Luke Bryan, Kenny Chesney, Chris Stapleton and more!

BUY TICKETS

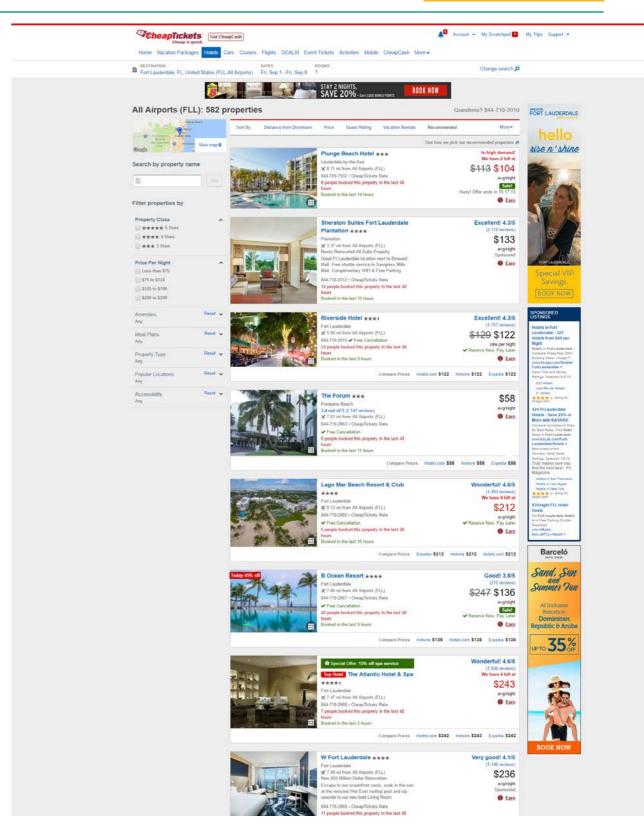
BUY TICKETS

Specs: There are 4 unique emails. 4 sets of assets need to be provided by the above dates. Up to 25 words of copy, offer ("from \$XX Rate" is recommended), click thru URL, tracking code, 1 horizontal image (high res), logo.

Expedia Winter Program

NEW

- Partner Impressions: 10-15% per Partner
- Markets: New York DMA, Chicago, Boston, Dallas, Houston, Austin, Los Angeles and Philadelphia
- Travel Intent: South Florida, Miami & Ft. Lauderdale, WPB previous searched destinations.
- Dedicated emails, Responsive marquee
- Sites: expedia.com, orbitz.com, travelocity.com
- Flight Dates: November 2017, January-March 2018 (2) weeks per Month)
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$8,500
- 2017 Results: Clicks 84, CTR 0.18% (June1-30)
- Space & material deadline: September 8, 2017
- Payment Due: September 8, 2017
- GFLCVB.STARMARK.COM



Food & Wine - (in conjunction with South Beach Food & Wine Festival's "Taste of Fort Lauderdale")

The Greater Fort Lauderdale Convention & Visitors Bureau will purchase a 1/2 page vertical advertisement. The advertisement will be positioned on a right-hand page, following by a consecutive right-hand 1/2 page consisting of 3 1/6 page formatted GFL partner ads at a substantial discount.

• Circulation: 975,000 – National with 7.7 Million Readerships

Issue date: January 2018

• Max # of partners: 3

• Net Cost: \$4,000

• Value: \$21,000

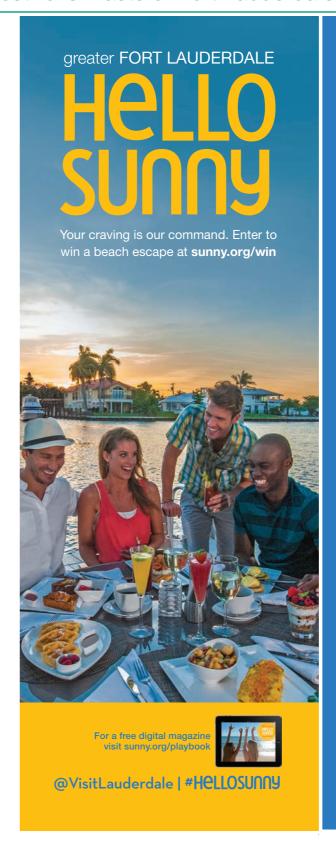
• Space, payment & materials Deadline: October 26, 2017 to Starmark International

GFLCVB.STARMARK.COM

• For more information, please contact: MICHAEL FENKELL, DIGITAL DIRECTOR, mfenkell@bluegroupmedia.com, 305.648.3338

Material specifications:

Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector File. Copy should be submitted in a Word document.



greater FORT LAUDERDALE

Goodbye cares. Hello carefree. Get to know Greater Fort Lauderdale at sunny.org



South Florida's newest luxury all-suite oceanfront resort. Featuring 363 condos with gourmet kitchens, ocean views, fine dining, fitness center, spa, and pool oasis. 4111 S Ocean Drive • Hollywood 754-201-2040 • hydehollywoodbeach.com



European sophistication. Tropical dress code. Nestled amid ten lush acres on the Atlantic Ocean. Rated one of the best resorts in Florida by Condé Nast Traveler. 1700 South Ocean Lane • Fort Lauderdale



Greater Fort Lauderdale's culinary scene will be in the spotlight for the Food Network & Cooking Channel South Beach Wine & Food Festival's Taste Fort Lauderdale Series, Feb 22 - 26. sobewff.org

@VisitLauderdale | #HellOSUNNY

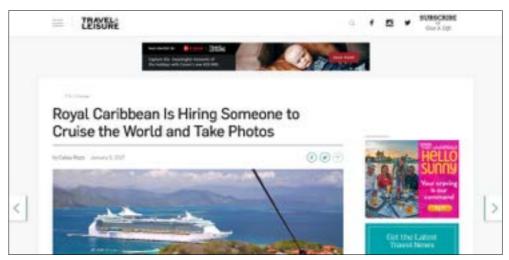
Travel & Leisure Food & Wine Departures Digital Campaign

Departures, Food and Wine and Travel & Leisure presents a custom, integrated program that will raise the destination awareness and drive visitors to Fort Lauderdale. The AMG (Affluent Media Group) design studio will showcase a series of digital custom units across Departures, Food & Wine and Travel & Leisure offering inspiration and actionable content directed towards audiences of affluent active travelers that make navigating the globe their quest in life.

- Impressions: 350,000 per partners (10-15% SOV)
- Targeted: Displayed across T&L, F&W and Departures across all platforms.
- Market: NY DMA, Dallas, Houston, Austin, Chicago, Boston and Philadelphia
- Flight Date: November 2017 March 2018
- Max # of partners: 3
- Net Cost: \$3,000
- Value: \$7.500
- Results: CVB: Imp 4,656,249, 3,729 Clicks and 0.08% CTR
- Riverwalk CTR: 0.11%/ 384,865 delivered impressions, 435 clicks
- Space, payment & materials Deadline: October 3, 2017 to Starmark International
- GFLCVB.STARMARK.COM

Material specifications:

Please send: Banners 40K gif/jpg, max 3 loops, :15 seconds and URL







Globe Magazine (Boston Globe)

 Publication Dates: November 12, 2017 Winter Travel

• **Circulation:** 910,000

• Min / Min #s of partners: 2

• Net Cost: \$1,000

• Value: \$2,500

• Unit Size: 1/4 Page FC

• Space and Material deadline: Sept 22, 2017

• Payment deadline: Sept 22, 2017

GFLCVB.STARMARK.COM

• Print Specifications: Specs: There are 2 unique ads. 2 sets of assets need to be provided by the above dates. All advertisers to provide images in 300 DPI, Property picture, logo, address, phone numbers, trackable URL and 25 words of copy. Agency CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.



Hulu On Demand Video Winter

- Hulu: A premium streaming TV destination that offers hundreds of thousands of hours of the best of the best TV programming and movies to subscribers with limited commercials. Since its launch in 2008, Hulu has been at the forefront of entertainment and technology and continues to redefine TV by connecting viewers with the stories they love.
- Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Boston and Philadelphia. Target includes multi-cultural.
- Partner Impressions: 226,450, 15% SOV
- Results: 100% completion rate
- Timing: October 2017 March 2018 (2 Weeks per month)
- Max # of partners: 4
- Net Rate: \$3,000
- Value: \$7,500
- Space & Material Deadline: September 9, 2017
- Payment due: September 9, 2017
- GFLCVB.STARMARK.COM
- Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.





