Proposal for Village of Oak Park: Oak Park Shop Local Campaign

November 14, 2020

a5 Branding & Digital

Firm Profile

a5 is a branding and digital agency that tells client stories in clear, concise, consistent and compelling ways – to get results.

We begin by listening. Asking questions. Understanding your market and the competitive landscape. By offering recommendations and solutions. And telling your story – powerfully.

We work by a simple philosophy: to deliver great work that gets you where you want to go, and we do it on time and on budget.

Founded in 2001 by John Harris and Fletcher Martin, the firm has proven expertise in working with public and private sector clients. Our work at a5 revolves around creating healthy, sustainable communities.

a5 Branding& Digital

1 N. LaSalle, 47th floor Chicago, Illinois 60602

John Harris, Principal 708.227.5313 (cell) iharris@a5inc.com

a5inc.com

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Why a5?

- We are a <u>brand and digital agency</u> that helps you tell your story in a <u>clear, concise,</u> <u>consistent and compelling way</u>.
- We work with public and private sector locally, regionally and nationally. Representative community clients include Woodstock, Niles, Northbrook, Mundelein, Rogers Park, Charlevoix, MI and Naples, FL. In these communities, we work closely with business, government and all sectors of the community to advance economic development, increase tourism and build a stronger sense of community.
- We are adept at working with multi-stakeholder groups. In Oak Park, we facilitate the Oak Park Homelessness Coalition, a group of 50 organizations and individuals working to end homelessness in Oak Park.
- We are storytellers; we will help craft and tell a community-wide story AND stories of people and place that excite, engage and entice. Because we worked on the Oak Park brand with Sasaki (and a multi-stakeholder team in Oak Park), we can leverage the previously developed brand and help businesses and the community in the short, medium and long-term.
- a5 principal John Harris has a 24-year history of living and working in Oak Park.
 The ten-person firm has worked with, or is currently working with, a range of public and private sector clients in Oak Park, including: Village of Oak Park, Oak Park Homelessness Coalition, Oak Park Economic Development Corporation, Downtown Oak Park, Visit Oak Park, Oak Park Apartments, Oak Park Residence Corp., Entrepreneur Leaders in Philanthropy (through OPRF Community Foundation), Beyond Hunger, Wonder Works and more.
- a5 has expertise in developing results-focused shop local programs in Rogers Park,
 Downtown Oak Park, Mundelein and Brookfield. We understand the workings of the
 Downtown Oak Park Shopper's Reward program and how to develop programs that deliver results to businesses and business districts.
- <u>a5 understands small business and the challenges faced by the pandemic</u>. Over the past six months we have worked with restaurants and locally-owned shops to help mitigate the effects, change business models and improve marketing efforts.
- We are strategic as well as highly creative. At a5, we work to set you apart by creating a
 visual and verbal architecture that helps affect perceptions of your intended audiences.
 And we always aim to generate results.
- We stay on or under budget. We are responsible for properly estimating a project, not you.
 Only when a project is redirected in a substantial fashion (or extensive changes are made) do we consider writing a change order. And we do that only after discussion with you.
- <u>We create schedules and stick to them</u>. If a schedule needs to be adjusted, we discuss it with you at the earliest possible opportunity.

a5 Services

Branding

Market Research
Public Outreach & Engagement
Brand and Marketing Strategy
Positioning
Tagline Creation
Naming (Company & Product)
Marketing Plans
Product Launches
Content Development/Copywriting
Photography/Illustration Sourcing
Photography/Illustration Art Direction
Public Relations/Media Relations

Graphic Identity Creation

Logos/Graphic Identities Identity Applications

Advertising

Creative
Print
Broadcast
Radio
Outdoor
Media Planning
Media Buys

Print/Other Support Materials

Brochures
Direct Mail
Catalogs
Magazines
Newsletters
Packaging
Signage and Banner Systems

Digital

Web Design

Bespoke Web Development User Experience Content Development/Copywriting Content Management Solutions Content Management Training Intranets/Extranets

Video

Preproduction
Scripting/Writing
Casting
Location Scout Management
Storyboarding
Art Direction
Interviews
Production/Shooting
Editing/Post-production
Motion Graphics

