

## Joint Effort Marketing (JEM) Grant

### Instructions

The Department of Tourism's Joint Effort Marketing (JEM) Program provides reimbursement for paid advertising expenses for Wisconsin non-profit organizations. JEM is based on state statutes and administrative rules. To be funded, projects must show that they will generate increased visitor expenditures in the local area. Please review JEM grant guidelines before beginning your application process. This information can be found at <https://www.travelwisconsin.com/industry/industry-resources/grants/joint-effort-marketing-jem-grant-program/> (<https://www.travelwisconsin.com/industry/industry-resources/grants/joint-effort-marketing-jem-grant-program/>).

There are five categories of JEM grants, and the application requirements for each category are different. We encourage projects that are new, innovative and creative and must be beyond the scope of what is normally offered by the organization.

The Department and State of Wisconsin will be held harmless from any cost, expense, damage or liability, including disputes with suppliers for non-payment of bills. Decisions regarding reimbursement will be made by the Department based on guidelines. All decisions are final.

Applications for Year 2 or Year 3 funding will not be reviewed before previous year's evaluation has been submitted.



It is highly recommended that applicants contact the Grant Coordinator (<mailto:hschultz@travelwisconsin.com>) and your Regional Tourism Specialist (<https://www.industry.travelwisconsin.com/about-us/tourism-department-arts-board/regional-tourism-specialists/>) for assistance during the grant application process.

# JEM Grant Application

## Step 1: Identify the JEM Category and Start Date

Keep in mind when submitting your application that if your application is approved, the Department of Tourism can reimburse for expenses incurred 90 days after the application is received. For example, if you want to begin running JEM-funded advertisements to promote your project on Nov. 1, submit your application by Aug. 1. Please enter the date(s) of the project/event/campaign to determine if your project is compliant with the 90-day rule.

Enter the dates of the project/event/campaign or use the calendar to select dates: \*

01/01/2023  through 01/15/2023 

What JEM category are you applying for? \*

- A Destination Marketing (DM)** application requires a partnership of at least **three communities**. The timing of the campaign requires justification defining a shoulder or "off" season, and research/tracking are substantial aspects of this category.
- A New Event** has not been held previously, intended to repeat regularly and will bring in visitors (as opposed to community events primarily for locals); they are intended to grow visitor expenditures year after year.
- An Existing Event** application requires new advertising (geographic, demographic or new media) and you must include a list of the previous year's advertising with your application. Justify the use of new advertising by showing a substantial increase in visitor expenditures.
- A One-Time, One-of-a-Kind** application must advertise an event of major significance that has the potential to generate media coverage throughout the Midwest and is not likely to be repeated.
- A Sales Promotion** must offer significant incentives for a limited period of time (usually six to eight weeks) to persuade a targeted market to visit the area. Application should include a list of participating businesses and the proposed incentives.

# JEM Grant Application

## Step 2: Identify the Project Year

**What is the project year of JEM funding that are you applying for? \***

Destination Marketing project - year 1 ▼

**Is it a development option or marketing option project? \***

- Development Option (only available for 1st year)
- Marketing Option

⏪ Prev    Next ⏩

# JEM Grant Application

## Step 3: Event/Campaign Information

Name of the event/campaign: \*

Provide a one or two sentence summary of the project; If this is an event-based JEM grant, please include the dates of the event and where the event will take place. \*

[◀ Prev](#) [Next ▶](#)

# JEM Grant Application

## Step 4: Advertising Agency and Contract Signer

**Name of advertising agency (if one is being used):**

**Who would be the contract signer? \***

- Test Grants
- None of the above

# JEM Grant Application

## Step 5: Check Cover Sheet Information

**Name of project:** Destination Marketing Marketing  
**Dates of project:** January 1, 2023 - January 15, 2023  
**JEM category:** Destination Marketing  
**Grant project year:** Year 2

**Applicant organization:** ABC Testing  
street  
city, WI 53934  
**County:** Adams

Check here to confirm that the address is accurate. Incorrect address information can delay payments. If not correct, please click on the My Organization tab above and update it before returning to this application.

**Phone:** 608-132-3456  
**Website:** www.idontknow.com  
**Employer ID:** 00-00000000  
**NAICS code:** 813910

**Person who will sign contract:** Test Grants

**Advertising agency if any:** None

Check here to confirm that this information is correct.

◀ Prev

Next ▶

## JEM Grant Application

### Step 6: Detailed Description of Campaign

Please describe your campaign in detail. What recent data and evidence were used to define your brand and develop a focused, well-developed promotional plan? \*

[◀ Prev](#) [Next ▶](#)

# JEM Grant Application

## Step 7: Promotional Plan of Campaign

What is your plan for promoting your campaign? What types of marketing and public relations tools are you using? Please include target markets. How does this promotional plan reach the target markets? \*

Please give a brief description of your promotional plan from Year 1 or Year 2 and the results and lessons learned. How are you adjusting your plan to improve? \*

How does this align with Tourism's Statewide Marketing Plan ([https://assets.simpleviewinc.com/simpleview/image/upload/v1/clients/wisconsin/Statewide\\_Marketing\\_Strategy\\_Final\\_37781fa1-4e66-47b4-adb6-ebda66d93a05.pdf](https://assets.simpleviewinc.com/simpleview/image/upload/v1/clients/wisconsin/Statewide_Marketing_Strategy_Final_37781fa1-4e66-47b4-adb6-ebda66d93a05.pdf))? \*

Destination Marketing Campaigns are required to be run during a time when the applicant has not traditionally received substantial numbers of visitors to the area. How does the timing of this campaign reflect this? What is the baseline data to show this? \*





# JEM Grant Application

## Step 8: Areas Served by Project

**What municipalities will be served by this project and how? \***

**Please attach letters of support representing the municipalities being served. \***

File	Size	Action
------	------	--------

You currently have no attachments for this grant application.