Partner: 15 video will be added into the rotation

Interfuse Visit Florida Winter In-State Insert & Digital

• Markets: Washington Times, Chicago Sun Times, Chicago Tribune, Boston Herald, Newark Star Ledger, Bergen County Record, Philadelphia Enquirer, WSJ (NY Markets), Atlanta Journal

Target: HHI \$125K+, AD35-54

• Issue Dates: February 11, 2018

• CVB: Circ/Imp: 500,000, 2,000,000 imp + 4,000 Leads

• Partners: 250,000 Imp per partners

Digital: Geo-target Winter markets

 April 1 - May 15, 2017 Results: 6,568 Clicks and .15% CTR 4.872 Leads

Size: 6 partners share 1/6 formatted page

• Net Rate: \$2,500

• Value: \$5,000

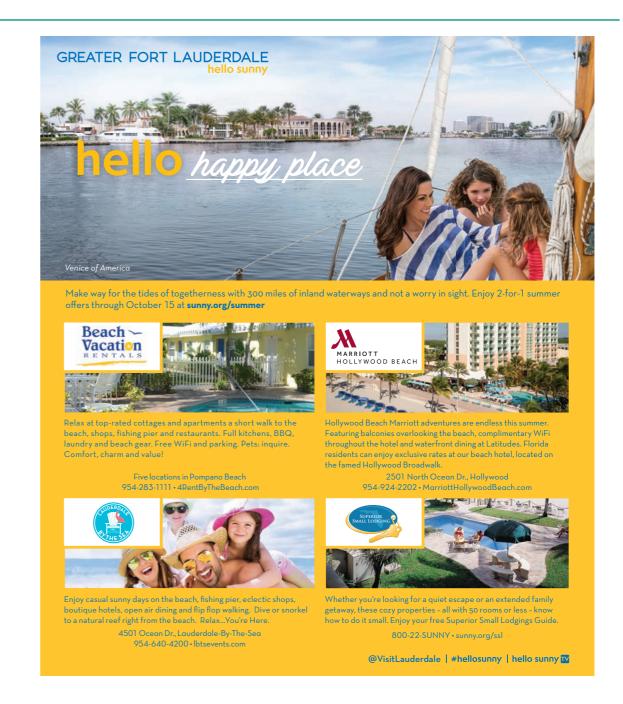
• **Savings:** 50%

• Space Deadline: Dec 2, 2017

• Material Deadline: Dec 15, 2017

• Contact: jcoleman@interfuse.com 470-554-7153

GFLCVB.STARMARK.COM

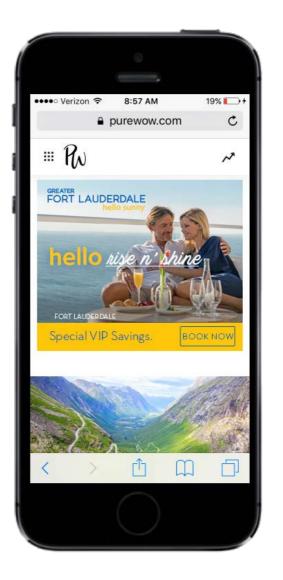


Print Specifications: Specs: There are 2 unique ads. 2 sets of assets need to be provided by the above dates.

All advertisers to provide images in 300 DPI, Property picture, logo, address, phone numbers, trackable URL, and 25 words of copy. Agency CMYK, TIF, EPS, or JPG files. All logos in EPS Vector file. Copy should be submitted in a Word document.

Mobile Fuse Winter Program

- Mobile Fuse: Contextual: Reaching the Leisure Consumer on mobile sites and apps from MobileFuse's direct to publisher network, that over-index against the target demo. LiFTS Data targeting: (L*ocation, F*requency, T*ime S*pent): Taking into account a user's historical location, recency of visiting those locations, and the amount of time spent in a given location to qualify that user's affinity. •Cross device retargeting: Retargeting users who click on a banner or complete a video on their smartphones, again on their tablet or desktop to continue messaging.
- Target Market: New York, New Jersey, Chicago, Dallas, Houston, Austin, Boston, Philadelphia and Los Angeles
- Partner Impressions: 15% SOV
- 2017 Results: 85.89% Video Completion, .48% CTR
- Flight Dates: November 2017- March 2018
- Net Rate: \$3,000
- Value: \$6,000
- **Savings:** 50%
- Space and Material Deadline: October 2, 2017
- Payment Deadline: October 2, 2017
- GFLCVB.STARMARK.COM



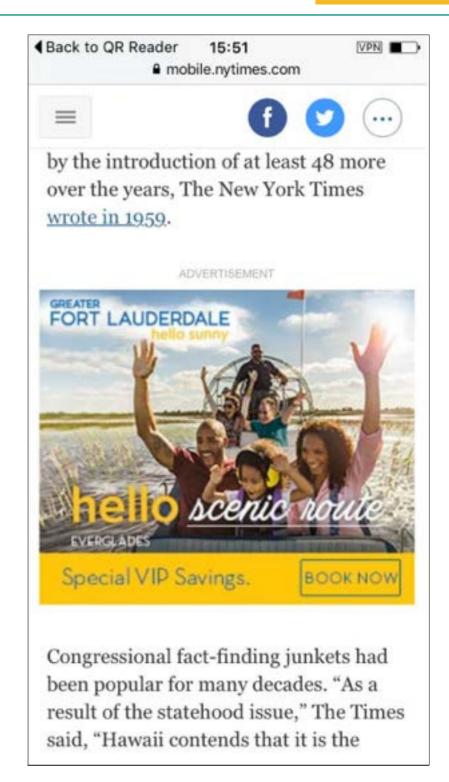


Partner: 15 video will be added into the rotation

• Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.



- Target Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Boston and Philadelphia.
- Partner Impressions: 15% SOV. Banner and Video rotated into mix.
- Timing: October 2017 March 2018 (2 Weeks per month)
- Previous results: 85% Video completion, 60,129 clicks/.18% CTR.
- Max # of partners: 2
- Net Rate: \$3,000
- Value: \$7,500
- Space & Material Deadline: September 9, 2017
- Payment due: September 9, 2017
- GFLCVB.STARMARK.COM
- Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.



Partner: 15 video will be added into the rotation if applicable

T: New York Times Style Magazine

- Circulation: 1,103,096 National Sunday
- Issue dates: November 2017 -Winter Travel, Florida Advertorial Section February 2018 - Women's Fashion May 2018 - Summer Travel (Family Advertorial Section
- Min/Max # of partners: 2
- Unit Size: 1/4 page 4c formatted
- Net Cost: \$6,000 per issue
- Value: \$20,000.
- Space, Payment & Materials Deadlines: September 8, 2017

February 3, 2018

April 3, 2018

GFLCVB.STARMARK.COM





Material specifications:

Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector File. Copy should be submitted in a Word document.

New York Times Magazine

- Circulation: 1,103,096 National Sunday
- Issue date: March 2018 Voyages, Florida Advertorial Section
- Min/Max # of partners: 2
- Unit Size: 1/4 page 4c formatted
- Net Cost: \$6,000 per issue
- Value: \$20,000.
- Space & Materials Deadlines: January 3, 2018

Payment Deadlines: February 3, 2018



Material specifications:

Please send: property picture, logo, address, phone numbers, URL and 25 words of copy. All Advertisers to provide images in 300 DPI, CMYK, TIF, EPS, or JPG files. All logos in EPS Vector File. Copy should be submitted in a Word document.





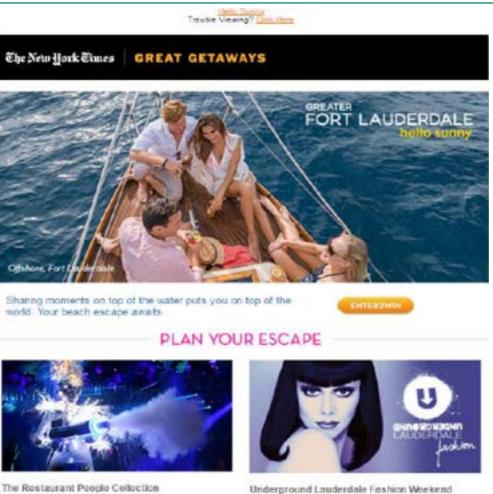
NYTimes.com - Great Getaways Emails - Package of 5

NYTimes.com is the number #1 newspaper site reaching an audience of 22 million.

- Delivered 3.7 million affluent users visited Florida in the past year
- Reaches 1.8 million affluent users who plan in the upcoming year to take a domestic trip or vacation
- Reaches 6.3 million affluent users who went to the beach while on a trip in the past year, 80 million unique users across platforms
- **Distribution:** 430,000 opt-in subscribers National
- Blast Dates:
 - 1. November 2, 2017
 - 2. January 17, 2018
 - 3. February 9, 2018
 - 4. June 6, 2017
 - 5. July 28, 2018
- Min #s of partners: 3
- Max #s of partners: 6
- Net Cost: \$6,000 (package cost)
- Value: \$15,800 (package value)
- 2017 Results: 0.21% CTR with a 9% open rate
- Space & Materials Deadlines:
 - 1. October 6, 2017
 - 2. December 18, 2017

• GFLCVB.STARMARK.COM

- 3. January 5, 2018
- 4. May 1, 2018
- 5. June 19, 2018
- Payment Due: October 4, 2017 to Starmark International



Exhilarating Nightlife, Outinary Biss, One Great

Mbe Las Clas offers an eclectic mix of the hoffest music and entertainment on the South Florida nightife circuit.

