



## Legislation Details (With Text)

**File #:** 20-1062      **Version:** 1      **Name:**  
**Type:** Consent Item      **Status:** Agenda Ready  
**File created:** 11/20/2020      **In control:** Board of County Commissioners  
**On agenda:** 12/8/2020      **Final action:**  
**Title:** Purchase Order 2021-1243, to Clear Channel Outdoor Inc., in the amount of \$101,728.00, for the purchase of Billboard Advertising, for the Visitor and Convention Bureau  
**Sponsors:**  
**Indexes:**  
**Code sections:**  
**Attachments:** 1. Pricing for Visit Gainesville.pdf, 2. Proposal Visit Gainesville OOH Proposal V3 10.28.20.pdf, 3. Billboard Contract V3 11.20.20.pdf

Date	Ver.	Action By	Action	Result
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### Agenda Item Name:

Purchase Order 2021-1243, to Clear Channel Outdoor Inc., in the amount of \$101,728.00, for the purchase of Billboard Advertising, for the Visitor and Convention Bureau

### Presenter:

Jessica Hurov 352.374.5260 ext. 2496/Larry Sapp, 352.374.5202

### Description:

Purchase Order 2021-1243 to Clear Channel Outdoor Inc.

### Recommended Action:

Make the legislative determination that the billboard campaigns serves a public purpose and is primarily related to promoting and advertising tourism in Alachua County, and approve the issuance of Purchase Order 2021-1243, to Clear Channel Outdoor Inc., in the amount of \$101,728.00, for the purchase of Billboard Advertising, for the Visitor and Convention Bureau.

### Prior Board Motions:

N/A

### Fiscal Consideration:

Sufficient budget exists in the Tourist Development Fund, Account 150.45.4510.552.48.00.

### Background:

Billboard advertising is one of the most economical cost-per-impression (CPI) and is the top out-of-home (OOH) of all advertising methodologies. According to Nielsen research, 85% of viewers engage with billboard advertisements. Alachua County has travelers off I-75 occupying hotel rooms for last-minute transient stays, leisure trips from drive-in markets, and consumer cultural, outdoor, and nature-based tourism. The 7 billboards in this campaign will produce an estimated 1,084,580 weekly

impressions. Billboards provide maximum visibility and impact, build strong brand and image awareness, deliver a high reach and frequency over an extended period of time, and provide continuous exposure of the Visit Gainesville, Alachua County advertising message creating a leading presence in the regional trade area.

The billboard campaign will advertise attractions, venues, events and activities to tourists, and will feature photography highlighting key points of interest with a call to action to encourage drivers to visit What's Good in Alachua County.

It is requested that a legislative factual determination be made that billboard campaigns purchased with revenue from Tourist Development Taxes serves a public purpose and is related to promoting and advertising tourism in Alachua County, and that these efforts spotlight Alachua County as a desirable place to visit by promoting the positive qualities and numerous cultural, artistic, historic, natural and other tourist related attributes and activities available in Alachua County for tourists to enjoy.

This purchase is exempt from the County's competitive bidding requirements pursuant to Section 22.3-301 (03) of the Alachua County Procurement Code, Procurement of Advertising and Other Related Media. However, since the dollar amount of the purchase exceeds the purchasing authority of the Procurement Manager, this Purchase Order is being submitted for Board consideration and approval.