

Real. Fun. Partners

Dear Valued Partners,

Welcome to the third round of the 2016 Panama City Beach Real Fun Co-Op Program!

We've heard your feedback and seen the results. For these reasons, on the following pages we have included even more opportunities with your favorite programs like Trip Advisor, and increased opportunities with outstanding performers such as Facebook. Our hope is you will be just as excited as we are with the offering, and continue to understand our goal of extending your reach and your budget, in order to maximize your success.

With the summer coming to a close, that doesn't mean we plan to slow down too. We're confident these programs will continue to support your already increased efforts for a successful fall season. We're looking forward to working with you to make 2016 a great year for Panama City Beach businesses!

Sunny Regards, Jayna Leach



REAL. FUN. DIGITAL OPPORTUNITIES.



Southwest Digital Banners: ECP Leisure Travelers

Highlights:

- Target users who have already booked their trip to PCB through Southwest Airlines with banner media
- Runs on a Southwest approved site list
- The 2016 campaign has driven awareness through June of 2016 by delivering over 700K impressions and driving traffic to partner sites with an average banner CTR of 0.07%, in line with the Travel Industry CTR benchmark

Opportunity:

- PCB will work with Southwest to serve partner banners, in 3 sizes, to people who have already booked a flight to ECP
- Partner spots available: 6
- Minimum partners required: 4
- Partner must provide: 1 image, 1 logo, 40 character max headline, 17 character max call to action and driving URL (see Banner Guidelines slide 11 for details)

Available Dates:

9/1/16-12/31/16

Investment & Return:

PCB cost: \$3,060

Cost per partner: \$500

Impressions: Estimated 124,300 per partner



Trip Advisor

Highlights:

- Partners can own two banners on the PCB Trip Advisor page for an entire month
- Trip Advisor users are actively planning travel when visiting this page
- The 2016 campaign has driven awareness through June of 2016 by delivering over 27K impressions and driving traffic to partner sites with an average banner CTR of 0.31%, exceeding the Travel Industry CTR benchmark (0.07%)

Opportunity:

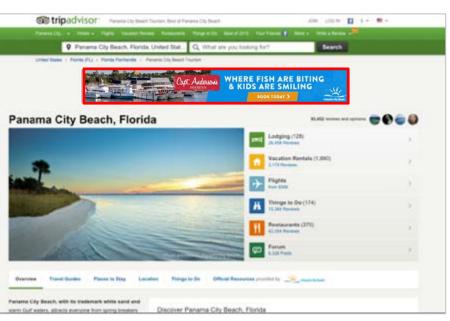
- Partner will have sole ownership of 2 banner units; the CVB will own all other banners and content on the page
- Partner spots available: 1 per month

• Partner must provide: 1 image, 1 logo, 40 character max headline, 17 character max call to action and driving URL(see Banner Guidelines slide 11 for details)

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- PCB cost for page ownership: \$36,000
- Cost per partner per month: \$500
- Potential to produce average click thru rate of .31%, well above industry benchmark



Regional Market Partnerships

Highlights:

- Reach regional publications and websites in target markets
- All sites are specific to PCB target DMAs and therefore are a highly targeted audience
- All sites are local to the following markets: Alabama, Georgia, Kentucky, Mississippi, Tennessee, Indianapolis, Houston, Dallas and St. Louis
- The 2016 campaign has driven awareness through June of 2016 by delivering over 1.9M impressions and driving traffic to partner sites with an average banner CTR of 0.12%, exceeding the Travel Industry CTR benchmark (0.07%)

Opportunity:

- PCB will serve partner banner ads, in 3 sizes, across an approved site list of key regional publications and websites
- Partner spots available: 6
- Minimum partners required: 4
- Partner must provide: 1 image, 1 logo, 40 character max headline, 17 character max call to action and driving URL (see Banner Guidelines slide 11 for details)

Available Dates:

9/1/16 - 12/31/16

















BEST VIEW IS

AN EMERALD

VIEW

Investment & Return:

PCB cost: \$10,200

Cost per partner: \$800

Impressions: Estimated 350,000 per partner



Travel Guide Inc.

