



2018 AdWheel Awards Shoestring Tactic



# Ultra Music Festival (March 24 - 26, 2017)

Ultra Music Festival, which attracts tens of thousands of young South Florida residents and visitors each year, provides an excellent opportunity to get millennials onboard and ride the train to the three-day festival. As part of this outreach initiative, GPR promoted Tri-Rail as an inexpensive, safe and convenient transportation option with extended train service to accommodate festival-goers. Tri-Rail partnered with Ultra Music Festival to publish train service info on the Festival's website, social media pages and mobile app. A partnership with iHeartRadio was also created to present a ticket giveaway. South Florida residents were encouraged to visit the Tri-Rail website, where they could enter for the chance to win two free tickets to the Festival and complimentary Tri-Rail passes.

This campaign gained more than 4.5 million impressions and drove traffic to the Tri-Rail website with nearly 3,000 page views on the Ultra ticket giveaway landing page. Offering an online sweepstakes for an Ultra ticket giveaway on the Tri-Rail website incentivized audiences to learn more about Tri-Rail and its extended train service.

## Campaign Highlights

- 52,000 impressions via print advertising (New Times)
- 426,326 impressions via online advertising
- 386,300 impressions via radio advertising (WHYI and WLDI)
- More than 3.6 million impressions via earned media publicity
- 2,741 page views on the Ultra Music Festival landing page
- 39,098 impressions via Facebook Ads with 650 clicks to campaign landing page
- 702 people registered for the chance to win a pair of tickets to Ultra Music Festival

# **TOTAL CAMPAIGN COST: \$13,000**



# **Highest Weekend Ridership**

Rank	Date	Ridership	Event	
1	April 22, 2017	9,477	Ride & Play 2017	
2	January 28, 2017	9,065	Rail Fun Day 2017	
3	January 30, 2016	8,795	Rail Fun Day 2016	
4	January 21, 2017	7,987	Women's Rally of South Florida - No affiliation	
5	April 23, 2016	7,794	Ride & Play 2016	
6	March 11, 2017	7,724	Calle Ocho 2017 Weekend	
7	December 10, 2016	7,680	Polar Express	
8	March 25, 2017	7,675	Ultra Music Festival 2017 – Extra Train	
9	March 29, 2014	7,652	Ultra Music Festival 2014 – Extra Train	
10	April 25, 2015	7,645	Ride & Play 2015	

**New Times Print Ad** 



## **New Times Dedicated Eblast**



**Ride Tri-Rail to Ultra Music** Festival

Going to Ultra Music Festival? For a safe, easy and affordable ride to and from Ultra, Tri-Rail is the way to go! Train service runs from Palm Beach to Fort Lauderdale and Miami with 18 convenient train stations. Plus, roundtrip weekend fares are only \$5. As an added convenience, Tri-Rail will offer extended northbound train service every night during the Festival, March 24-26.

For more information and to ENTER FOR THE CHANCE TO WIN A PAIR OF ULTRA TICKETS plus Tri-Rail passes, click here.



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Hollywood, FL 33020

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# **ULTRA** musicfestival<sup>®</sup>

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TRISPAIL

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**WIN 2 TICKETS TO ULTRA!** 

cr24.20, 2017

Enter for the chance to win a pair of Ultra tickets, plus Tri-Rail passes at www.tri-rail.com

