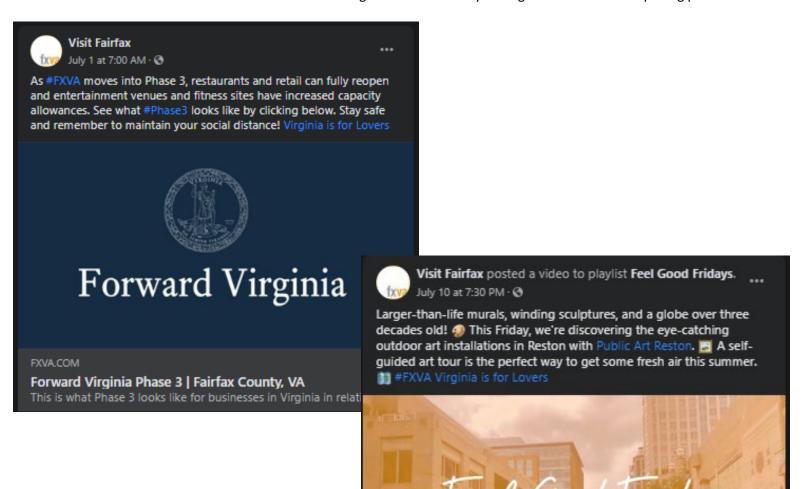
Visit Fairfax COVID-19 Stakeholder Support

Phase III

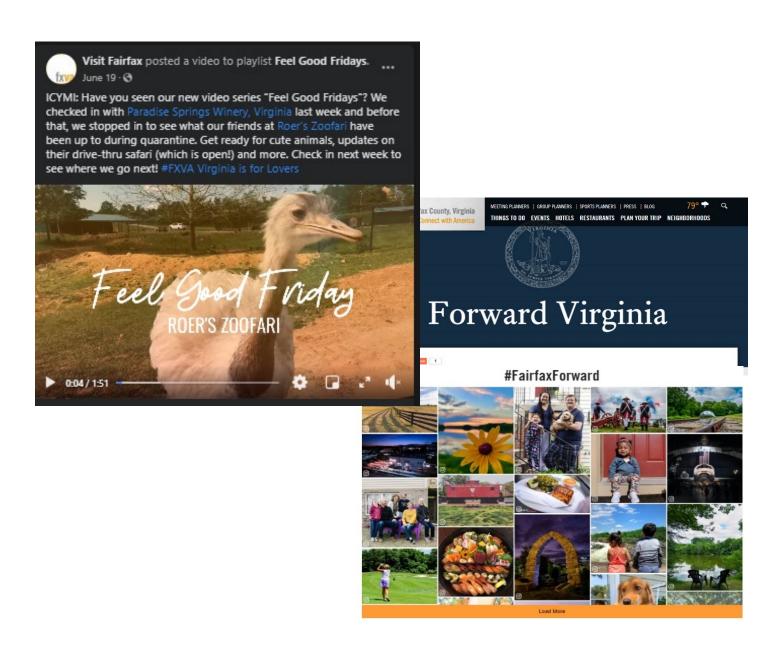
As we transitioned into Phase III, Virginia businesses are now open and have adapted to a COVID environment with a focus on safety. Months of lockdown created a pent-up desire to get away. While many remain hesitant regarding air travel, most consumers still plan to take some sort of vacation. Visit Fairfax focused marketing on drive markets with a special emphasis on our amazing outdoor spaces and safety measures that are in place to protect consumers.

COVID Campaigns – Phase 3

"It's Time to Travel": focused on late summer and fall road trips. Updated listings on FXVA.com allowing stakeholders to articulate safety protocols that they have in place. Also, launched video series "Feel Good Friday" to showcase what our stakeholders are doing to maximize safety as Virginia entered the reopening phases.



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Stakeholder Safety Information

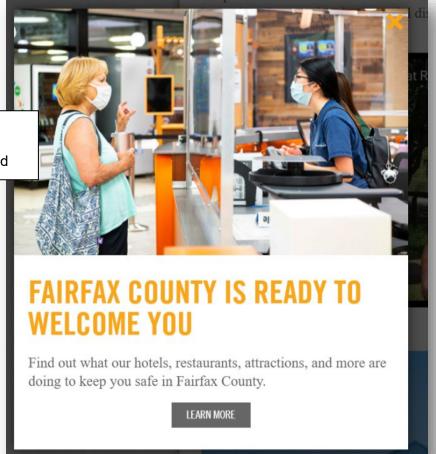
Added safety guidelines information to fxva.com, giving every stakeholder the opportunity to describe their unique safety protocols. Including header banner on every page of the site, a passive graphic on the home page and also a graphic that appeared on every other website page upon scroll.