Highlights:

- The PCB Visitors Guide will be posted among Travel Guide Inc.'s four websites
- Users can download the Visitors Guide at no cost, providing PCB with qualified leads
- From March May the monthly lead goal (500) was exceeded each month providing added value to partners

Opportunity:

PCB is making these leads available to partners that both advertise in the Panama City Beach visitors guide and invest in this
program

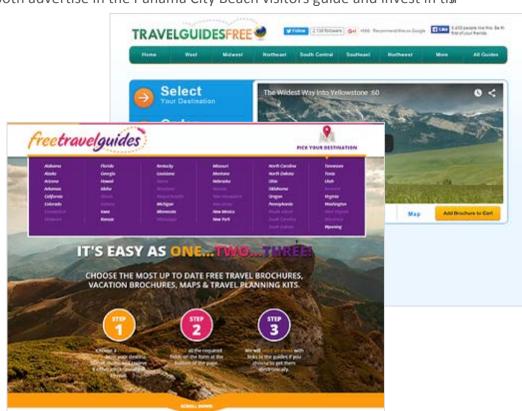
• Partner spaces available: 5 per month

Minimum partners required: 3 per month

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- PCB Cost: \$500 per month
- Cost per partner per month: \$100 (in addition to visitors guide advertising costs)
- Leads: Estimated 500 per month



PCB Consumer Email Sweepstakes

Highlights:

- Reach users through PCB's database of dedicated and avid fans of the destination
- Once the user is served the email they will click through and enter the contest on the PCB site
- The winner will be chosen by PCB through a random selection process

Opportunity:

- PCB will send custom emails to their database on behalf of a partner, promoting their sweepstakes
- Partner spaces available: 1 per quarter
- Partner provides: all sweepstakes package details, as well as prize fulfillment which is distributed to winners by the PCB team
- Winners will be chosen by PCB within 30 days; the email will be sent twice (day 1 & 14)

Example Theme:

Win Your Way to Holiday Sweepstakes

4 day/3 night accommodations the weekend of Beach Home for the Holidays

- Schedule of events
- Activity passes for family of 4
- Gift card to local restaurant, shopping, etc.
- PCB or partner swag

Available dates:

October – December 2016

Investment & Return:

- Cost per partner: \$250 and cost of prizing
- Partners receive all leads generated from the sweepstakes



Things to Do

Places to Stay

Restaurants

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Enter to Win a PCB Stay & Play Vacation!

- A 3-Day Stay on Panama City Beach for up to 4 People
- FREE Beach Service (Beach Chairs & Umbrella)
- \$50 Voucher to Beachfront Adventure Park

"Don't Just Book a Room — Upgrade to a Cetaway"

Upgrade to a Royal American Beach Getaway, and enjoy FREE tropical

welcome drinks, discounts at area attractions and more! With vacation

rentals ranging from economy to luxury, and more than fifteen different

beach condos to choose from, you can stay close to the action or far from

every distraction.

REGISTER HERE

Package provided by Royal American Beach Getaways. Terms and Conditions available at registration link.





AL.com Retargeting

Highlights:

- AL.com is a leading news site that is a part of Alabama Media Group, a media company centered around telling relevant stories
- Use digital banners to reach users who have already visited the Panama City Beach website across Al.com and the rest of the Alabama Media Group sites
- Target potential visitors who have already shown active interest in PCB, deeming them a qualified audience
- During the month of June there were a total of 120K impressions served generating awareness for participating partners

Opportunity:

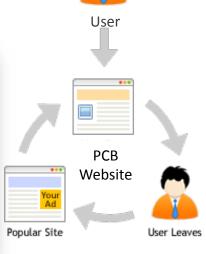
- PCB will serve partner banner ads, in 3 sizes, across an approved site list
- Partner spots available: 4
- Minimum partners required: 4
- Partner must provide: 1 image, 1 logo,
 40 character max headline, 17 character
 max call to action and driving URL (see Banner
 Guidelines slide 11 for details)