 special late night train service
 free parking at all Tri-Rail stations



# Web Banners

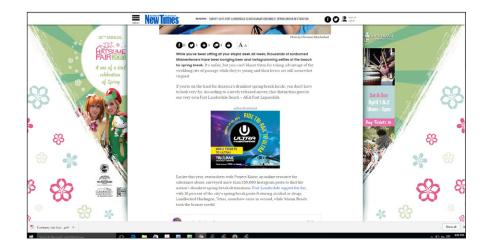


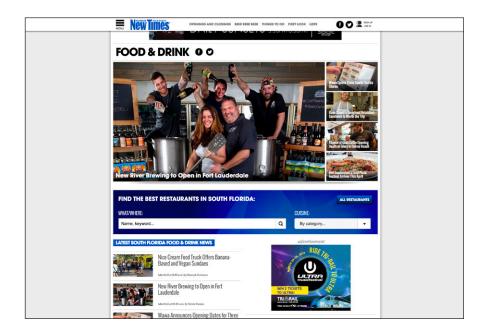
728x90 - rotating banner



# **New Times Website**





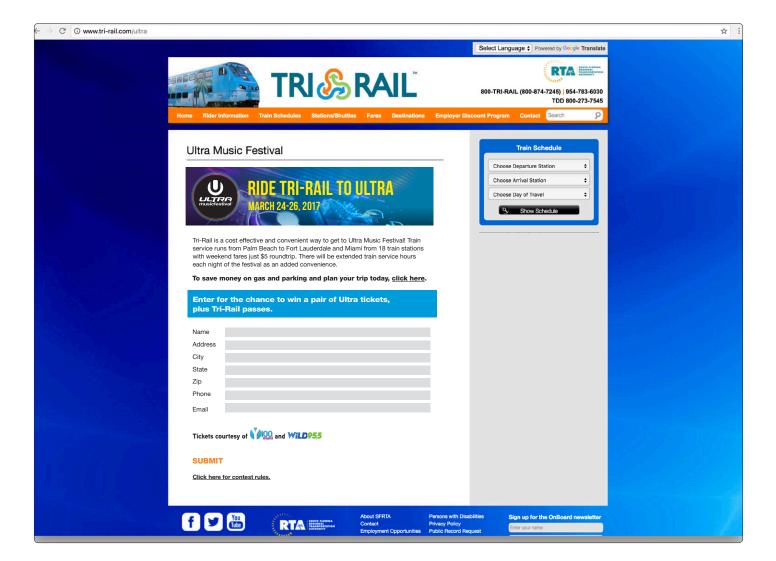


# **Homepage Banner**





**Landing Page** 



# **TRI RAIL**

# **Ride Tri-Rail to Ultra Music Festival**

Tri-Rail will offer a special late train every night during the Ultra Music Festival, March 24, 25 & 26. Passengers attending Ultra Miami 2017 can take Tri-Rail to the Miami Airport Station\* and transfer to Metrorail onto the Government Center Station, then take Metromover to the College/Bayside Station. Passengers returning to Tri-Rail from the event can take Metrorail back to Tri-Rail's Miami Airport or Metrorail Transfer Station. The special northbound Tri-Rail train will depart at 1:35 a.m. from the Miami Airport Station after the concerts on 3/24 and 3/25, and at 12:35 a.m. after the concert on 3/26.

## Instructions for passengers without an EASY Card:

- Purchase Tri-Rail fare and
- Purchase an EASY Ticket at the Miami-Dade Transit Ticket Vending Machine for \$2.25
- On return, purchase an EASY Ticket (or reload EASY Ticket) at the Government Center Station for \$2.25.

## Instructions for passengers with an EASY Card:

- Load a Tri-Rail One-Way, Round-Trip or Weekend Day Pass on the EASY Card and
- Load a minimum of \$4.00 cash value on the EASY Card
- Tap On and Tap Off as you enter and exit Tri-Rail and Metrorail systems — \$1.20 transfer fee to transfer from Tri-Rail to Metrorail
  - \$2.25 at the Metrorail Brickell Station to return
- \* Metrorail runs every 15 minutes on weekends from the Miami Airport Station.

# **SPECIAL LATE TRAIN SERVICE**

Friday, March 24 & Satu	rday, March 25	Sunday, March 26	
Weekend-Northbound	ULTRA EXTRA	Weekend-Northbound	ULTRA EXTRA
MIAMI AIRPORT	1:35 am	MIAMI AIRPORT	12:35 am
HIALEAH MARKET	No Stop	HIALEAH MARKET	No Stop
METRORAIL TRANSFER	1:45 am	METRORAIL TRANSFER	12:45 am
OPA LOCKA	1:51am	OPA LOCKA	12:51 am
GOLDEN GLADES	1:58 am	GOLDEN GLADES	12:58 am
HOLLYWOOD	2:07 am	HOLLYWOOD	1:07 am
SHERIDAN STREET	2:11 am	SHERIDAN STREET	1:11 am
FORT LAUDERDALE AIRPORT	2:15 am	FORT LAUDERDALE AIRPORT	1:15 am
FORT LAUDERDALE	2:24 am	FORT LAUDERDALE	1:24 am
CYPRESS CREEK	2:31 am	CYPRESS CREEK	1:31 am
POMPANO BEACH	2:38 am	POMPANO BEACH	1:38 am
DEERFIELD BEACH	2:44 am	DEERFIELD BEACH	1:44 am
BOCA RATON	2:53 am	BOCA RATON	1:53 am
DELRAY BEACH	2:59 am	DELRAY BEACH	1:59 am
BOYNTON BEACH	3:08 am	BOYNTON BEACH	2:08 am
LAKE WORTH	3:14 am	LAKE WORTH	2:14 am
WEST PALM BEACH	3:25 am	WEST PALM BEACH	2:25 am
Mangonia Park	3:35 am	Mangonia Park	2:35 am