Calling all fashionistast Don't miss the Underground Lauderdale Fashion Weekend - 3 days of fashion and fun by the beach. Jan 26 - 29





Specs: There are 5 unique emails. 5 sets of assets need to be provided by the above dates. Up to 25 words of copy, offer ("from \$XX Rate" is recommended), click thru URL, tracking code, 1 horizontal image (high res), logo.

2018 Official Visit Florida Vacation Guide/Magazine

VISIT FLORIDA Magazine is sent by request directly to highly qualified travelers who are actively planning a Florida vacation – most often a long one. The Visitors Guide is also distributed at the Florida Welcome Centers and at other businesses and visitor information resource points throughout Florida, influencing those travelers who are already in Florida and making decisions about where to spend their time and money.

Highlights of the 2017 Edition:

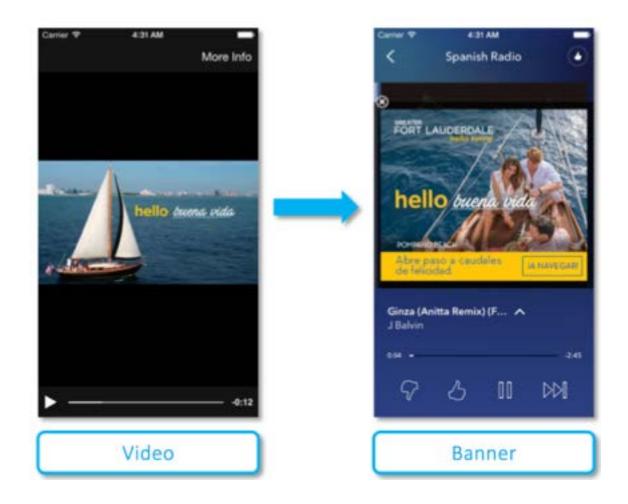
- Photo-focused features
- Expert travel authors share inspirational vacation ideas
- · Iconic images highlight the beauty, attractions and people of Florida
- Coverage of Beaches, Family, Culture & Heritage, Arts & Entertainment, Dining, Outdoors & Nature, Boating & Fishing and Golf
- Circulation: 600,000
- Issue date: Mid-December 2017
- Max # of partners: 6
- Unit Size: 1/6 pg. 4c Formatted ad
- Net Cost: \$2,721.25
- Value: \$3,165
- **Results**: GFLCVB has generated over a 1,000+ leads in previous years
- Space & materials deadline: September 15, 2017
- Payment is due: September 15, 2017



• Specifications: Property picture, logo, address, phone numbers, tractable URL and 25 words of copy (Including a From \$xx rate or value offer that will be featured for your property). All Copy should be submitted in a Word document.

Pandora Winter Program

- Winter Program Targeting the Northeast/Midwest: Winter Markets: New York, Boston, Chicago, Philadelphia, Dallas, Austin and Houston. Can target both Hispanic and General Market Audience.
- Pandora is the #1 station in New York, Boston and Chicago.
- Partner Impressions: 15% SOV
- Timing: November 2017 March 2018 (2 weeks per month)
- Max # of partners: 4
- Net Cost: \$3,500
- Value: \$12,000
- Past results: 95% Video completion and 0.57% CTR
- Previous partners results: LBTS: 96.39% video completion and 0.69% CTR. Hollywood Beach: 96.70% video completion and 0.57% CTR
- Space & Materials Deadlines: October 10, 2017
- Payment Due: October 10, 2017
- GFLCVB.STARMARK.COM



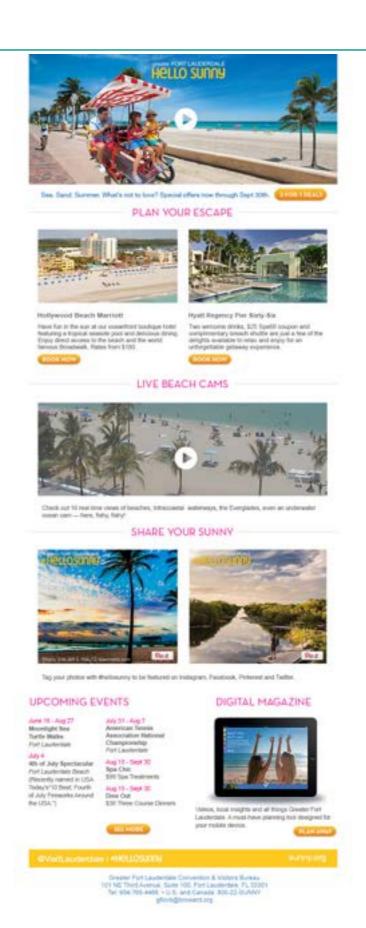
Pandora Audio Demo

Pandora Video Demo

Specs: Coop Partners to provide a:15 video and:30 copy, Pandora will produces the audio spot. Banner specs include: Design or creative direction, Sample ads in illustrator or large PSD file format (if possible). More detailed specs will be provided at the time of commitment.

Distribution: 50,000 (opt-in subscribers)

- Blast Dates:
 - 1. November 7, 2017
 - 2. January 30, 2018
 - 3. February 15, 2017
- Min #s of partners: 3
- Max #s of partners: 6
- Net Cost: \$1,500 (package cost)
- Value: \$3,500 (Package value)
- Previous Results: 0.61% CTR
- Space & Materials Deadlines:
 - 1. October 21, 2017
 - 2. December 16, 2017
 - 3. January 17, 2018
- Space and Material Deadline: October 21, 2017
- Payment due: October 21, 2017
- GFLCVB.STARMARK.COM
- Specs: There are 3 unique emails. 3 sets of assets need to be provided by the above dates. Up to 25 words of copy, offer ("from \$XX Rate" is recommended), click thru URL, tracking code, 1 horizontal image (high res), logo



Spot XChange

- **SpotXChange**: Transparent global platform for video inventory and the first to market with real time bidding. Any visitor to the GFLCVB website – sunny.org – will be retargeted with a partner video to drive them to the partner website. Custom site lists, SpotX will target travel, Sports, News and Finance sites to reach Fort Lauderdale's core audience.
- Target Markets: New York, Chicago, Boston, Philadelphia, Dallas, Houston, Austin and Los Angeles
- Impressions: Partners to receive 15% impressions
- Timing: November 2017- February 2018
- Max # of partners: 4
- **2017 Results:** 82% Video Completion Rate (CVR)
- Net Rate: \$2,500
- Value: \$6,800
- Space & Material Deadline: October 3, 2017
- Payment is due: October 3, 2017
- GFLCVB.STARMARK.COM
- Specs: 15 or: 30 video, Standard banners ads under 40k file size 300x250





Partner: 15 video will be added into the rotation

Spotify On Demand Radio Winter

Spotify: Digital music service that gives you access to millions of songs. Includes banners and Videos

Launch Date: January – April 2018

(2 weeks per month)

Winter Markets: New York, New Jersey, Boston, Chicago, Philadelphia, Houston, Austin and Dallas

Impressions: 15% SOV

Max # of partners: 4

Net Cost: \$3,500

Value: \$12,000

Past results: 100% Video completion and 0.30%

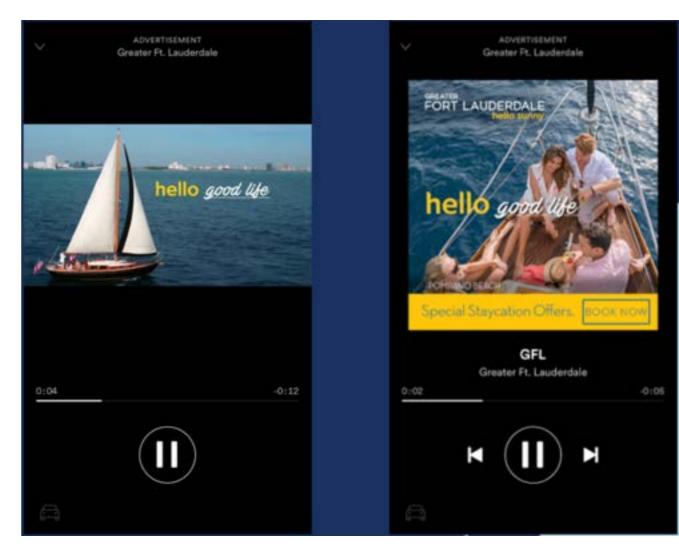
CTR

Space & Materials Deadlines: October 10, 2017

Payment Due: October 10, 2017

GFLCVB.STARMARK.COM

• Specs: Coop Partners to provide a :15 video. Banner specs include: Design or creative direction,



Partner: 15 video will be added into the rotation

Travel & Leisure

GFLCVB will purchase a 1/2 page vertical ad. The ad will be positioned on a right-hand page, following by a consecutive right-hand 1/2 page consisting of 3 1/6 page formatted GFL partner ads at a substantial discount.