Digital Advertising
Email Campaigns
Social Media Campaigns
Google Ads
Search Engine Optimization



a5 Client Experience in the Oak Park Area

Downtown Oak Park

Village of Oak Park

Pleasant District of Oak Park

Wonder Works Children's Museum

Oak Park Homelessness Coalition

Community Mental Health Board of Oak Park

Visit Oak Park

Seven Generations Ahead

Beyond Hunger

Unity Temple Restoration Foundation

Collaboration for Early Learning

Oak Park Economic Development Corporation

Tom Bassett-Dilley Architects

Nevin Hedlund Architects

Aria Group Architects

Oak Design & Construction

Oak Park Apartments

Oak Park Residence Corporation

Oak Park Housing Authority

Oak Park Youth Baseball & Softball

a5 works with public sector, business community, education and non-profit clients to develop strong brands.

a5

public sector

counties

municipalities

downtown associations

park districts

planning agencies

economic development agencies

private sector

planners
architects
landscape architects
developers
construction firms
engineering firms
healthcare
non-profits/associations
financial services

Healthy, Sustainable Communities



Proposal

The Oak Park business community has been impacted significantly by the COVID-19 pandemic. As we enter winter, concern is growing among the business community and the broader community about business survival.

Recently, multiple programs have emerged to help local businesses, ranging from a gift card program (Oak Park River Forest Chamber of Commerce) to a "save our restaurants" effort (Ravi Parakkat) to a recent business owner survey and Local Eats Bingo at oakparkeats.com. Some community members have suggested expansion of the Downtown Oak Park Shopper's Reward program.

a5 proposes to work with the Village of Oak Park and a broad coalition of stakeholders to promote and support small businesses in the near term – starting immediately – while building a program and effort that will also help in 2021 and beyond.

This effort would be organized quickly and facilitated by a5 to effectively launch a pro-active effort to connect businesses and consumers to mitigate the effects of the pandemic – and create a strong sense of community pride.

In short, we would work to bring Oak Park together and harness the power of spending local.

The program would consist of the following phases:

1. Engagement/Plan Development

Facilitate development of program and campaign with key partners. We would immediately assemble the
key stakeholders in the business community, including business owners, Oak Park Economic Development
Corporation, Downtown Oak Park, the OPRF Chamber of Commerce and the business districts (Harrison Street,
North Avenue, etc.).

At this meeting, we would determine the need, discuss goals, confirm the audiences and begin to formulate an action plan. Because of our market knowledge, experience and working relationships within the community, we can bring people together quickly to work together.

- Within one week, we would work with the stakeholders to develop a strategic program that promotes short-term stimulus while keeping a long-term view in mind. The program would look at a variety of ways to assist businesses and ascertain how to work with existing programs and/or begin new efforts. Partnerships, collaboration and urgency will be keys to success.

In addition to key agencies in the community, we will work with social media groups, influencers, key community leaders, local media, each business district and others to ensure we cover the community and beyond.

- This program will coordinate efforts, create compelling stories and provide clarity so there is a greater opportunity for success. Those stories should connect people and place. We will not only appeal to people's sense of community, we will provide information and reasons to try something new or return to an old favorite or a place they forgot. From the Happy Apple Pie Shop to Sugar Fixe, Careful Peach Boutique to New Rebozo and more, Oak Park offers so much that is interesting, new and different. That needs to be celebrated and communicated.
- The engagement effort and marketing communications plan should not only consider the Oak Park community –
 it should reach a wider audience to promote Oak Park and all that it has to offer.
- The plan will include goals, strategies, marketing tactics, a budget, timeline and expected results.



Proposal

2. Campaign Development

In week two, we would present two or more campaign approaches that create excitement and cut through the clutter to connect with the community, driving awareness and pushing people to act.

- Develop creative campaign that helps stimulate local economy and gets businesses through the next several months – and gives them a head start as we work through the pandemic. The campaign will:
 - connect with local businesses AND area residents (Oak Park and beyond)
 - tell a compelling story that urges people to support their friends, neighbors and community members
 - provide a compelling offer
 - utilize a strong call to action.

3. Campaign Execution

a5 would develop the deliverables that would reach a local audience and a wider Chicago area footprint.