# Facebook Ad





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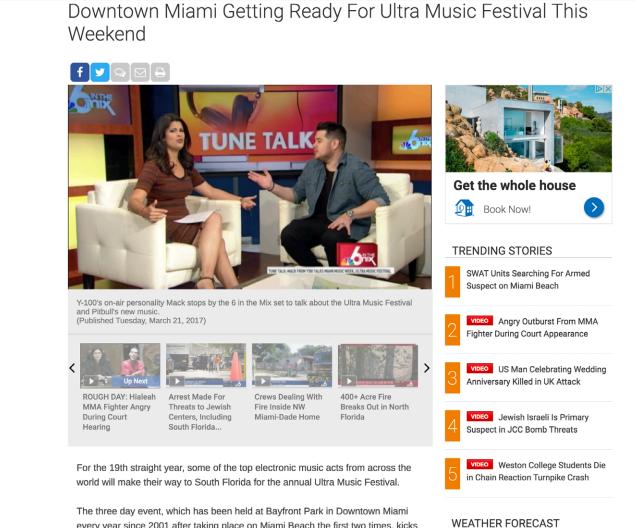
WEATHER ALERTS

Miami, FL 💡

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Weather Responds Investigations ...



The three day event, which has been held at Bayfront Park in Downtown Miami every year since 2001 after taking place on Miami Beach the first two times, kicks off Friday with gates opening at 4 p.m. and scheduled to close at midnight. Gates open from 12 p.m. until midnight on Saturday and Sunday.

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Home

News

## **News Clips**



ULTRA Music Festival is an incredible experience in Miami for anyone who loves electronic music or a good time in the sun. A three-day festival, ULTRA usually sells out quickly and for good reason. With over 100 performers including world-renowned DJs and artists, this event also falls on Spring Break. If you're up for three days filled with music, dancing, and meeting new people, you'll want to head to ULTRA. Here are some helpful things to know before you go — and here are our recommendations for where to stay when you're there.

#### Be Prepared For ULTRA With These 10 Useful Tips



Image credit: Ines Hegedus-Garcia/Flickr CC-BY 2.0

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#### 1. Leave Your Backpack at Home

The ULTRA Music Festival security staff will be checking bags at the gates, and there are restrictions to which type of bag you can bring into the venue. No backpacks, CamelBaks, or other bags are allowed. Additionally, any bag you bring in must be see-through or clear. Small clutches may be allowed, but you might not want to risk getting to the gate and having your small bag taken away. Just think ahead when you're packing for the festival and bring the appropriate type of bag!

#### 2. Take Public Transportation

Whether you want to or not, taking public transit is probably the best, most cost-effective method of getting to and from the festival. Parking anywhere near the festival can cost more than \$20/day, which can add up. Plus, traffic jams are a real thing since there will be thousands of people trying to get into and out of the festival. Park near the Metrorail, Metromover, or the Tri-Rail and hop on any one of them for a ride to the festival. The Metromover is free, which means it will likely be more crowded, but the Metrorail is \$2.25 per trip and the Tri-Rail is \$5 per trip on the weekend.

#### 3. Once You're In, You're In For the Day

Unlike other events you may have been to in the past, once you enter ULTRA Music Festival, you are not allowed to leave and re-enter. Make sure you have everything you need before going in because you don't want to get inside and realize you forgot something important. Luckliy, the festival offers food, free water fillup stations, and basically everything else you need during the event. Just make sure you bring money for these things!

#### Resources / Explore

#### About

Tripping is the world's largest search engine for vacation rentals. Compare top metal sites at once to get the bed deal on your next trip. With over 10 MILLION vacation homes and short-term rentals on Tripping, you're sure to find the perfect place to stay.

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## Hyatt Regency® Pier 66

Come Back To Book Your Best Available Rate Now! Best Rates Online, Guaranteed.