- Circulation: 975,000 National with 6.6 Million Readerships
- Issue date: December 2017 Florida Signature Editorial Unit
- Min/Max # of partners: 3
- Unit Size: 1/6 pg. formatted
- Net Cost: \$4,000
- Value: \$10,000
- Partner Benefits:
 - T+L Check-In Listing
 - T+L EXPLORER: online and in-book Reader Service
- Space & Materials Deadline: September 15, 2017 to Starmark International
- Payment due: September 15, 2017
- GFLCVB.STARMARK.COM





Specifications: Property picture, logo, address, phone numbers, tractable URL and 25 words of copy (Including a From \$xx rate or value offer that will be featured for your property). All Copy should be submitted in a Word document.

Triple Lift Winter Campaign

Triple lift: Deliver custom, high impact native placements that beautifully integrate your brand's visual content alongside relevant and compelling editorial content to drive awareness and consideration. Unique native offering will reach the most qualified audience at scale across contextually relevant placements with their own proprietary technology that will ensure your brand's creative assets will look beautiful on every site. Program provides the opportunity to build in social sharing functionality with analytics to track shares and social reach

• Launch Date: December 2017 - April 2018

• Impressions: 15% Share of Voice

• Winter Markets: New York DMA, Boston, Chicago, Houston Philadelphia, Austin and Dallas

• Max # of partners: 4

• Net Cost: \$3,500

• Value: \$7,500

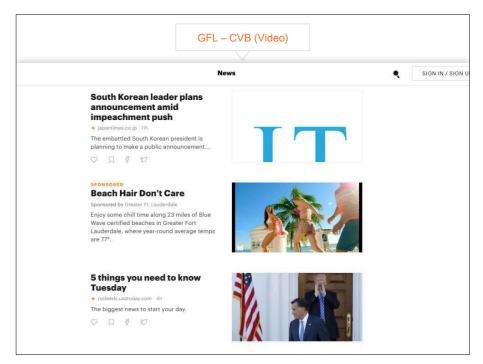
• CVB 2017 results: 0.80% CTR with a 3.72% Mouseover rate, 25.7% video start rate and 21.9% VCR

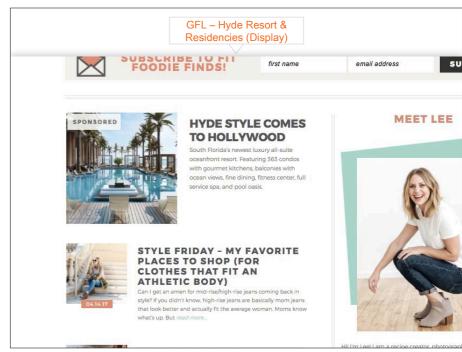
 Hyde Beach Resort: 0.24% CTR, 3.65% Mouseover rate with only 1 creative.

• Space & Materials Deadlines: October 10, 2017

• Payment Due: October 10, 2017

GFLCVB.STARMARK.COM





Specs: Coop Partners to provide Banner specs include: Native Ads: 800-1200 pixels wide images, More detailed specs will be provided at the time of commitment.

Travel Spike



 Travel Spike: Helps destination influence travel decisions prior to booking a trip. Travel platform reach from the moment they decide to book to when they book. Contextual Content ads delivered to 100% travel environment, premium travel sites, model based on CPC. Video Card engage users experience, travel intenders.

Launch Date: November 2017 – March 2018

• Impressions: 15% Share of Voice

Travel Intenders: US National

• Video Card: Geo Targeted (New York DMA, Boston, Chicago, Houston Philadelphia, Austin and Dallas)

• Max # of partners: 4

• Net Cost: \$3,500

• Value: \$7,500

• Mid Month CVB 2017 results: Native emails 8.93% Open rate and 0.41% CTR

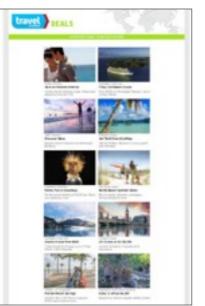
• Space & Materials Deadlines: October 10, 2017

• Payment Due: October 10, 2017

GFLCVB.STARMARK.COM







Travelzoo Winter Digital Program

- Distribution: Featured Destination Platform
- Thumbnail links for sales inquiry or promotional opportunities
- 5 Focus points, vibrant images, videos
- Up to 10 travel deals
- 14 MM opt-in members—
- Traffic drivers across Travelzoo site linking member to the Fort Lauderdale page with partner offers
- Social Media post reinforcing message and driving to offers
- 27.5 Million Estimated Reach and 55,000 Clicks
- Mid year results from May 4 June 22 (Current campaign in progress):

Page Views: 32,815

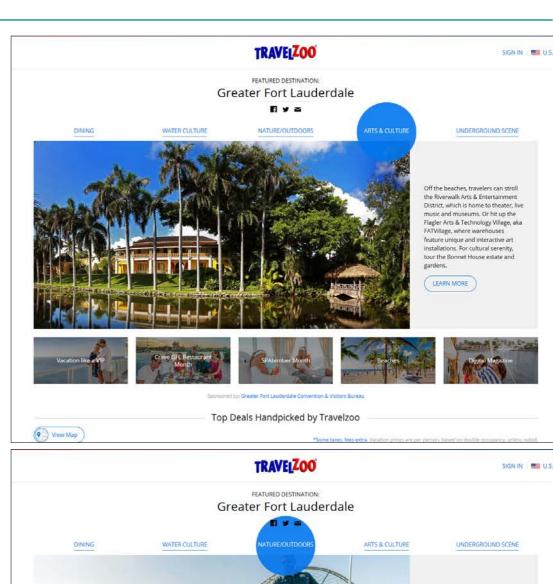
Clicks to partner deals: 21,581

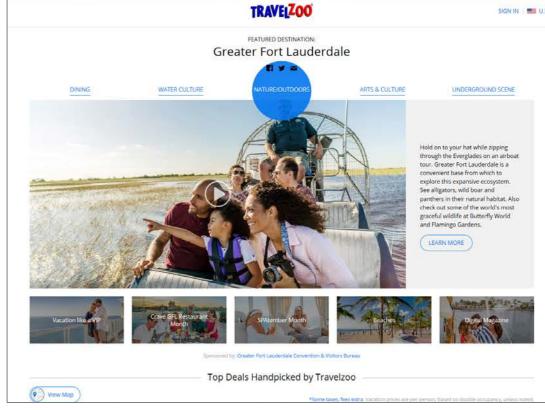
Clicks to DMO site: 3,170

Clicks to video: 1,411

Click-out rate from Featured Destination page: 75% Dates

- Flight Dates: November 2017-March 2018
- Net Cost: No cost to the partners. Need a CTA
- Value: \$10,000
- Space: & material: 2 week prior to launch
- Annemarie Kropf: akropf@travelzoo.com; 212-484-4941
- GFLCVB.STARMARK.COM





Your Travel Insider Email/Advertorial

• YTI: A digital publishing company specializing in travel newsletters and database marketing. Your Travel Insider is a biweekly themed stand alone dedicated e-newsletter. YTI editors write content with direction from destinations. Retargeting based on who opened and clicked.

• **Distribution**: 400,000

 Market: New York DMA, Chicago, Boston, Los Angeles, Philadelphia, Austin, Dallas and Houston

Dates:

October 12, 2017 January 16, 2018 May 4, 2018 August 14, 2018

Min/Max # of partners: 4

• Net Cost: \$2,800 (Package cost)

• Value: \$6,000

• 2017 Results: 15.66% Open rate, 1,877 clicks and 3.39% CTR.