Marketing tactics would include:

- Social media plan, ads and posts that can be used by organizations and local businesses
- Geofencing and geotargeting to reach people on digital platforms wherever they may be
- Web site content to be placed on web sites around the community
- Email campaign
- Google ads
- Window signage and point-of-purchase collateral
- Outdoor signage in Downtown Oak Park and other places (with DTOP permission, of course)
- Media blitz, paid and free (Wednesday Journal, Mom Mail, etc.)
- Partnership development so the campaign reaches beyond the obvious and gets to area consumers
- Digital and print advertising
- News release and other media outreach
- Contests and promotions that drive traffic
- Webinars and other educational and fun ways to "get the word out"

A web site should be developed to provide "one stop shopping" for people looking to support local businesses. We propose to develop and deploy a Squarespace web site quickly that can consolidate and promote all participating businesses.

We will not only invite businesses to participate, we will reach out individually to businesses to get their up-todate information. (We have done this in other communities to during the pandemic to ensure information is updated in real time.)

a5 will also work with the team to come up with and innovative and creative ways to engage businesses and consumers through contests, art and culture and more.

Photography will play a key role in bringing the campaign to life, and video can be employed to create an immediate connection with people and place.



Proposal

Important notes:

- We need to keep businesses alive and create a campaign that supports and lifts up the community.
 The campaign must be strategic, creative and immediate yet have potential to be long-lasting.
 Key to success: answer the question "What's in it for me?" for all audiences.
- The campaign we create will enable businesses to share stories and information. We will also provide assets businesses can use to promote the "whole" while also promoting their individual business. (a5 works with Illinois Park and Recreation Association on Unplug Illinois. As part of the campaign, individual park districts have access to graphics, social media posts, photography and more for their own use.)
- For each of the above tactics, we will work through the mechanics. Take the email campaign as an
 example: in concert with businesses and organizations, we can use specific lists to reach people in the
 community on a weekly basis. Reach and frequency are critical components of marketing success.
- We often team with other individuals and agencies and would be happy to work with others to achieve success. While we handle PR and web development, for example, if you have a PR firm or a web site developer, we can work in tandem with other resources.

Budget

The budget below can be adjusted depending on scope and budget availability.

a5 Fees, three-month engagement (discount to be determined)	\$15,000 to \$20,000
a5 Fees, design and launch a web site (using Squarespace)	\$5,000
Squarespace Costs (hosting and domain name)	Approx. \$250 per year
Marketing Spend	\$15,000 to \$20,000

Notes for discussion:

- We are willing to donate a portion of our time to help with short term stimulus program.
- We are also willing to work to raise a portion of the budget if need be and have done so successfully in other communities, such as Woodstock and Freeport.
- If the Downtown Oak Park Shopper's Reward program is to be implemented across the community, budget would need to be set aside for the customer redemptions.



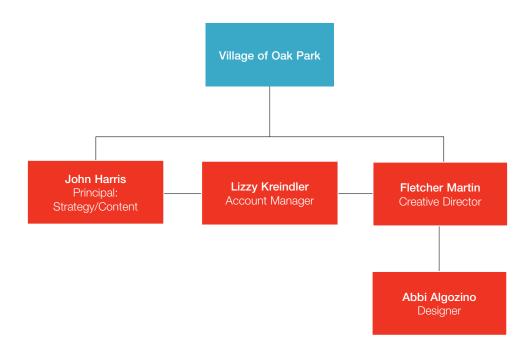
a5 Team

Our team structure is designed to bring creativity along with efficiency and consistency to client programs. The team stays together for the duration of the program.

If chosen to proceed, a5 would organize a team consisting of John Harris (Principal), Lizzy Kreindler (Account Manager), Fletcher Martin (Creative Director) and Abbi Algozino (Designer).

John Harris and Lizzy Kreindler would serve as the primary contacts for Village of Oak Park.

a5 responds to client requests within 24 hours, often sooner. We would provide cell phone numbers so you're able to reach key contacts.





a5 Team Members (continued)

John Harris - Principal

John helps clients tell stories in a clear, consistent and compelling manner to generate results from marketing and communication programs. He has deep expertise in all media, from brand strategy to advertising, collateral, web development, public relations, social media and the creation of branded experiences. Harris is also adept at building collaborative environments with multiple stakeholders.

A former journalist for Forbes, Harris wrote the first national story on Starbucks, predicting that it would change our culture and society. He also wrote for the Milwaukee Journal and served as editor of Rockford Magazine before joining The Marmon Group, Inc. (then a \$6 billion organization owned by the Pritzker family) as director of communications in 1991. There, he consulted with Marmon's 100-plus companies on marketing communications and public relations issues in a wide variety of industries including financing, consumer and industrial products.

