



INVOICE

Cahoon & Cross, Inc.
 1741 Cotton Farm Lane
 PO Box 6066
 Suffolk, VA 23433
 www.cahoonandcross.com

TEL. 757.420.6944

**HRPDC
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KC¹
NKS

JSSW

HRPDC

Date: 7/6/16 Approval: KPE
 Element #: 213506 Exp. Code: 71035

Hampton Roads Planning District Commission
 Attn: Katie Cullipher
 The Regional Building
 723 Woodlake Drive
 Chesapeake, VA 23320

INVOICE #: 1904

Date: Jun 28 2016

Project Name: HRPDC 2016-2017 Regional
 Environmental Education Campaign:
 askHRgreen.org Year 2
 /PICA-FY2016-CO1

Title: askHRgreen.org Media

Job #: 1891

Description:

2016-17 development and implementation of a media campaign designed to drive visitors askHRgreen.org including a 12-month search engine optimization campaign provided by Pilot-Media.

| Scope Of Work | Cost |
|---|-------------------|
| Media Buy, SEM 2016-17 | |
| Search Engine Marketing Campaign managed by Pilot-Media | |
| SEM Media | |
| July 2016 | \$1,647.06 |
| Purchase Order #: PICA-FY2016-CO1 | |
| Terms: | |
| NET 30 | |
| Total Due | \$1,647.06 |

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Date: 7/6/16 Approval: KRC
Element #: 237200 Exp. Code: 71035

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Hampton Roads Planning District Commission
Attn: Katie Cullipher
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Chesapeake, VA 23320

INVOICE #: 1902

Date: Jun 28 2016

Project Name: HRPDC 2015-2016 Regional
Environmental Education Campaign:
askHRgreen.org Year 1
/PICA-FY2016-CO1

Title: HR Green 2015-2016 Stormwater
Education Subcommittee Marketing

Job #: 1849

Description:

2015-2016 askHRgreen.org Stormwater Awareness Subcommittee promotional campaigns including radio, TV, Facebook, online advertising and creative support for the media campaigns.

Scope Of Work

| Creative/Design | Cost |
|---|-------------------|
| Creative Design | |
| Creative support for television campaign including management, storyboards, proofing and posting television commercial, 5.5 hours | \$653.13 |
| Video Development | |
| Editing for one 30-second commercial | \$875.00 |
| <hr/> | |
| Total Due | \$1,528.13 |

Purchase Order #: PICA-FY2016-CO1

Terms:

NET 30

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