Link to Safety Page: https://www.fxva.com/blog/post/fairfax-county-is-ready-for-you/

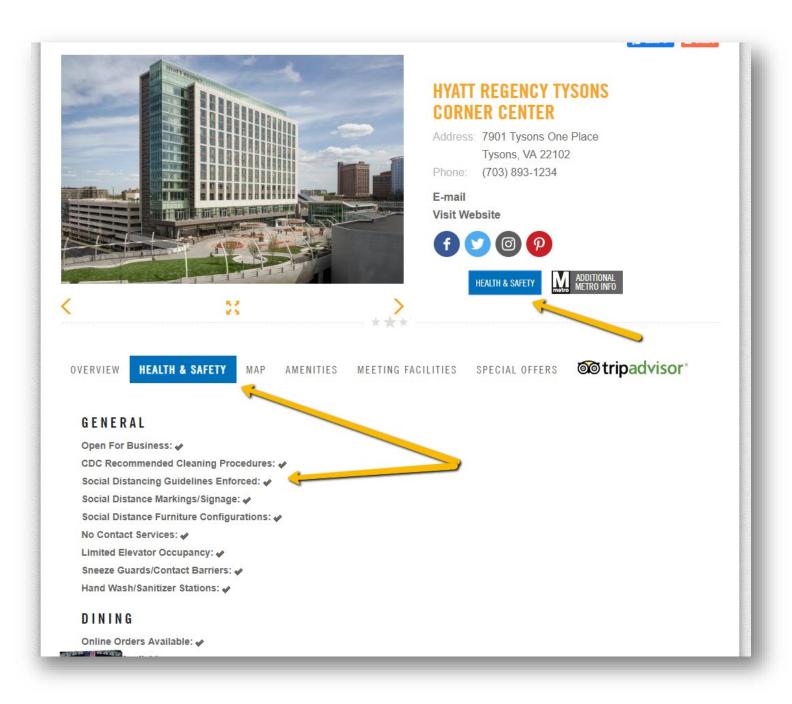




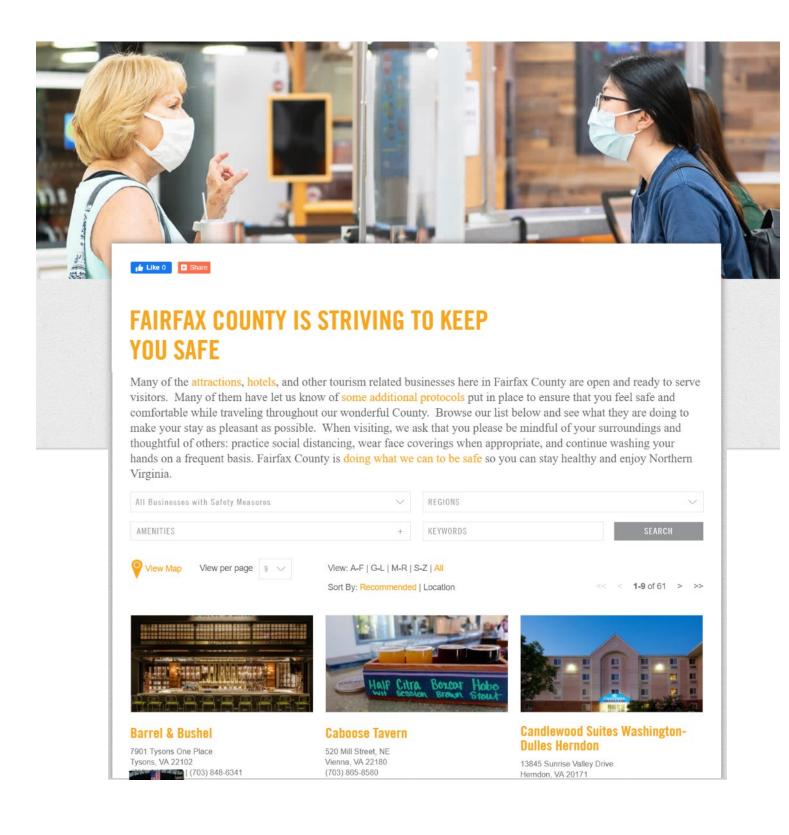
Floating window on FXVA.com showcases safety measures that many local businesses have added



Additionally, all stakeholders can describe their safety measures based upon an established list that was benchmarked from best practices across all business types in the industry. Stakeholders can simply "check the box" for anything they are doing. They can also add additional information if they are doing something unique.