Before co-founding a5 in 2001, John served as a strategic communications consultant for VSA Partners, advising such clients as Steelcase, Landscape Forms and US West on brand development and brand management.

In his role as principal of a5, Harris has developed expertise in working with communities, sustainability, healthcare, education, non-profits, consumer products and financial services, among others. He has a passion for creating healthy, sustainable communities, and developed GreenTown: The Future of Community, a one-day experience dedicated to bringing the public sector together with the private sector to create sustainable communities, with non-profit Seven Generations Ahead.

A graduate of Carroll University in Waukesha, Wisconsin, John has taught at Roosevelt University and Carroll University.

Harris serves on the leadership team of Entrepreneur Leaders in Philanthropy (a giving group of the Oak Park River Forest Community Foundation) and the boards of Garfield Park Conservatory Alliance, Friends of Richton Park, Lauren's Hope (part of Horizons for Youth) and Triton College Foundation.

Experience Highlights:

Milwaukee Journal **Forbes** The Marmon Group Steelcase Campbell Soup Company Interface **Ameritrade NYSE Euronext** Field Museum **Chicago Park District** Chicago Children's Museum **Chicago Transit Authority** City of Charlevoix, MI Village of New Lenox, IL City of Freeport, IL Village of Richton Park, IL City of Woodstock, IL Village of Hanover Park, IL **World Wildlife Fund Wege Foundation Johns Hopkins University Downtown Oak Park** Oak Park Economic **Development Corporation** Oak Park Homelessness Coalition **Oak Park Apartments** Wonder Works Children's Museum

a5 Team Members (continued)

Fletcher Martin - Creative Director

Fletcher is a founding principal and creative director at a5. He is responsible for the design development and creative direction of a5 projects, including branding and identity, signage, interactive design, naming and more.

Prior to forming a5, he spent five years at VSA Partners in Chicago as a design director working with such clients as Steelcase, Harley-Davidson and H₂O+. At a5, his client experience includes World Wildlife Fund, Downtown Oak Park, Oak Park Economic Development Corporation, Chicago Park District, Chicago Children's Museum, Field Museum, Chicago Architecture Foundation, Congress for the New Urbanism, Chicago Transit Authority, NYSE Euronext and Klein & Hoffman.

From 2009 to 2014, he served as an executive board member (Treasurer) of the Chicago chapter of the AIGA – the professional organization for design. He has also volunteered as creative director for two creative rallies for EPIC, a non-profit that pairs volunteer writers and designers with worthy causes and organizations. The EPIC projects Fletcher led include the rebranding of Illinois Humanities and messaging/collateral for Literacy Chicago.

Lizzy Kreindler - Account Manager / Content Specialist

Lizzy serves as an account manager and content specialist at a5. She helps clients develop strategies that propel their work forward and motivate their audience. Lizzy specializes in message development, network facilitation, and digital and experiential media marketing.

Prior to a5, Lizzy worked at Bluestem Communications in public opinion research and messaging campaigns for municipalities to lessen homeowner's impact on water quality. She came to brand and digital consulting after experiencing the work from the client side at Chiaravalle Montessori School, where, as Director of Development, she led a \$2 million capital campaign to build a LEED-Platinum Certified education center based on the values of the community. Additionally, Lizzy has managed individual giving, grant management, and marketing for a youth development nonprofit. Whether it's motivating people to donate, volunteer, or change a behavior, Lizzy has experience in events, messages, and images that resonate.

Lizzy graduated from Northwestern University with a BS in Learning and Organizational Change, Minor in International Studies.

Abbi Algozino - Designer

Abbi is an Oak Park native who works on branding identity development and digital projects. Abbi graduated Magna Cum Laude from Dominican University with a BA in Graphic Design where she worked as an editorial designer for the Dominican Star Newspaper and studied fine arts, environmental science and philosophy. She joined the a5 team in early 2018.

Prior to a5, Abbi worked as a designer for tag, a wholesale home-goods company; Plant Chicago, which focuses on creating circular economies; the South Carolina Aquarium and GoEco, a volunteer abroad company based in Israel.