• Space and payment deadline: September 26, 2017

Material deadline:

1. October 6, 2017

2. December 18, 2017

3. April 13, 2018

4. July 13, 2018



Partners will receive exposure in special edition advertorials, Facebook audience program, offers listed on deals page and **ROS** video



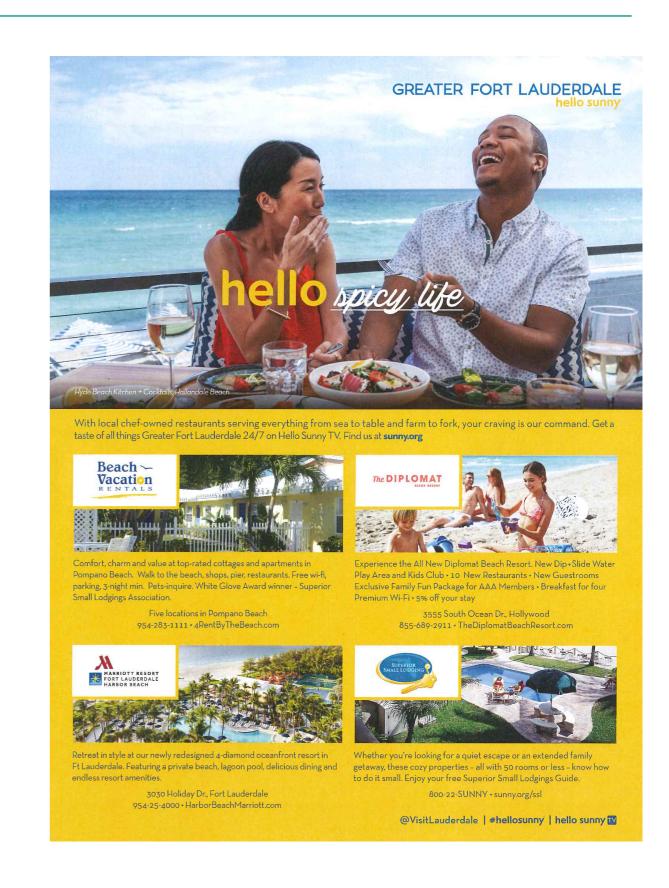


Spring/Summer Programs



AAA Living North

- Circulation: 1.4 Million AAA households in Chicago/Michigan
- Video on <u>aaa.com/aaaliving</u> for four months
- Online Destination Directory listing for GFLCVB and each co-op participant for four months
- Online ad spot for GFLCVB rotating ad on aaa.com/aaaliving for four months
- Issue Date: March/April 2018 -Visit Florida section
- Max # of partners: 6
- Net Rate: \$3,500
- Value: \$5,950
- 2017 Results: 2,636 leads to date shared with the partners
- Deadline: Feb 13, 2018
- GFLCVB.STARMARK.COM meisman@aaasouth.com 813-289-5931



- Circulation: 2.3 Million AAA households in Florida / Georgia
- Video on <u>aaa.com/aaaliving</u> for four months
- Online Destination Directory listing for GFLCVB and each co-op participant for four months
- Online ad spot for GFLCVB rotating ad on aaa.com/aaaliving for four months
- Issue Date: May / June 2018 -Visit Florida section
- Max # of partners: 6
- Net Rate: \$3,500
- Value: \$5,950
- 2017 Results: 2,636 leads to date shared with the partners
- Deadline: March 13, 2018
- GFLCVB.STARMARK.COM meisman@aaasouth.com 813-289-5931

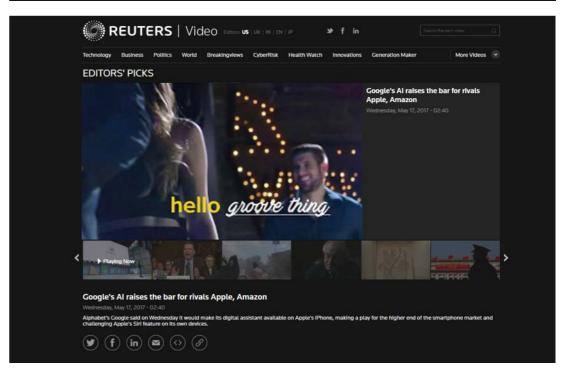


AdDaptive (Programmatic)

NEW

- AdDaptive: IP Targeting technology that offers a wider more accurate mobile accessibility.
- Partner Impressions: 357,150 (10-15% per Partner) Partner: 15 video will be added into the rotation. Spanish and English. Desktop and Mobile
- Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Florida (Orlando, Tampa, Ft. Myers, WPB, Miami-Ft. Lauderdale)
- Flight Dates: June September 2018
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,500
- Value: \$7,500
- 2017 Results: Average 2017 Completion Rate: 100% with 0.10% CTR
- Space & material deadline: May 1, 2018
- Payment Due: May 1,2018
- GFLCVB.STARMARK.COM
- Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.



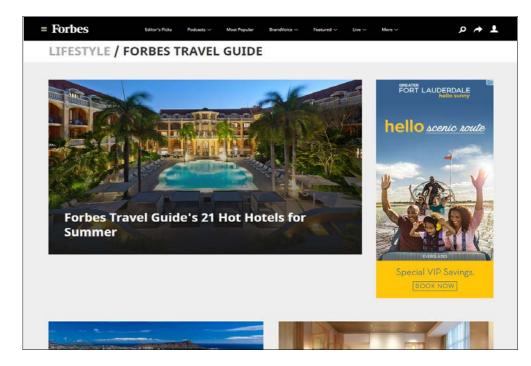


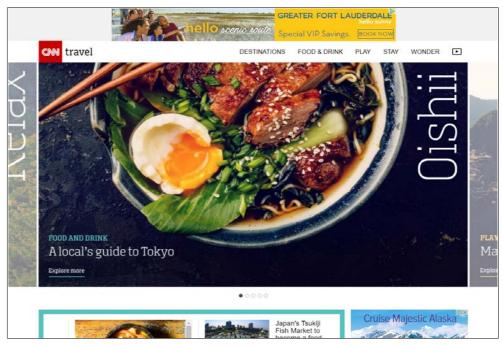
Partner: 15 video will be added into the rotation

Adara

NEW

- Adara: Travel data platform that leverage first party data sources and real time intent to drive direct transactions. 60% consumer consider 2-3 other destinations of the same date. Because of the direct relationships with data partners such as Delta, American Express, Adara knows who needs a hotel.
- Partner Impressions:(10-15% per Partner). Partner:15 video will be added into the rotation
- Markets: US National
- Target Audience: Travel intenders
- Flight Dates: June August 2018
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$7,500
- 2017 Results: Average 2017 Completion Rate: 98%
- Space & material deadline: May 1, 2018
- Payment due: May 1, 2018
- GFLCVB.STARMARK.COM
- **Specs:** :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.





Partner: 15 video will be added into the rotation

Domestic Leisure 2018 Co-op Programs

ABC Watch - On Demand Television

- **Partner Impressions**: 330,500 (10-15% per Partner) Partner: 15 video will be added into the rotation
- Markets: New York, Chicago, Boston, Dallas, Houston, Austin, Los Angeles and Philadelphia
- **Demo:** AD25-54
- Flight Dates: May-September 2018 (2 weeks per Month)
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$8,500
- 2017 Results: Average 2017 Completion Rate: 98%
- Space & material deadline: March 1, 2018
- Payment due: March 1, 2018
- GFLCVB.STARMARK.COM

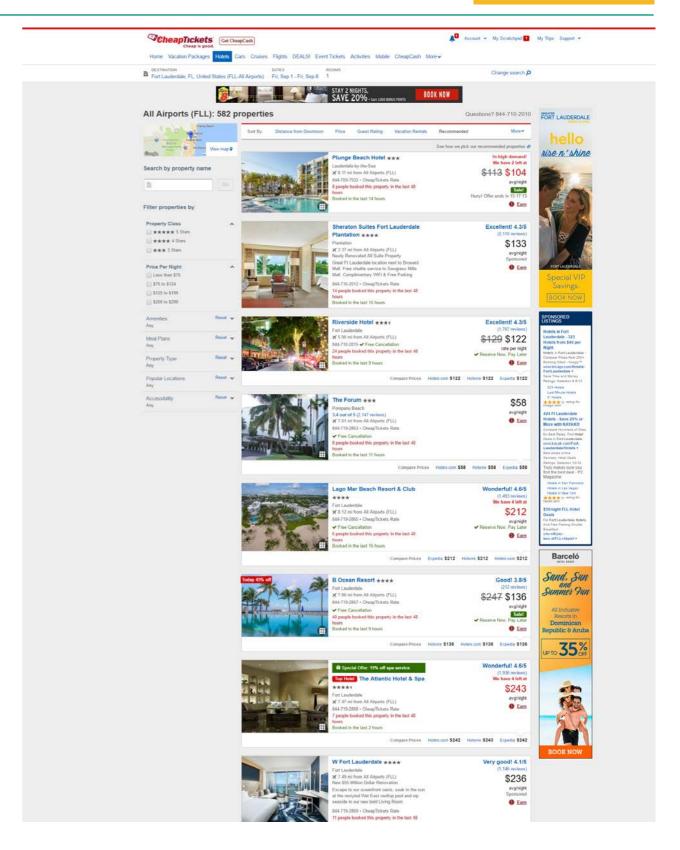


Partner: 15 video will be added into the rotation

• Specs: :15 video, click thru URL, tracking code, 1 horizontal image (high res), logo.