To attach a file, first browse for it and then click the upload button. The cumulative limit for attachments is 20 MB:

Browse... 📎 Upload

Supported document types include Word, Excel, Powerpoint, PDF, JPEG, GIF and PNG files.

⏪ PrevNext ⏩

# JEM Grant Application

## Step 9: Project Goals and Additional Support

Please describe your measurable goals and how they will make a positive economic impact. \*

Are there other resources, such as earned media, donated advertising, other grants, etc. that are being secured for this campaign? How will this campaign be self-sustaining within three years? \*

[◀ Prev](#) [Next ▶](#)

# JEM Grant Application

## Step 10: Data Collection and Tracking Plan

Every year, the Department of Tourism is required to report out the economic results of JEM grant funded projects. The visitor spending generated by your project is the State's return on investment (ROI).

Typically, JEM recipients measure visitor spending results. This can be done by counting all visitors/attendees and surveying a representative sample. Your goal should state how many visitors/attendees your promotion will attract (Tracking Expenditures ([https://assets.simpleviewinc.com/simpleview/image/upload/v1/clients/wisconsin/Tracking\\_Expenditures\\_2021\\_a91e6a05-7510-4085-a7e7-f942708a025e.pdf](https://assets.simpleviewinc.com/simpleview/image/upload/v1/clients/wisconsin/Tracking_Expenditures_2021_a91e6a05-7510-4085-a7e7-f942708a025e.pdf))).

**How will you track the success of your promotional plan and collect the needed information for reporting the final results? How will you track the number and type of visitors to your event? \***

The Department owns research that determines the average daily expenditure for leisure day trippers and overnighter visitors. Currently, those figures are \$75 per day tripper and \$157 per overnight visitor. Please estimate the attendance number for each of the following.

**Local attendees: \***

**Non-local overnight attendees: \***

**Non-local day trip attendees: \***

**Total visitor expenditures:**

# JEM Grant Application

## Step 11: Promotional Expenses

Enter a list of advertising items for your event or promotion. Select the type of media for the item(s). Provide a brief description—the name of the item(s), the number of ads and run dates in the description field. Put the total cost of the item(s) in the Budgeted Total field. If you plan on having the grant reimburse all or part of the item, fill in the Budgeted Reimbursable field with the reimbursable amount.

Eligible items for reimbursement include email marketing campaigns, magazines, newspapers, radio, TV, Internet, direct mail, PR/media kits, influencer marketing and billboards.

Examples of expenses JEM will not reimburse include operational costs (staff salaries, travel costs, facility rental, insurance, year round travel/destination guide, etc.), local advertising, posters and flyers that are not direct-mailed, or street banners.

Note that in year one, JEM may reimburse up to 75% of the total promotional budget. In year two, 50%, and in year three, no more than 25% of the total promotional budget may be reimbursed.

Media Type	Description	Budgeted Total	Budgeted Reimbursable	Action
------------	-------------	----------------	-----------------------	--------

You currently have no budget items in the list. To get started, click the "Add New Item" button.

[+ Add New Item](#)

[◀ Prev](#) [Next ▶](#)

# JEM Grant Application

## Step 12: Operational Expenses

Enter a list of items for the project's operational budget:

Item	Amount	Action
------	--------	--------

You currently have no budget items in the list. To get started, click the "Add New Item" button.

[+ Add New Item](#)

[⏪ Prev](#) [Next ⏩](#)

# JEM Grant Application

## Step 13: Income Statement

Enter a zero if there is no cash balance from the previous year. Tell us any anticipated income, but don't include the JEM grant. Note: None of the funds for the project can come from another state agency. Reminder, all income generated from the event/project must be used to finance the event. Events that are entirely "fundraisers" will not be eligible for JEM grant funding.

### Income/Revenue

Cash Balance from Year One or Two: \*

Event Income, Contributions: \*

Total Income:  0.00

### Expenses

Promotion Expenses (from Step 11):  0.00

Operational Expenses (from Step 12):  0.00

Total Expenses:  0.00

Net Income:  0.00

# JEM Grant Application

## Step 14: Upload Additional Materials

We have provided this step for you to upload additional supporting information. The cumulative limit for attachments is 20 MB.

File	Size	Action
------	------	--------

You currently have no attachments for this grant application.

To attach a file, first browse for it and then click the upload button. The cumulative limit for attachments is 20 MB:

<input type="button" value="Browse..."/>	<input type="button" value="Upload"/>
--	---------------------------------------

Supported document types include Word, Excel, Powerpoint, PDF, JPEG, GIF and PNG files.

<input type="button" value="◀ Prev"/>	<input type="button" value="Next ▶"/>
---------------------------------------	---------------------------------------