Available Dates:

9/1/16 – 10/31/16

- PCB cost: \$4,000
- Cost per partner: \$600
- Impressions: Estimated 100,000 per partner













AL.com Dedicated Email

Highlights:

- Tap into an engaged audience of opt-in consumers.
- Reach AL.com's Real Deals subscribers of over 58K users

Opportunity:

- PCB will send one custom email per month to this database including partner materials
- Partner spaces available: 4 per email
- Minimum partners required: 2 per email
- Partners must provide: 1 high resolution photo, 4045 word description, 20-30 character headline, 15-20 character call to action, logo and destination URL
- Partners must include a special offer

Available dates:

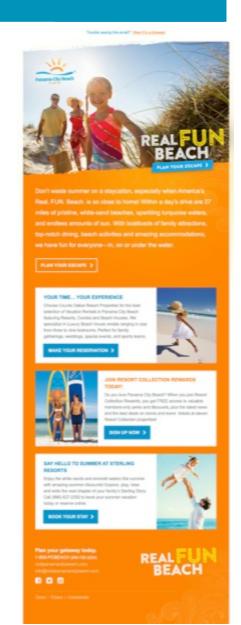
- September 2016
- November 2016

Investment & Return:

PCB Cost: \$1,500

Cost per partner: \$200

Impressions: Estimated 58,000



NEW: Dunhill Travel Deals Dedicated Email

Highlights:

- Tap into the Snowbird audience (~226K) by reaching users through an optin email
- Dunhill Travel Deals is a coveted resource for savvy travelers
- Reaching Snowbirds in: NYC, Indianapolis, Chicago, St. Louis, Columbus, and Cincinnati

Opportunity:

- PCB will send an email to this database including partner materials
- Partner spaces available: 6 per email
- Minimum partners required: 4 per email
- Partners must provide: 1 high resolution photo, 4045 word description, 20-30 characters headline, 15-20 character call to action, logo and destination URL
- Partner must include a special offer

Available dates:

October 2016

Investment & Return:

PCB Cost: \$2,940

Cost per partner: \$490

Subscribers: Estimated 226,000



Discover Ireland's Wild Atlantic Way - a 1500 mile journey of inspiration where majestic cliffs rise 2,000 feet from the sea. Where villages and towns offer local delicacies, lively music and some of the best storytellers in the world. And countless historic treasures await you along the way. The Wild Atlantic Way is more than a scenic route - it's a life-changing journey to and through the soul of Ireland. Go the extra mile and book today at Ireland.com



Digital Banner Guidelines

PCB will continue to be responsible for layout and design of any and all digital banners for our valued partners. For programs on slides 4-10, we will ask for the following assets. In return, each partner will receive complete banners for their own future needs.

Required Partner Assets:

- Send up to 3 images for consideration (authentic destination images suggested)
- 1 logo EPS/vector
- 40 character max (including spaces) headline
- 17 character max (including spaces) call to action
- Driving URL

Standard banner sizes include: 300x250, 160x600, 728x90

If no image or CTA is provided, the CVB will use a standard option.

Headline

Call to Action





EVERYTHING IS BETTER BY THE SEA.

LEARN MORE NOW)



Logo

Image





Facebook Carousel Ads

Highlights:

- Target active PCB followers and avid fans on Facebook
- Showcase 5 images and links within a single ad unit to direct people to specific locations on your website
- In 2016 the carousel units thus far have reached over 107K users delivering over 14K actions including likes, shares, comment and click to partners sites

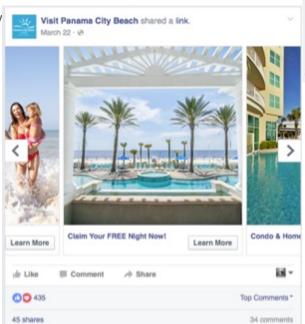
Opportunity:

- PCB will run a carousel ad on Facebook, allowing 4 partners to participate in the ad unit each month
- Partner spaces available: 4 per month (Limited to one image per month from each partner)
- Minimum required partners: 3 per month
- Partners must provide: 1 image, a destination URL, 30 character copy and 1 color vector logo
- Partners are encouraged to include a special offer

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- PCB cost: \$8,000
- Cost per partner per month: \$500
- Reach ~50,000





Facebook Promoted Posts

Highlights:

- Partner content is posted directly to the official PCB Facebook page
- Posts are promoted to targeted, active PCB followers and avid fans on Facebook
- In 2016 the promoted posts thus far have reached over 135K users delivering nearly 10K actions including likes, shares, comments and clicks to site

Opportunity:

- PCB is offering 1 promoted Facebook post on the official PCB Facebook page each month
- Partner spaces available: 1 per month
- Partner must provide: Copy and image for 1 Facebook post, which must be approved by PCB before going live
- Posts will link to the partner listing on VisitPanamaCityBeach.com

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- PCB cost: \$2,000
- Cost per partner per month: \$500
- Reach between 12,000 32,000 users





NEW: Facebook Live Partnership

Highlights:

- Provide Facebook users with inspiring content connecting them to the destination in real time
- Visit Panama City Beach Facebook has over 430K likes on Facebook offering a large pool of dedicated fans
- Video will link back to the partner page and be promoted to the PCB Facebook audience to continue views for 7 days following

Opportunity:

- PCB is allowing 1 partner each month to be highlighted in a Facebook Live video
- Partner spaces available: 1 per month
- Live video will feature Gulf-front accommodation
- The ideal candidate for this co-op is an accommodation partner who wants to show off view from a balcony, a spectacular pool or tiki bar with a Gulf view or perhaps outdoor kids' activities where the beach is visible Visit Panama City Beach was live.
- Partner can provide 3-5 talking points for CVB rep hosting the Live video

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

Investment & Return:

• Cost per partner per month: \$100

Views: Estimated 25K



NEW: Facebook Targeted Videos + Drone Footage

Highlights:

- PCB will assist partners in producing quality video content to share with users on Facebook
- Reach a highly engaged audience of users that have already shown interest in Panama City Beach content and have been identified as fans
- · Retarget users with video content based on their interests and the content they have consumed on the PCB website

Opportunity:

- PCB is offering 4 Facebook videos targeted to engaged PCB fans on Facebook found by using data collected on the PCB site
- Footage will be shared with each partner as well as added to the PCB library to use for press purposes
- Partner spaces available: 2 per content topic

Available Audiences:

- Users that have landed on the Shopping landing page (Potential Audience: 89K)
- Users that have landed on the Places to Stay landing page (Potential Audience: 103K)
- Users that have landed on the Rental Properties landing page (Potential Audience: 13.6K)
- Users that have landed on the Restaurants landing page (Potential Audience: 28.6K)

Available Dates:

October – December 2016

- PCB cost: \$6000
- Production Cost per partner video: \$415
- Media Cost per partner video: \$375
- Reach: Associated with Audiences listed above



NEW: Instagram Carousel Ads

Highlights:

- Target active PCB followers and avid fans on Instagram
- Showcase 5 images and links within a single ad unit to direct people to specific locations on your website
- With the success of the Facebook Carousel Ads we are opening Instagram placements to drive reach and engagement

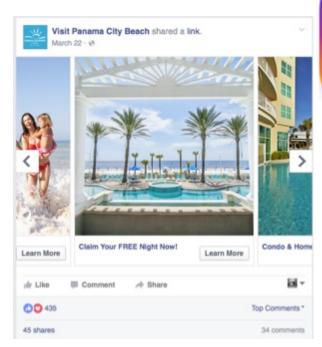
Opportunity:

- PCB will run a carousel ad on Instagram, allowing 4 partners to participate in the ad unit each month
- Partner spaces available: 4 per month (Limited to one image per month from each partner)
- Minimum required partners: 3 per month
- Partners must provide: 1 image, a destination URL, 30 characters, and 1 color vector logo
- Partners are encouraged to include a special offer