- Partner Impressions: 500,000 (10-15% per Partner)
- Markets: New York DMA, Chicago, Boston, Dallas, Houston, Austin, Los Angeles and Philadelphia
- Travel Intent: South Florida, Miami & Ft. Lauderdale, previous searched destinations.
- Dedicated emails, Responsive marquee
- Sites: expedia.com, hotels.com, orbitz.com, travelocity.com
- Flight Dates: June September 2018
- Min #s of partners: 2
- Max #s of partners: 4
- Net Cost: \$3,000
- Value: \$8,500
- 2017 Results: Clicks 84, CTR 0.18% (June1-30)
- Space & material deadline: April 2018



Hulu On Demand Video Summer

- Hulu: premium streaming TV destination that offers hundreds of thousands of hours of the best of the best television programming and movies to subscribers with limited commercials. Hulu has been at the forefront of entertainment and technology and continues to redefine TV by connecting viewers with the stories they love.
- Target Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Florida (Orlando, Tampa, Ft. Myers, WPB, Miami-Ft. Lauderdale) Target can include multi-cultural.

• Partner Impressions: 15% SOV

• Results: 100% completion rate

• Timing: June - September 2018 (2 Weeks per month)

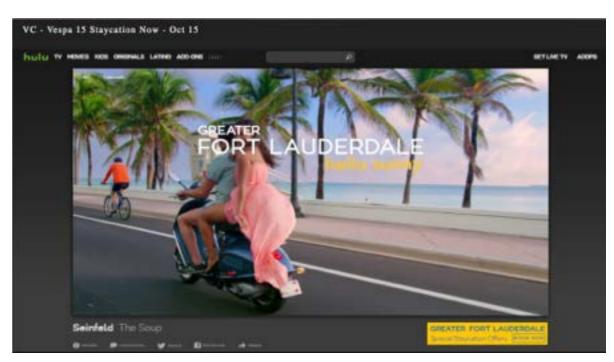
• Max # of partners: 4

• Net Rate: \$3,000

• Value: \$7,500

• **Deadline:** April 10, 2018

GFLCVB.STARMARK.COM





Partner: 15 video will be added into the rotation

Interfuse Visit Florida Summer In-State Insert & Digital

• Markets: Florida Times, Miami Herald, Palm Beach Post, Sun Sentinel, Naples Daily News, Tampa Bay Times, Orlando Sentinel, Ft. Myers Press, Atlanta Journal & WSJ (FL. Markets)

• Target: HHI \$125K+, AD35-54

Issue Dates: April 17, 2018 June 5, 2018

• CVB: Circ/Imp: 500,000, 2,000,000 imp + 4,000 Leads

• Partners: 250,000 Imp per partners

Digital: Geo-target Summer markets

• Size: 6 partners share 1/6 formatted page

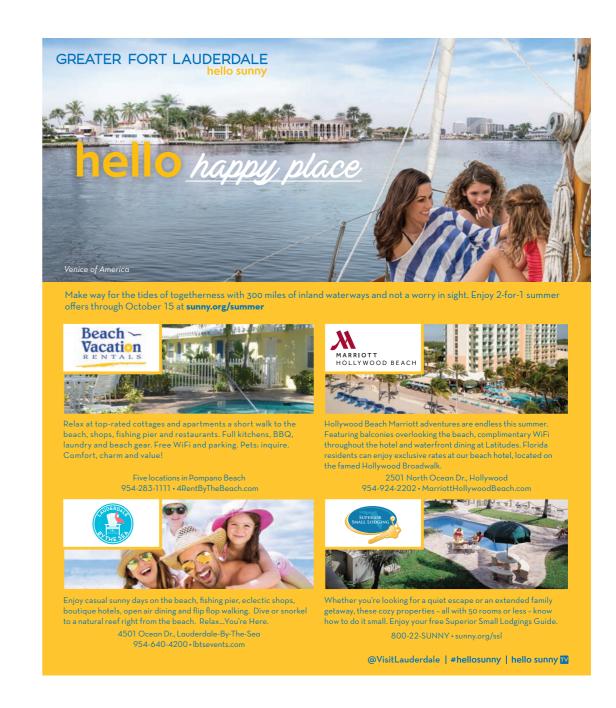
• Net Rate: \$2,500 per issue

• Value: \$5,000

• **Savings**: 50%

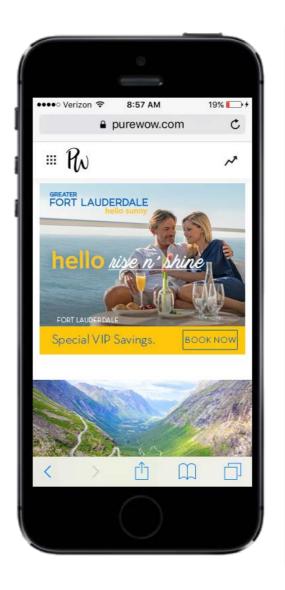
Material Deadline: Feb 13, 2018; April 10, 2018

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Mobile Fuse Summer Program

- Mobile Fuse: Contextual: Reaching the Leisure Consumer on mobile sites and apps from MobileFuse's direct to publisher network, that over-index against the target demo. LiFTS Data targeting: (L*ocation, F*requency, T*ime S*pent): Taking into account a user's historical location, recency of visiting those locations, and the amount of time spent in a given location to qualify that user's affinity. •Cross device retargeting: Retargeting users who click on a banner or complete a video on their smartphones, again on their tablet or desktop to continue messaging.
- Target Market: New York, New Jersey, Chicago, Dallas, Houston, Austin, Los Angeles, Florida
- Partner Impressions: 15% SOV
- 2017 Results: 85.89% Video Completion, .48% CTR
- Flight Dates: June September 2018
- Net Rate: \$3,000
- Value: \$6,000
- **Savings:** 50%
- Space and Material Deadline: April 3, 2018
- Payment Deadline: April 3, 2018
- GFLCVB.STARMARK.COM

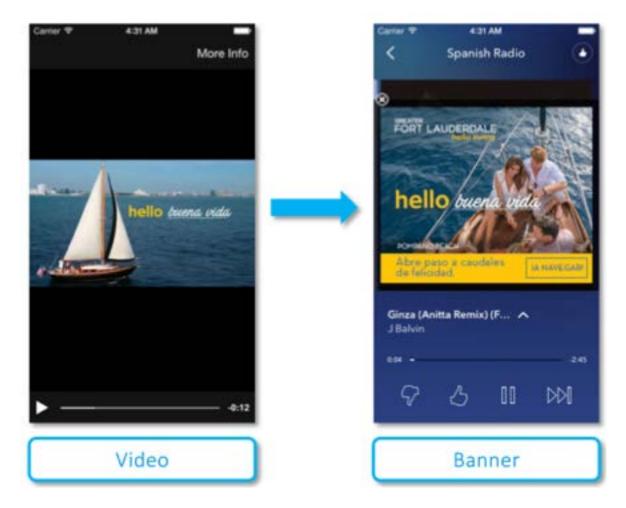




Partner: 15 video will be added into the rotation

Pandora Summer Program

- Target Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Florida (Orlando, Tampa, Ft. Myers, WPB, Miami-Ft. Lauderdale) Target audience to include, Millenials and Hispanic
- Partner Impressions: 15% SOV
- Timing: April-September 2018 (2 weeks per month)
- Max # of Partners: 4
- Net Rate: \$3,500
- Value: \$12,000
- Previous results: 95% Video Completion and 0.57% CTR.
- Previous partners results: LBTS: 96.39% video completion and 0.69% CTR. Hollywood Beach: 96.70% video completion and 0.57% CTR
- Space and Material Deadlines: March 10, 2018
- Payment Deadline: March 10, 2018
- GFLCVB.STARMARK.COM



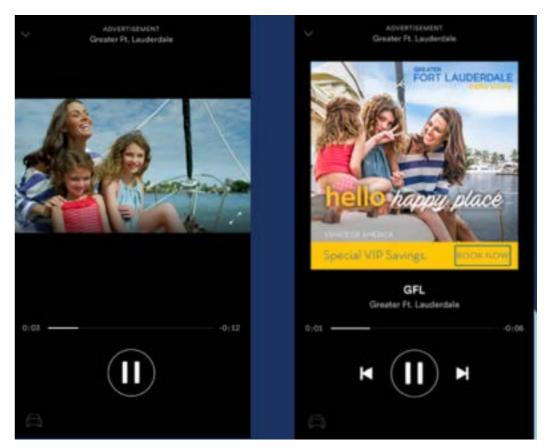
Pandora Audio Demo

Pandora Video Demo

Specs: Coop Partners to provide a :15 video and :30 copy, Pandora will produces the audio spot

Spotify On Demand Radio-Summer

- Target Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Florida (Orlando, Tampa, Ft. Myers, WPB, Miami-Ft. Lauderdale)
- Target audience: Millenial and Hispanic
- Flight date: June September 2018 (2 weeks per month)
- Impressions: 15% Share of Voice
- Max # of partners: 4
- Net Cost: \$3,500
- Value: \$12,000
- 2017 Results: 0.10% CTR, 100% Video Completions
- Space and Material Deadline: April 10, 2017
- Payment Due: April 10, 2018
- GFLCVB.STARMARK.COM





Partner: 15 video/spot will be added into the rotation

Spot XChange Summer Program

• Target Markets: New York DMA, New Jersey, Chicago, Dallas, Houston, Austin, Florida drive markets, Miami-Ft. Lauderdale. Target can include Hispanic and multi-cultural.