Experience Highlights:

Wege Foundation **Johns Hopkins University** Harley-Davidson **NYSE Euronext Steelcase** Field Museum **World Wildlife Fund Museum of Contemporary Art** San Diego **Downtown Oak Park** Oak Park Economic **Development Corporation** Oak Park Homelessness Coalition **Oak Park Apartments** Wonder Works Children's Museum

Experience Highlights:

The Plant
Village of Gurnee, IL
Howard Street Chicago
Square One Foundation
Lake County Partners
Kane-DuPage Soil and Water
Conservation District
Calumet Collaborative
Village of Niles, IL
City of Lexington, Kentucky
Fox River Study Group
Bluestem Communications

Experience Highlights:

Oak Park Homelessness
Coalition
Krasl Art Center
Village of Hanover Park
Village of Niles
Village of Gurnee, IL
Howard Street Chicago
Kane-DuPage Soil and Water
Conservation District
City of Woodstock

a5 Work







WATCH THE EXCITEMENT BUILD.



















a5 Work

















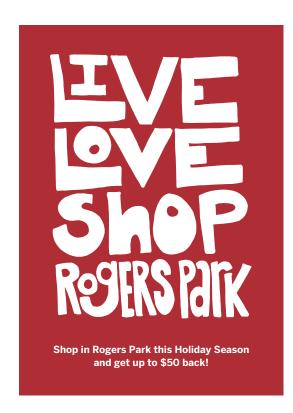






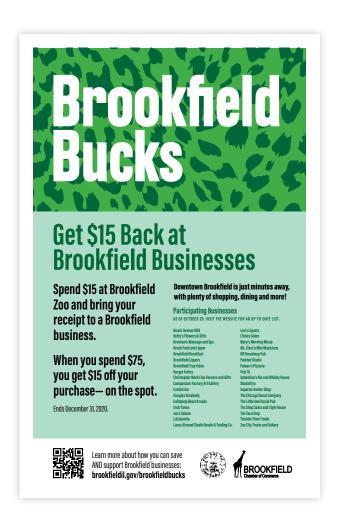


a5 Work: Local Merchant Programs



COMPIGATE AND CO

For the Rogers Park Business Alliance Live, Love, Shop program, we developed the visual identity (in English and Spanish) and have helped shape messaging and marketing of the program using web site, social media, posters, flyers and bus shelters in the Chicago neighborhood.



a5 launched a program for the Village of Brookfield and the Brookfield Chamber of Commerce to promote buying in Brookfield. The campaign establishes a partnership with Brookfield Zoo and encourages zoo visitors to shop and dine in Brookfield. Area residents are also encouraged to support local merchants through a myriad of marketing tactics including social media, email, digital advertising, collateral and outdoor signage on the edge of Brookfield and the outskirts of the zoo.

a5 Work: Local Merchant Programs



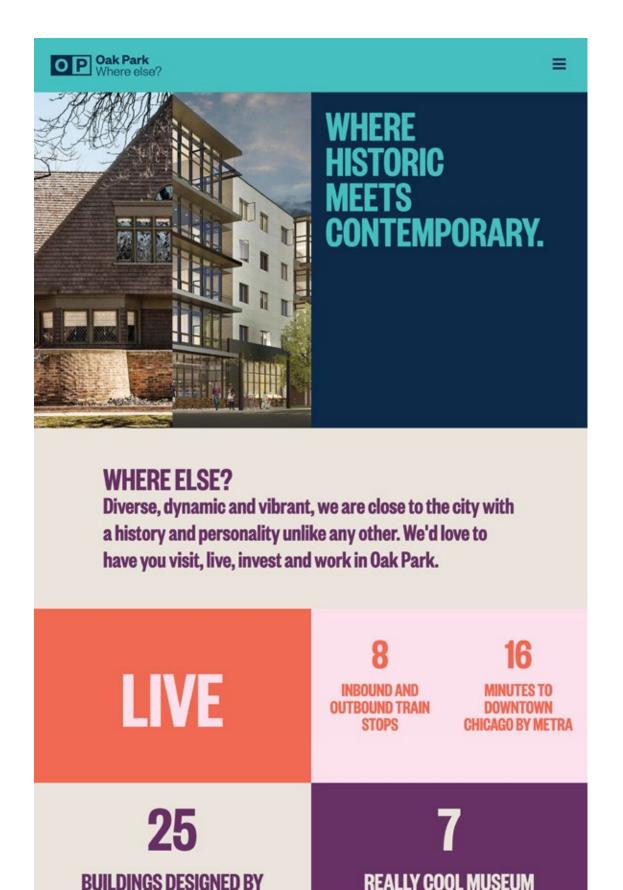
In Downtown Oak Park, we have worked for nearly ten years on a highly successful Shopper's Reward program, which encourages shopping local during the holidays and gives businesses an influx of money at the slowest time of the year.