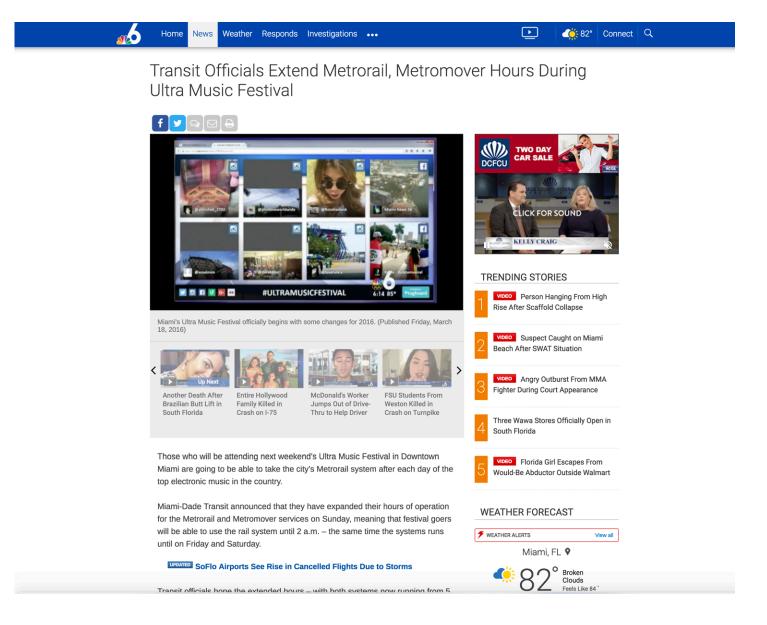
pier66.hyatt.com

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**News Clips** 

# Tri-Rail Ultra

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Total National TV Audience: 155,115 Total National TV Publicity: USD \$38,507 Total Local TV Audience: 155,115 Total Local TV Publicity: USD \$38,507

Collapse all clips

#### Total Number of Clips: 7



### Time: Mar 23, 2017 6:42 AM EDT (UTC -0400) Local Broadcast Time: 6:42 AM EDT (UTC -0400) Category: News Call Sign: WTVJ (NBC)

Market: DMA: 16 Miami, FL

Est. National Audience: 13,937 Est. National Publicity Value: USD \$5,048

Est. Local Audience: 13,937 Est. Local Publicity Value: USD \$5,048

late. they seem to be moving up to speed with the general purpose lanes. northbound looking a whole lot better. see you in six minutes. >>> 6:40 now. we are just one day away from day one of the ultra music festival in miami. and this year is bringing a new partnership. >> it is all an effort to reduce traffic and help those going to make it home safely. darryl forges is live in miami for us. tell us about this new uber partnership. >> reporter: well, good morning to you. it is going to be an exciting time this weekend for the ultra fest. according to event organizers, they're expecting over 55,000 people per day for this festival. now they're partnering with uber 6:41 AMto have this uber exclusive transportation hub called ultra lounge. filled with beverages and bathrooms for uber riders. I'll show you a map of where this ultra lounge will be located. It is going to be the pickup and dropoff location on the corner of biscayne boulevard and northeast street. that's next to the americanairlines arena and just a short walk to bay front park. there is also a few



Play

#### 🗋 NBC 6 South Florida Today at 5:30am

Time: Mar 23, 2017 5:44 AM EDT (UTC -0400) Local Broadcast Time: 5:44 AM EDT (UTC -0400) Category: News Call Sign: WTVJ (NBC) Market: DIMA: 16 Miami, FL Est. National Audience: 6,492 Est. National Publicity Value: USD \$3,002 Est. Local Audience: 6,492 Est. Local Publicity Value: USD \$3,002

i'll letde y >>> welcome back. time is 5:42. it is back. we're one day away from the ultra music festival. >> if you're going, there is new lounge that could help out with traffic and parking situations. uber is sitting up a hub at the festival. to darryl forges live there in miami, the calm before the storm. 5:43 AMtell us about the new hub. >> reporter: it is called the ultra lounge. good morning to you. it is a big thing that uber is doing because they're expecting over 55,000 people per day for this big festival. i want to go and show you a map of where this hub is located. now, the pickup and dropoff location will be on the corner of biscayne boulevard in northeast 6th street, next to the americanairlines arena. in a short walk to bay front park. there is also a few things you need to know when it comes to your uber ride. now, make sure you're getting into the right car. a lot of people will be requesting live, so double-check the car type, model and photo before you get in the car. now, uber rides can only be requested through the app, so don't get in the car



#### 🛗 NBC 6 South Florida News at 4pm

Time: Mar 22, 2017 4:39 PM EDT (UTC -0400) Local Broadcast Time: 4:39 PM EDT (UTC -0400) Category: News Call Sign: WTVJ (NBC) Market: DMA: 16 Miami, FL Est. National Audience: 18,935 Est. National Publicity Value: USD \$4,336 Est. Local Audience: 18,935

Est. Local Publicity Value: USD \$4,336

coming up on the nbc 6 news at 6:00, anchor keith jones has reaction from the marlins about their teammates making it this far in the championship. >>> all right, ultra music festival starts friday. uber is teaming up to give music lovers a way to get around safely without worrying about parking. stephanie bertini joins us now with how it works. >> uber will be offering a transportation hub at the 4:38 PMfestival this weekend. it's the uber ultra lounge. it will be the exclusive pickup and dropoff location for ultra goers. the pickup and drop off location is at the corner of biscayne boulevard and northeast 6th street right next to the aaa. just a short walk to bayfront park. it will offer some amenities, including a beverage station and a bathroom. now, if you're taking an uber to or from ultra, there's a few tips to keep in mine. make sure you're getting in the right vehicle, first of all. a lot of people will be requesting rides, so double check the vehicle type, the model and the photo on the app before you get inside. uber rides can only be requested