• Impressions: 15% SOV

• Timing: April - July (2 weeks per month)

• Max # of partners: 4

• 2017 Results: 82% Video Completion Rate (CVR)

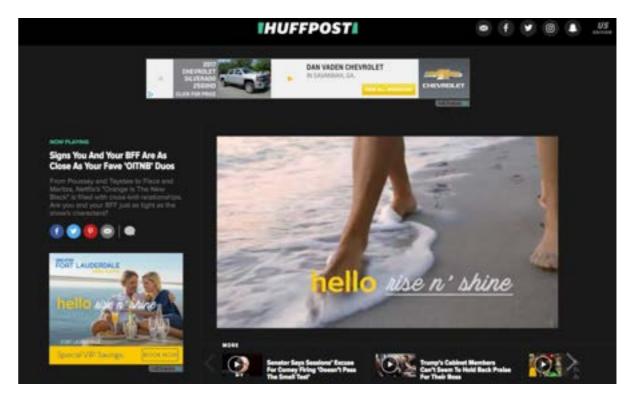
• Net Rate: \$2,500

• Value: \$6,800

• Space & Material Deadline: March 1, 2018

• Payment Due: March 1, 2018

• GFLCVB.STARMARK.COM





Partner: 15 video/spot will be added into the rotation

Travelzoo Summer Digital Program

- Distribution: Featured Destination Platform, Thumbnail links. for sales inquiry or promotional opportunities. 5 Focus points, vibrant images, videos. Up to 10 travel deals
- 14 MM opt-in members—
- Traffic drivers across Travelzoo site linking member to the Fort Lauderdale page with partner offers
- Social Media post reinforcing message and driving to offers
- 27.5 Million Estimated Reach and 55,000 Clicks
- Mid year results from May 4 June 22 (Current campaign in progress):

Page Views: 32,815

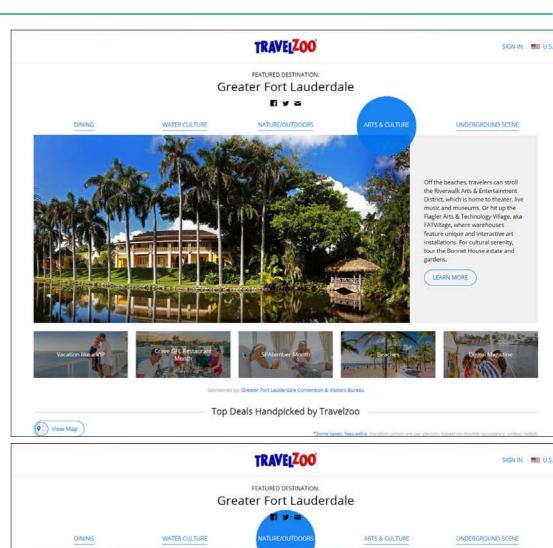
Clicks to partner deals: 21,581

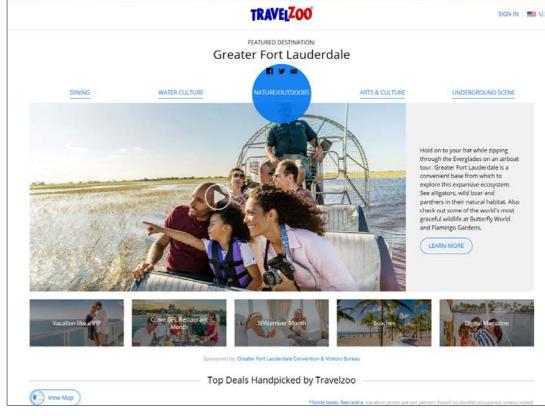
Clicks to DMO site: 3,170

Clicks to video: 1,411

Click-out rate from Featured Destination page: 75% Dates

- Flight Dates: June September 2018
- Net Cost: No cost to the partners. Need a CTA
- Value: \$10,000
- Space: & material: One month prior to launch
- Annemarie Kropf: akropf@travelzoo.com; 212-484-4941
- GFLCVB.STARMARK.COM





Trip Advisor

TripAdvisor® is the world's largest travel site, enabling travelers to plan and have the perfect trip. TripAdvisor offers trusted advice from real travelers and a wide variety of travel choices and planning features. TripAdvisor is built with an exclusive focus on those looking to plan and research a trip.

TripAdvisor-branded sites make up the largest travel community in the world, with more than 50 million unique monthly visitors, and over 60 million reviews and opinions.

• **Total impressions:** 2,913,935 (15% SOV)

• Timing: June – August 2018

• Partners included in: Shared banner rotation, 300x250 160x600, 300x600. One time only set up for Expandable rich media unit.

• Net Cost: \$3,500

• Value: \$10,000

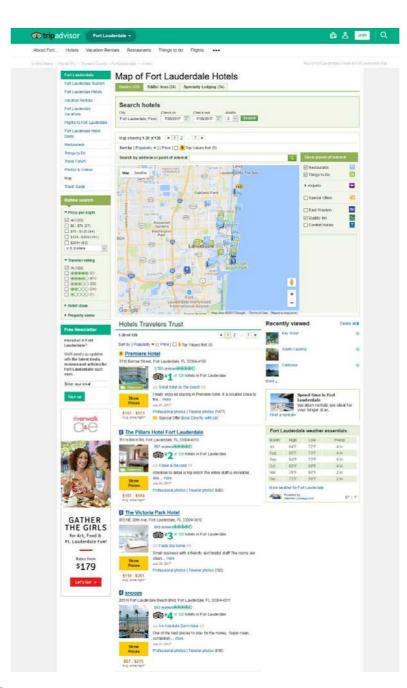
• 2017 Results: 0.16% CTR, 3,058 Clicks.

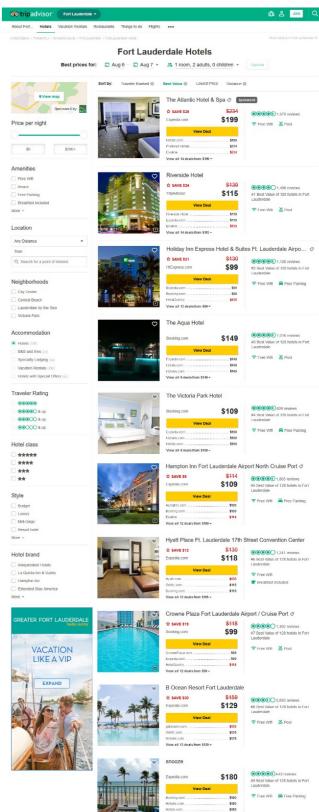
• Ads served through Sizmek: 3rd party tracking to help manage campaign and ad trafficking.

• Space, Material and Payment deadline: March 15, 2018

• Specifications: Up to 25 words of copy, offer ("from \$XX rate is recommended), tracking code, click thru URL, 1 horizontal image (high res)

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Radio Program

- Market: New York DMA, Long Island, New Jersey
- Flights Dates: First Quarter 2018 (Mid-January-February 2018)
- Estimated Impressions: 3MM Per Partner
- **Net Cost**: \$5,000 \$10,000 per Partner based on the customized packages above.
- Value: \$50,000
- Potential Station Selection: WHTZ-FM, WWPR-FM, WLTW-FM, WFAN-FM, WWFS-FM, WCBS-FM, WKTU-FM
- Daypart Distribution: AM Drive 25%, Midday Drive 25%, PM Drive 25%,
- Evenings and Weekends 25%
- Contact: sirani@starmark.com



PARTNER PACKAGES OFFERED:

Option 1: 10 Tagline on Hello Sunny: 30

Option 2: 30 spots that rotate with Hello Sunny



- Sun Media Out of Home
- Market: Ft. Lauderdale
- Location: East side of US #1 (Federal Highway). Trivision board
- Flight Date: 4 Weeks. Program runs from October 2017 - September 2018
- Estimated Impressions: 1,020,000 per 4 week period
- Net Cost: \$1,000 (Not including production)
- Value: \$8,500
- Contact: kgindlesperger@starmark.com