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- PCB cost: \$8,000
- Cost per partner per month: \$500
- Reach between 4,700 12,000 users





Instagram Takeover

Highlights:

With over 13.4K dedicated followers, reach users that are actively following Panama City Beach on Instagram

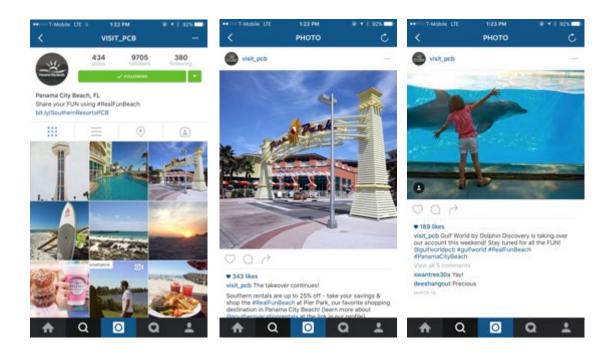
Opportunity:

- PCB is allowing 1 partner each month to takeover the PCBInstagram channel and post 3-5 of their own images or video
- Partner spots available: 1 per month
- Partner must provide: 3-5 images or videos with captions for each
- Timing and final approval on post content is at the discretion of the CVB

Available Dates:

- September 2016
- October 2016
- November 2016
- December 2016

- Cost per partner per month: \$300
- Reach an estimated 13,400 users





NEW: Drone Footage

Opportunity:

- Gain access to drone footage through a partnership with PCB
- PCB will schedule a professional to shoot footage at each participating partners location (beachside/outside amenities) providing a shared cost, making this state of the art technology more affordable
- Footage will be shared with each partner as well as added to the PCB library to use for press purposes
- Partner spaces available: 6
- Minimum required partners: 6

Available Dates:

• September (based on weather)

Investment & Return:

Cost per partner: \$415

• Return: Professional Footage



Photography Library

Opportunity:

- Partners can continue to utilize a library high quality PCB image selects
- There is no limit to the number of images partners can use
- This is available to all partners at no charge
- Reminder that new images are constantly being added











Please Note

A few important details:

- If more partners sign up than spaces available, we will work with a lottery system to choose final partners
- You may request your insertion date/month if applicable to the program, however we will also implement a lottery system in this scenario if more than one partner chooses the same date
- If minimum partners are not fulfilled, a program may not be available to participate in
- All commitments are due back <u>Monday August 22nd</u> via email to <u>ileach@visitpanamacitybeach.com</u> and mstewart@visitpanamacitybeach.com



Sign Up and Return

Partner	Program Details	Program Cost		Units Available	Requested Month	Total Cost
Southwest Airlines	3 static banners reaching ECP					
	leisure travelers	\$	500.00	6	N/A	
Trip Advisor	2 static banners on the dedicated					
	PCB Trip Advisor page	\$	500.00	1/Month		
Regional Market Partnerships	3 static banners running across					
Regional Warker Fartherships	local news sites	\$	800.00	6	N/A	
Travels Guide Inc.	Leads that have downloaded the					
	PCB Visitor's Guide	\$	100.00	5/Month		
Consumer Sweepstakes Email	Arrange a sweepstakes delivered					
consumer sweepstakes email	to the PCB database for leads	\$	250.00	1/Quarter	N/A	
AL.com Retargeting	4 static banners reaching users					
, incommetal getting	that have visited the PCB site	\$	600.00	4	N/A	
AL.com Dedicated Email	Includes partner image, copy and					
ALICONI Dedicated Email	driving URL	\$	200.00	4/Month		
	Includes partner image, copy and					
Dunhill Travel Deals	driving URL	\$	490.00	6	N/A	
	Target the PCB audience with	3	430.00	U	19/5	
Facebook Carousel	image and URL driving traffic to					
Facebook Carousei	site	Ś	500.00	4/Month		
	Post on the PCB Facebook page	7	300.00	4/10/10/10/		
Facebook Promoted Posts	and promoted for additional					
racebook Fromoted Fosts	exposure	Ś	500.00	1/Month		
	Partner with PCB to reach fans in	7	300.00	1/14/01/01		
	real time using a live video feed,					
Facebook Live	sharing moments that inspire					
	users to plan their next trip	S	100.00	1/Month		
	Target audiences that have been	Production: S		2,		
Facebook Targeted Videos	to the PCB site with content more	Media: \$375.		4/Audience	N/A	
				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	14.1	
	Target the PCB audience with					
Instagram Carousel	image and URL driving traffic to					
	site	\$	500.00	4/Month		
Instagram Takeover	Takeover the PCB Instagram					
	channel with up to 5 posts	\$	300.00	1/Month		
B Ft						
Drone Footage	Professional drone footage for					
	partner use	\$	415.00	6	N/A	
Photography Library	High quality PCB images available					
	for partner use	\$	-	Unlimited	N/A	
otal Commitment:	•					