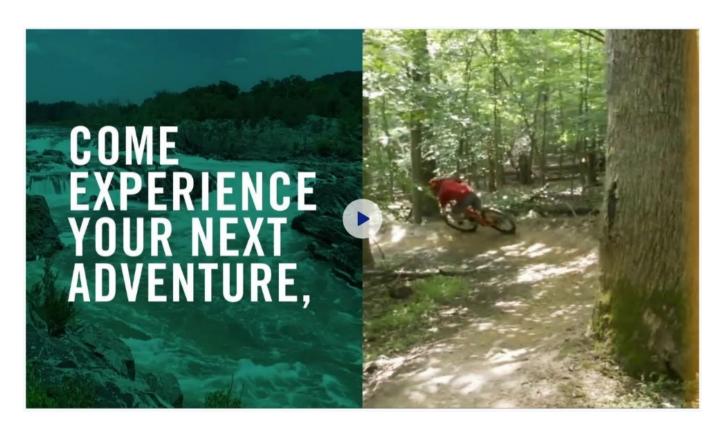


A summary page on FXVA.com gives consumers the option of seeing lists of businesses, by type, that have safety measures in place.



Banner Campaign #1

Banners promoted outdoor experiences and the invitation to "reconnect" with America. See video





Banner Campaign #2

Bored? Not Possible

This banner campaign uses 1st Party data that allows us to link spending in-market with consumers who saw and interacted with our ad unit.

Display:

https://view.conversantmedia.com/public/postView/#/postView/a7483929aaec1cc86403ccc22bfa/20174463

Mobile Gallery:

https://view.conversantmedia.com/public/postView/#/postView/4aeae6e7031e7e83e25c06efb207/20174468

Video:

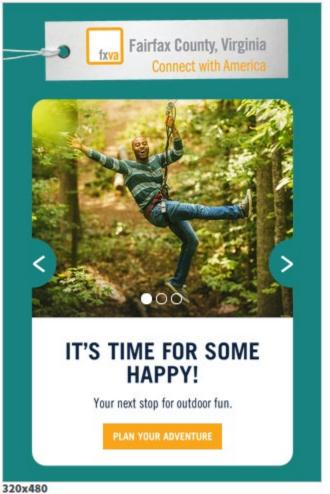
https://spaces.hightail.com/space/6hxmzpR7y2







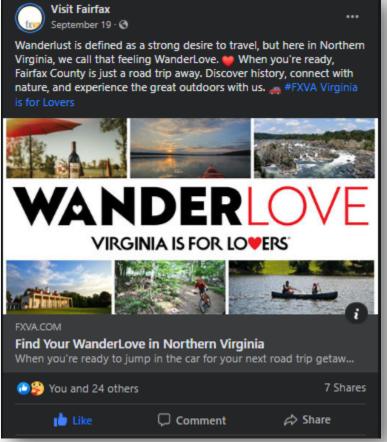




Banner Campaign #3 - WanderLOVE, VTC Recovery Grant Program

This banner campaign utilizes VTC recovery grant funds to promote road trips to drive markets.





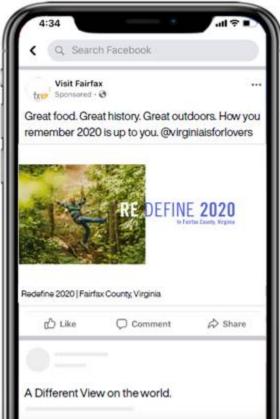


Banner Campaign #4 - ReDefine 2020

As consumers are beginning to travel again, the campaign promotes outdoor spaces and encourages consumers to "redefine 2020." In other words, they don't have to accept the doom and gloom because there are still positive experiences to be had. The campaign features two ad units. One includes ad copy followed by an image carousel that you can see here. The other features ad copy and a video (see both below).

Video link: https://vimeo.com/463088333/6d0f4087ac (password if prompted: fxva)







TIME FOR YOUR NEXT ROAD TRIP

When you're ready to get out of the house for your next getaway, we invite you to spend some time with us here in Northern Virginia.