Television Program

- Market: Boston, Chicago, and New York
- Flights Dates: First Quarter 2018 (Exact date TBD)
- Estimated Impressions: 3MM Per Partner
- Net Cost: \$10K-15,000 per Partner, customized packages per partner.
- Value: \$20K-\$25,000 per partner
- Program Samples: Today Show, Good Morning America, Jeopardy, Jimmy Fallon, CBS This Morning, CBS Sunday Morning, The View, Wheel of Fortune, Entertainment Tonight, Prime where available
- Available package Per Market: Partners will receive either a :05 tagline, snipe or a % of their : 15 spot rotated into the schedule
- Space Reservation Date: 11/15/2017
- Contact: kgindlesperger@starmark.com























- •A new national weekly ½ hour television series from Sinclair Broadcast Group produced right here in Florida
- •Explore new travel destinations, cruises, resorts, hotels, theme parks and more 6 minute segments allow viewers to experience an in depth, on site tour and register for travel incentives.
- •Viewers can explore more on the Visit360.com website
- Weekend clearance across 72% of the country (with addition of Tribune Broadcasting)
- Weekly sweepstakes (travel prizes) will be awarded through website registration
- •Co-branded website allows viewers to explore more, directly with travel venues

6 MINUTE SEGMENTS STARTING AT APPROXIMATELY \$150,000







Fort Lauderdale Marriott Harbor Beach Resort & Spa

Newly redesigned oceanfront resort on south Florida's largest private beach features 100,000 sq. ft. of indoor and outdoor meeting space, including a breathtaking 10,000 sq. ft. oceanfront ballroom. Dynamic meeting facilities complemented by world-class dining, full-service spa and a location just minutes from the airport.

> Fort Lauderdale 954-525-4000 MeetAtHarborBeach.com



The Diplomat Beach Resort

Spirited by a \$100 million transformation, The Diplomat is an icon reborn with luxe amenities, coastal contemporary rooms and 10 all-new culinary experiences boldly led by celebrity chefs Geoffrey Zakarian and Michael Schulson. Beachside and brilliant with over 200,000 sq. ft. of event space, The Diplomat ushers in a new era of oceanfront success.

> 954-602-8607 MeetAtTheDip.com



Hyatt Regency Pier Sixty-Six

Set amidst 22 acres of tropical landscaping, unique meeting venues overlook a world-class marina. Our landmark hotel provides the ideal meeting destination and a resort atmosphere. 30,000 sq. feet of unique meeting space with panoramic water views and award winning culinary will inspire your event.

> Fort Lauderdale 954-728-3535 Pier66.Hyatt.com



Seminole Hard Rock **Hotel & Casino**

South Florida's premier destination for entertainment and fun offers a 140,000 sq. ft. casino, 40,000 sq. ft. of meeting space, including 16,000 sq. ft. grand ballroom divisible into eight sections and several smaller rooms for breakouts or board meetings. A 7,000 sq. ft. poolside function area is also available.

954-797-5499 • 800-937-0156 SeminoleHardRockHollywood.com



The Westin Fort Lauderdale **Beach Resort**

The Westin Fort Lauderdale Beach Resort is where miles of soft sand beaches meet the sparkling blue waters of the Atlantic Ocean. Enjoy the allure of fully transformed oceanfront dining at Siren's Table. As the premier Starwood convention hotel on the beach in South Florida, the resort offers 32,000 sq. ft. of meeting space for your Fort Lauderdale event.

Fort Lauderdale 954-467-1111 WestinFtLauderdaleBeach.com



2017 Events

Planners love having meetings in Greater Fort Lauderdale, where a SUNsational service team is on hand to make sure their events shine. Join the list of prestigious meetings lined up for 2017:

June 5-9

Society of Government Meeting Planners

> June 14-16 **IBTM America**

June 26-28 National Energy & Utility Affordability Conference

@VisitLauderdale | #meetsunny | Get inspired 24/7 - hello sunny ₩

Start planning at sunny.org/meetings or call 800-356-1662

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GREATER FORT LAUDERDALE CVB 2017-2018 PRELIMINARY GROUP MEETING CO-OP

The 2018-2018 Greater Fort Lauderdale Meetings co-op program is designed to extend the Greater Fort Lauderdale Brand by providing the hospitality partners the opportunity to leverage their advertising budgets. The 2018 plan includes the same focus on business /financial publications and sites based on previous success. New opportunites this year include pre-roll video, content and continue to focus on medical. This comprehensive plan includes 9 publications 16 print insertions at the same price with an increase in value of 20%.

PRINT			>			
PUBLICATION	Material Due Date	CIRCULATION	DATES	EDITORIAL	SIZE	COST
Association Now (ASAE)		19,000 19,000	May/June 2018 August 2018	Florida Destinations ASAE Annual Meetings Program	2 Page Spread FC 2 Page Spread FC	\$8,918 \$13,782
Prevue		36,000 36,000	January/February 2018 May/June, 2018	VF: Meetings & Incentive Planner Luxury.	2 Page Spread FC 2 Page Spread FC	\$8,320 \$10,000
Convene (PCMA)		39,000 39,000	December, 2017 March, 2018	2018 PCMA Convening Leaders Preview +Digital Ed. Florida Supplement + Digital Edition	2 Page Spread FC 2 Page Spread FC	\$11,000 \$11,000
Incentive Magazine		40,000	May/June 2018	VF Coop	2 Page Spread FC	\$8,500
Meetings and Conventions		42,000 42,000	February, 2018 June, 2018	Visit Florida Florida Supplement	2 Page Spread FC FPFC + Back Cover	\$10,000 \$8,500
Meetings Today		25,000	April 2018	Meetings Florida Supplement	2 Page Spread FC	\$7,500
MPI The Meeting Professional		45,000 45,000	March 2018 June 2018	Florida Supplement CBV Supplement, WEC 2018 Issue	2 Page Spread FC 2 Page Spread FC	\$7,500 \$7,500
Successful Meetings		42,000 42,000	January 2018 March 2018	New and Renovated Annual Florida Section	2 Page Spread FC 2 Page Spread FC	\$8,000 \$9,500
Smart Meetings		50,000 50,000	December, 2017 August, 2018	Florida Supplement & Platinum Choice Medical Pharma	2 Page Spread FC 2 Page Spread FC	\$9,000 \$9,000

611,000 \$148,020.00

GREATER FORT LAUDERDALE CVB 2017-2018 PRELIMINARY GROUP MEETING CO-OP

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DIGITAL

SITE	IMP	DATES	MARKETS	SIZE	COST
TSNN	45,000	November 15, 2017	National	Custom Emails	\$2,500
TSNN	45,000	June 21, 2018	National	Custom Emails	\$2,500
TSNN	45,000	September 18, 2018	National	Custom Emails	\$2,500
PCMA.org	15,000	Date TBD: 1 Per Partner	National	E-Newsletter	\$2,000
MeetingsToday.com	90,000	January 17, 2018	National	Daily e-newsletter	\$3,000
	90,000	March 14, 2018	National	Daily e-newsletter	\$3,000
	90,000	June 13, 2018	National	Daily e-newsletter	\$3,000
Prevue	30,000	January - June 2018	Each partner received a dedicated eblast or 300x250 banner	300x250	\$0
MPI Programmatic Campaign	300,000	November, January, February 2018	Target a specific demographic meeting planner on their browser as they surf the web. Reach a highly engaged audience of MPI member or PYM planners (or both).	Banner	\$7,500
AN Daily News	30,000	April 2018 (12 Weeks)	National	Lower Rectangle Banner	\$5,644
Successful Meetings.com	48,000	February 1, 2018	National	Targeted Email Acquisition Marketing Targeted Email Acquisition	\$8,000
MeetinsNews & Incentive	48,000	April 1, 2018	National	Marketing	\$8,000
Incentive Traveler	20,000	May 1, 2018	National	E-Newsletter	\$2,500
Smart Meetings	100,000	June 1, 2018	National	E-Newsletter Takeover	\$4,000
					\$57.177.00

\$54,144.00

GREATER FORT LAUDERDALE CVB 2017-2018 PRELIMINARY GROUP MEETING CO-OP

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7%

TOTAL DIGITAL IMPRESSIONS 996,000 TOTAL PRINT CIRCULATION 611,000

Partners will be featured on Emails/E-postcards with copy, image and logo. Banners will click to a dedicated landing page featuring partner's images and copy.

\$14,000 Partner cost for bundled package: \$202,164 Value:

28-Aug-17 Space deadline: Material deadline: 9-Sep-17 1st payment (50%) due: 16-Sep-17 18-Jan-18 2nd payment (50%) due:

Material specifications: files. All logos in EPS Vector

Please send check to Accounts Payable at Starmark

Starmark International 210 S. Andrews Avenue Fort Luaderdale, Fl 33301 T 954, 874,9000

Please send materials to Kristen Martinez

Starmark International 210 S. Andrews Avenue Fort Lauderdale, Fl 33301 T 954, 874, 9000

email: Kmartinez@starmark.com