From November 1 to December 25, buyers collect receipts totaling \$500. The receipts must be from at least seven stores and the buyer must spend a minimum of \$25 at each store. Buyers submit those receipts to Downtown Oak Park and, as a reward, receive booklets of five \$10 coupons, with a limit of two per household. Those coupons can be redeemed at participating stores from January 1 to February 15. Merchants collect the coupons and submit them to Downtown Oak Park for a full dollar-for-dollar reimbursement.

The program is promoted in local print media, on social media and through signage at restaurants and stores.



a5 Work: Oak Park Campaign (with Sasaki)









TOWN OAK PARK

downtownoakpark.net/52reasons #52reasons

Kiosk Signage / Posters







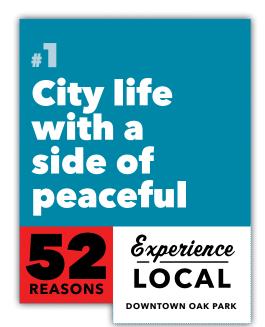
Social Media Graphics







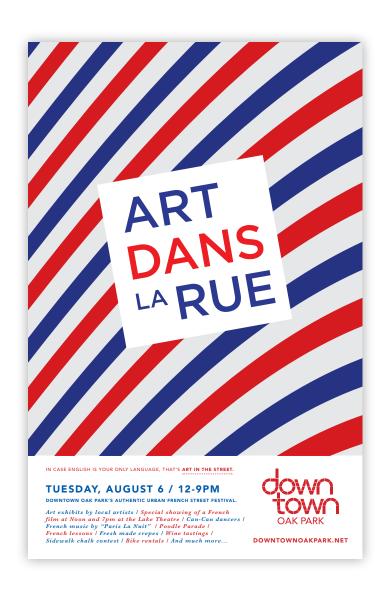




Window Clings













a5 Work: Beyond Hunger



HARNESSING
THE POWER OF
COMMUNITIES
TO END HUNGER

BEYOND
HUNGER

a5 Work: Beyond Hunger



848 Lake Street Oak Park, IL 60301

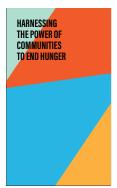
708-386-1324 michele@gobeyondhunger.org gobeyondhunger.org

Formerly Oak Park River Forest Food Pantry









HARNESSING THE POWER OF COMMUNITIES TO END HUNGER



HARNESSING THE POWER OF COMMUNITIES TO END HUNGER



Oak Park River Forest Food Pantry has a bold new vision.

Our new name—Beyond Hunger—reflects the collaborative spirit and steadfast determination of the Oak Park River Forest Food Pantry and enables us to capture and express our mission to end hunger in all the communities we serve.

a5 Work: Beyond Hunger



News for Donors





Volunteer of the Month:

Becky Rubio

Becky has been such an immense help for many of our programs from Home Delivery to the Nutrition Education program and other shifts in the pantry that she volunteers for. Becky not only comes in for the Home Delivery Calling shift to complete the grocery lists for our clients, she also volunteers for the clean up shift to get all the delivery bags organized for the next month. She helps regularly with taking Blood Pressures during distributions and Cooking classes for the Nutrition Education program.

