FREE Ride Holiday Campaign (Saturday, December 14-24, 2019)



<u>Print:</u> (150,000 Distribution Front Page Notes): December 12th, Howard County Times, Columbia Flier, Laurel Leader, Bowie Blade. West Crofton Gazette ½ page and Greenbelt News.



(FRONT) (BACK)

Bus Ad: Monday, December 9^{th-} 24th, all fixed route/paratransit bus, Ford Vans (curb side, left window to door entrance)







Print: Thursday, December 19, 2019 (1/2 and ¼ page ads will run in Greenbelt News, Columbia Flier, Howard County Times, Laurel Leader, Gazette)



Digital Ads: December 9th-24th

Email Blast (Digital version/Press Release)

- Demo: Adults 16+
- **Behavior:** Public transit users, commuters, bus riders, have transit apps, retail shoppers (community service organizations-RTA)
- Geo: Anne Arundel County, Howard County, PG County, City of Laurel
- Quantity: 50,000 email sends + 50,000 impressions for the retargeting with digital banners

• **Expected Performance:** Our email blasts typically have an open rate of 12-18% and a click through rate of 1-2%. The TDP email blasts in the spring had open rates above 20% and click through rates above 2%. The retargeting banners will be served to people who open the email (2x).

Programmatic Display (Mobile)

• Demo: Adults 16+

• Behavior: Public transit users, commuters, bus riders, have transit apps, retail shoppers

• Geo Target: Anne Arundel County, Howard County, PG County, City of Laurel

• Contracted Impressions: 460,700

• **Expected Performance:** Our programmatic display campaigns typically have a CTR around 0.05%. The programmatic display from the spring RTA campaign had a CTR of 0.13%.

Baltimore Sun Lighthouse (BS Digital Readership in RTA Service Area)

• Contracted Impressions: 80,000+

• **Expected Performance:** Since this is a larger format unit that loads above content, the CTR is typically higher (in the 1%+ range). Banner loads above news content and is full screen.

CLICK HERE for schedules

• **Targeting:** This format is high impact. BS digital readership has a strong presence in the RTA service area.

*Results of campaign will be shared to determine effectiveness.

