

City of Grand Island

Tuesday, December 8, 2020 Council Session

Item -3

Approving Payment of Claim to Community Publishers

The City Council removed the claim to Community Publishers in the amount of \$1,895.00 from the November 24, 2020 City Council meeting and referred it to the December 8, 2020 meeting. A motion is in order.

Staff Contact: Todd McCoy



Working Together for a Better Tomorrow, Today.

TO: Grand Island City Council

FROM: Todd McCoy, Parks and Recreation Director

DATE: November 30, 2020 SUBJECT: Island Oasis Advertising

During the November 24th City Council meeting Mr. Haase raised concerns regarding advertising purchases for Island Oasis. Specifically ads for Community Publishers and News Channel Nebraska (NCN) were questioned in the meeting. I hope this memo will help explain the expenses and address outstanding questions or concerns.

Community Publishers - Interstate Ad

Community Publishers prints 15,000 interstate exit guides that are distributed along I-80 from Omaha to Wyoming and I-76 to Denver. The publication is distributed in hotels, gas stations, truck stops, and visitors center targeting travelers. As reported by visitor centers, the guide is the second most picked up printed piece, second only to the state map. Island Oasis is showcased in the publication with a full color center fold ad. Island Oasis has been featured in the interstate publication for the last six years which also promotes Grand Island as a destination to travelers.

Additionally, Mr. Haase stated in the City Council meeting that he was concerned because he felt the invoice may be fraudulent. Recreation Superintend Jeremy Bachmann reported that he changed the handwritten date only to correct an error. No evidence or intention of fraud was found as it relates to the claim.

NCN - Lifeguard Promotional Commercial

During recent years the City has struggled recruiting enough lifeguards to safely manage the swimming pools. City GITV coordinator Jeremy Watson made a lifeguard promotional commercial to help recruit lifeguards at Island Oasis Water Park and Lincoln Park swimming pool. Three years ago the City started placing ads on NCN to promote lifeguard jobs. The Parks and Recreation Department feels that advertising on NCN is ideal because it targets students and their families. NCN broadcasts area high school and small college sports/activities live and rebroadcasted online, Spectrum, Apple TV, and RoKu. Broadcasts include regular and post-season football, volleyball, basketball, softball, theater productions, show choir, and more.

Parks and Recreation supervisors generally have background education or experience in promoting recreational facilities and programs. Advertising plans are tweaked periodically to match goals based on the resources available. Supervisors consider options and often primarily use their experience to find the best "bang for the buck" to get promotional material in front of target audiences. Advertising effectiveness for coupons is easy to quantify; however, currently we do not have existing reliable data to report the specific revenue return of each brochure, video, radio spot, basic print, or signage advertising. The planned adverting line item approved in 2020-21 operating budget is \$8,000 to promote Island Oasis and recruit lifeguards.

Please feel free to call or email if you have any additional questions or concerns. Thank you!

Cc: Mayor Steele

Jerry Janulewicez, City Administrator Patrick Brown, Finance Director

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