Name	Date:
Company:	
Phone:	

Please return completed form via email to <u>jleach@visitpanamacitybeach.com</u> and <u>mdyer@visitpanamacitybeach.com</u>



2017 Visitors Guides

FACTS

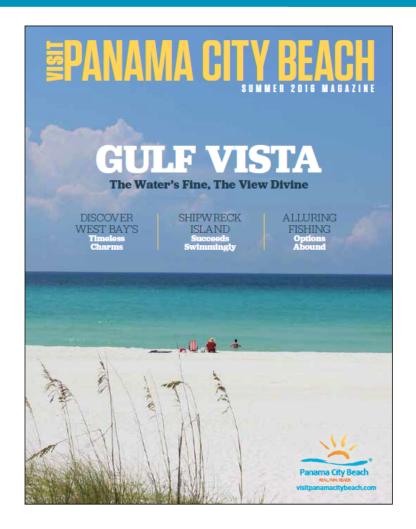
- 1.2 billion dollars is spent by tourists each year
- · Average visitor stay is 5.7 days
- Spending increased 5.4% from 2013

DESCRIPTION & CONTENT

The Visit Panama City Beach Visitors Guide is a high quality magazine that is editorial in format, visually engaging and addresses the destination by season – allowing us to showcase Panama City Beach and its incredible attributes all year round. Each edition is 100 pages, of which over 60 pages is editorial content. In addition to timely feature stories, there are 6–10 departments that focus on regular activities, events, sports and other leisure lifestyle interests.

Issues: Spring, Summer, Fall, Winter	
Press-run each edition (varies per season)	
Press-run yearly total	165,000
Direct-mail	80%
PCB Visitors Center; Visit Florida Welcome	
Centers on I-10, Hwy 231 and I-75	20%

In conjunction with circulation above, the magazine has over 21,000 subscribers



2017 Visitors Guides

DEADLINES !!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!
Spring 2017
Space and Materials November 25, 2016
Summer 2017
Space and Materials February 10, 2017
Fall 2017
Space and Materials May 19, 2017
Winter 2017
Space and Materials August 18, 2017
IN MARKET
Spring Issue February 1, 2017
Summer Issue May 2, 2017
Fall Issue August 1, 2017
Winter Issue November 1, 2017

RATES						
NET PER ISSUE		1x	2x		4x	
Full Page						
1/2 Page	\$	525	\$ 495	\$	363	
1/4 Page	\$	350	\$ 295	\$	244	
PREFERRED POSITIONS (NET PER ISSUE, 4x ONLY)						
Back Cover				\$	1,188	
Inside Front Cover				\$	1,063	
Inside Back Cover				\$	1,063	
Page 3						
Page 4						
Page 5				\$	1,025	
Across from Welcome Letter				\$	950	
Across from Table of Contents 1 or 2\$ 950						
Other Guaranteed PositionsAdd 15%						

To advertise in the Visitors Guide, please fill out the following form here and return to Tracy Rudhall at trudhall@visitpanamacitybeach.com.