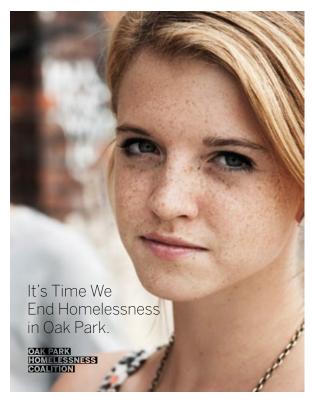
Thank you Becky for everything you do

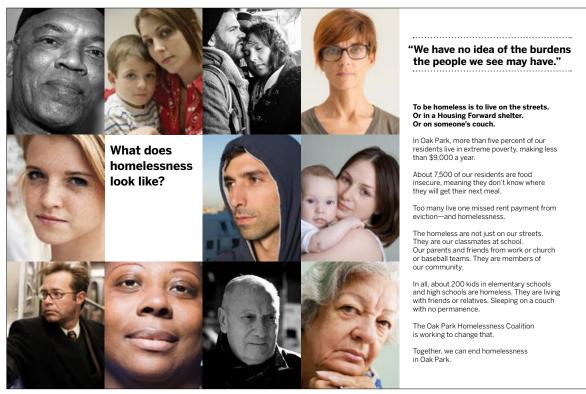
Save the Date June 25 from 4pm—6pm

EXCITING NEWS AHEAD! We have some big news to share with you in June. Join us on June 25th from 4pm—6pm at the Pantry and enjoy some food, fun, and festivities as we

a5 Work: Oak Park Homelessness Coalition

OAK PARK HOMELESSNESS COALITION





a5 Work: Oak Park Homelessness Coalition



ABOUT THE PLAN GET INVOLVED DONATE CONTACT



Right now, about 200 people are homeless in Oak Park. Roughly 100 people experiencing homelessness in Oak Park are children in our school districts and another 100 are chronically homeless. The Oak Park Homelessness Coalition is working to fix that.

Real WOODSTOCK

REAL CHARMING. REAL INDEPENDENT. REAL FUN.





WOODSTOCK

realwoodstock.com/livehere

Real WOODSTOCK



Abundant shopping, locally owned

community. Woodstock has it all.

restaurants and a close-knit

Charming and historic, Woodstock feels like home. With locally owned shops and restaurants, abundant arts & culture and exceptional education, Woodstock has it all.

Real Charming. Real Historic. Real Woodstock.