# CBS12 News This Morning at 5AM Time: Mar 24, 2017 5:25 AM EDT (UTC -0400)

Local Broadcast Time: 5:25 AM EDT (UTC -0400) Category: News Call Sign: WPEC (CBS) Market: DDM: 38 West Palm Beach, FL Est. National Audience: 15,903 Est. National Publicity Value: USD \$777

Est. Local Audience: 15,903 Est. Local Publicity Value: USD \$777

affair return the jerseys to the stadium from mexico with a credentialed member of the international media. >>> the final sound checks are done and tonight largest is it festival kicks off in miami. here's a live look at bayfront park or the stage is set for a few hundred thousand people as ultra music festival in downtown miami. it's a three day electronic music festival that begins this afternoon tri-rail is adding extra trains **News Clips** 



#### 🛗 CBS12 News This Morning at 6AM

Time: Mar 24, 2017 6:25 AM EDT (UTC -0400) Local Broadcast Time: 6:25 AM EDT (UTC -0400) Category: News Call Sign: WPEC (CBS)

Market: DMA: 38 West Palm Beach, FL

Est. National Audience: 29,119 Est. National Publicity Value: USD \$1,135

Est. Local Audience: 29,119 Est. Local Publicity Value: USD \$1,135

it to gillette stadium. they were found in mexico by a court - with a credentialed member of the international media. >>> file some checks are done and tonight the largest music festival kicks off in miami. here is they front park you can see the lights as they set up. they are expecting a few hundred thousand people who will go to downtown miami for the ultra music festival the three-day electronic music festival begins this afternoon and tri-rail is adding extra



#### 🛗 NBC 6 South Florida News at 5pm

Time: Mar 24, 2017 5:09 PM EDT (UTC -0400) Local Broadcast Time: 5:09 PM EDT (UTC -0400) Category: News Call Sign: WTVJ (NBC) Market: DMA: 16 Miami, FL

Est. National Audience: 30,181 Est. National Publicity Value: USD \$9,333

Est. Local Audience: 30,181 Est. Local Publicity Value: USD \$9,333

that they have their upcoming day in court and they have since hired an attorney to represent them. reporting live, melissa adon, nbc 6 news. 5:08 PM>>> thousands of electronic music lovers filling the streets in downtown miami right now. ultra music festival is under way. >> here is a live look at the big crowds already. the festival runs all weekend and brings people from all over the world to south florida. it's not always music to all south floridians ears. >> hi, ari. >> hi, guys. you can hear behind me the thumping music. the doors have opened here at the ultra music festival. we know electronic dance music and people are pouring in. this is the naenth year of this annual festival which brings an ever present thumping music. it also brings a sea of people and those traffic woes. for some of the options on how to get around, this weekend you can take public transportation. tri-rail is extending its service hours every night and it only costs \$5. also the miami metro rail is an option for those traveling in downtown miami and brickell.



#### 🛗 NBC 6 South Florida News at 6pm

Time: Mar 24, 2017 6:05 PM EDT (UTC -0400) Local Broadcast Time: 6:05 PM EDT (UTC -0400) Category: News Call Sign: WTVJ (NBC) Market: DMA: 16 Miami, FL

Est. National Audience: 40.548 Est. National Publicity Value: USD \$14,876

Est. Local Audience: 40,548 Est. Local Publicity Value: USD \$14,876

the nightly news at 6:30 right after our newscast. >>> chopper 6 over a sea of people flooding downtown miami. tens of thousands of music fans are flocking to bayfront park for the ultra music festival and it's under way right now. >> nbc 6 has team coverage from the festival and the fun to the areas you want to avoid. we begin with nbc 6 reporter amanda plasencia live from outside bayfront park right now. amanda. >> reporter: yes, adam. as you can hear the booming beats are in full force here in downtown miami this weekend for the ultra music festival. of course that brings along some pros and some cons that come along with it. the sea of colorful crowds brings an eclectic and fun vibe to downtown miami, but crowd and traffic control is a top priority. security stepping it up. >> we're taking a lot of precautions and measures to keep 6:03 PMtraffic flowing, to keep everyone safe, to keep drugs out, alcohol, and prevent any incident that can happen here. >> reporter: there have been some controversies in the past. back in 2014 a security