Real WOODSTOCK



THE PERFECT Day Trip

Real WOODSTOCK realwoodstock.com





OUTDOOR FUN

Real WOODSTOCK realwoodstock.com

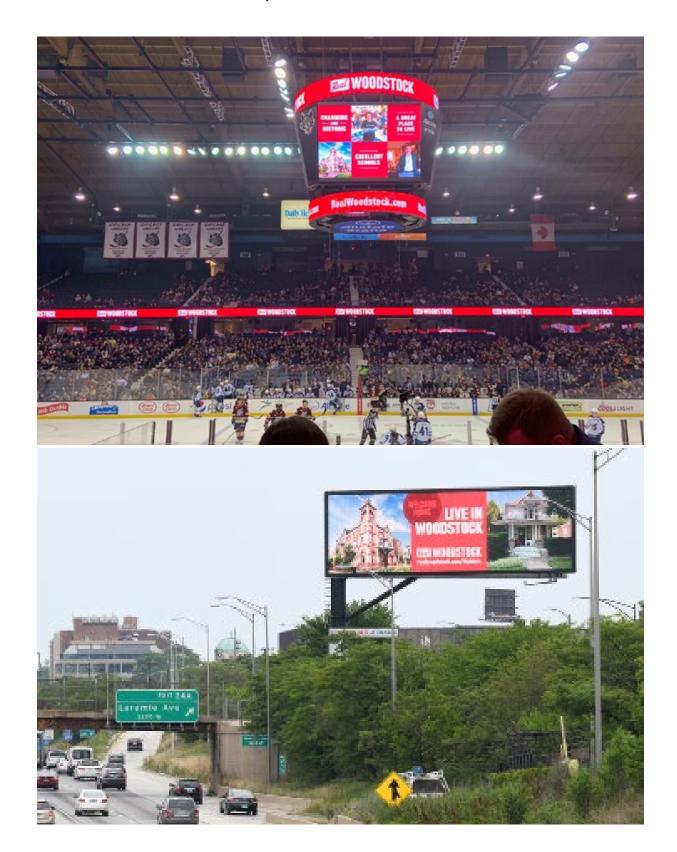




VISIT Woodstock

Real WOODSTOCK realwoodstock.com





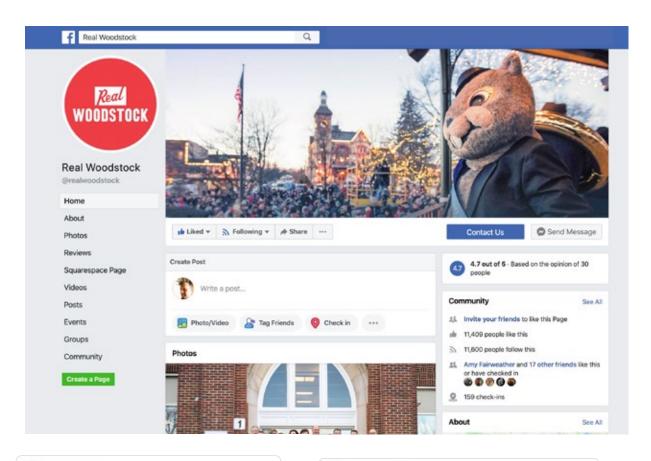


Welcome Home.

Rich with arts and culture, a picturesque town square and a world-renowned Opera House, Woodstock also has an independent streak brimming with creativity and entrepreneurship. Artists and locally-owned businesses are embraced. Our school system is a leader in dual language education. And music, whether rock, folk, jazz, country or classical, fills the air indoors and out most every night.

Visit. Start a business. Relocate a business. Make a life here. Woodstock. It's real.















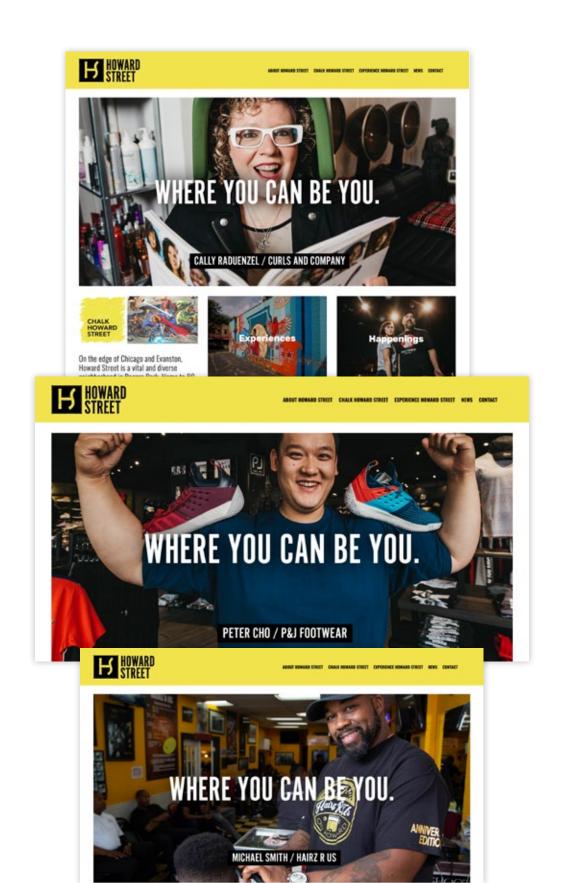


WHERE YOU CAN BE YOU



























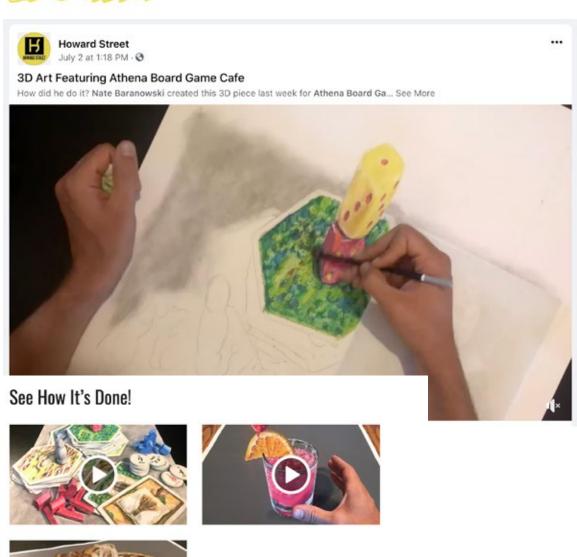




In 2019 we created a street festival, Chalk Howard Street, with 3D chalk artists from around the country. The festival drew 5,000 people on a Saturday in July.

Because of the pandemic, we moved it online in 2020 and developed and implemented Virtual Chalk Howard Street.

We hired a world-class 3D chalk artist to create 3D art featuring Howard Street businesses, and did a series of 30 minute Instagram Live shows that brought the individual business AND the business district to life.





References

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