

### Compass Charter Schools

### **External Relations Committee Meeting**

#### **Date and Time**

Thursday February 22, 2018 at 4:00 PM PST

CCS Central Office: 850 Hampshire Road, Suite P, Thousand Oaks, CA 91361 1846 West Imperial Hwy., Los Angeles, CA 90047 3580 Wilshire Blvd., Suite 1130, Los Angeles, CA 90010

Please join my meeting from your computer, tablet or smartphone. https://global.gotomeeting.com/join/636557557
You can also dial in using your phone: (872) 240-3212; Access Code: 636-557-557

For questions or requests regarding accessibility, please call Miguel Aguilar at (805) 807-8199.

#### **Agenda**

**Purpose Presenter Duration** 

#### I. Opening Items

A. Call the Meeting to Order	John	1 m
	Vargas	
<b>B.</b> Record Attendance and Guests	Miguel Aguilar	1 m

#### **II. CONSENT ITEMS**

A. Consent Items	Vote	John	1 m
		Vargas	

Consent Items – Items under Consent Items will be voted on in one motion unless a member of the Committee requests that an item be removed and voted on separately, in which case, the Committee Chair will determine when it will be called and considered for action. Due to the set-up of BoardOnTrack, approval of any meeting minutes will be done through consent, unless removed and voted on separately as noted above, using the same vote count.

- Approval of February 22, 2018 Regular Meeting Agenda
- Approval of October 26, 2017 Regular Meeting Minutes

<b>B.</b> Approval of the October 26, 2017	Approve	John
Regular Meeting Minutes	Minutes	Vargas

Approve minutes for External Relations Committee Meeting on October 26, 2017

#### III. COMMUNICATIONS

A. Committee Member Communication FYI John 10 m Vargas

- · Matthew Brown
- John Vargas

#### **IV. REPORTS**

A. Staff Report FYI J.J. Lewis 5 m

#### V. PUBLIC COMMENT

A. Public Comment FYI John 5 m Vargas

Addressing the Committee – Committee meetings are meetings of the Board of Directors and will be held in a civil, orderly and respectful manner. All public comments or questions should be addressed to the Committee through the Chair of the Committee. To ensure an orderly meeting and an equal opportunity for each speaker, persons wishing to address the Committee must send a Speaker Request Message through the form of a text message or chat box message to Miguel Aguilar, Executive Assistant to the CEO (805-807-8199). Messages must contain speaker name, contact number or email, and subject matter and sent prior to the beginning of the Public Comment section of the meeting. Members of the public may address the Committee on any matter within the Committee's jurisdiction and have **three (3) minutes each** do so. The total time of each subject will be fifteen (15) minutes, unless additional time is requested by a Committee Member and approved by the Committee.

The Committee may not deliberate or take action on items that are not on the agenda. However, the Committee may give direction to staff following a presentation. The Chair is in charge of the meeting and will maintain order, set the time limits for the speakers and the subject matter, and will have the prerogative to remove any person who is disruptive of the Committee meeting. The External Relations Committee may place limitations on the total time to be devoted to each topic if it finds that the numbers of speakers would impede the Committee's ability to conduct its business in a timely manner. The External Relations Committee may also allow for additional public comment and questions after reports and presentations if it deems necessary.

#### **VI. UNFINISHED BUSINESS**

#### **VII. NEW BUSINESS**

**A.** Review and Discussion of 2018 Discuss J.J. Lewis 10 m Marketing Plan

#### VIII. Closing Items

A. Upcoming Meetings FYI J.J. Lewis 1 m

Board of Directors Meeting 6 pm - Monday, March 26

External Relations Committee Meeting 4 pm - Thursday, April 26

**B.** Adjourn Meeting

Vote

John Vargas 1 m

# **Cover Sheet**

### **Consent Items**

Section: II. CONSENT ITEMS Item: A. Consent Items

**Purpose:** Vote

**Key Result:** Committee Attendance

**Submitted by:** J.J. Lewis

RECOMMENDATION:

A motion to approve the consent items.

# **Cover Sheet**

# Approval of the October 26, 2017 Regular Meeting Minutes

Section: II. CONSENT ITEMS

Item: B. Approval of the October 26, 2017 Regular Meeting Minutes

**Purpose:** Approve Minutes

**Submitted by:** J.J. Lewis

**Related Material:** 

Minutes for External Relations Committee Meeting on October 26, 2017

**RECOMMENDATION:** 

N/A - motion covered through consent items motion.



# Compass Charter Schools

#### **Minutes**

### **External Relations Committee Meeting**

#### **Date and Time**

Thursday October 26, 2017 at 4:00 PM

CCS Central Office: 850 Hampshire Road, Suite P, Thousand Oaks, CA 91361 1846 West Imperial Hwy., Los Angeles, CA 90047 3580 Wilshire Blvd., Suite 1130, Los Angeles, CA 90010

Please join my meeting from your computer, tablet or smartphone. https://global.gotomeeting.com/join/636557557 You can also dial in using your phone: (872) 240-3212; Access Code: 636-557-557

For questions or requests regarding accessibility, please call Miguel Aguilar at (805) 807-8199.

#### **Committee Members Present**

J. Lewis, J. Vargas (remote), M. Brown (remote)

#### **Committee Members Absent**

None

#### **Guests Present**

M. Aguilar

#### I. Opening Items

#### A. Call the Meeting to Order

J. Vargas called a meeting of the External Relations committee of Compass Charter Schools to order on Thursday Oct 26, 2017 @ 4:06 PM.

#### **B. Record Attendance and Guests**

#### **II. CONSENT ITEMS**

#### A. Consent Items

M. Brown made a motion to consent items.

J. Vargas seconded the motion.

The committee **VOTED** unanimously to approve the motion.

#### **Roll Call**

M. Brown Aye

J. Vargas Aye

#### III. COMMUNICATIONS

#### A. Committee Member Communication

Mr. Vargas thanked everyone for their hard work and is personally looking forward to working with the team to continue the great work of CCS. Mr. Brown mentioned he is happy to serve and learn about how CCS is drawing in new families.

#### **IV. REPORTS**

#### A. Staff Report

Mr. Lewis shared that every month CCS is celebrating one (1) of our ARTIC core values. This month we celebrated Achievement. Whenever and wherever possible, we have been encouraging scholars, learning coaches and staff alike to reflect on their achievements. Next month we will be focusing on Respect. This year we have been working closely with our StrongMind partners on marketing initiatives, including print, radio and social media. He also shared that StrongMind is creating a plan to create a number of promotional videos. We will be filming scholar and learning coach testimonials, and shooting B-roll, in early November. The goal is to have a number of videos ready for airwaves in early 2018.

Mr. Vargas asked if we use any other marketing sources. Mr. Lewis shared that we used K12 in the past, and now partner with StrongMind. We also have an internal communications and engagement team, under our strategic initiatives umbrella.

Mr. Brown asked if we are tracking where our scholars are hearing about CCS. Mr. Lewis shared that we are tracking that information in our enrollment application, and are starting to use more analytics on our website and other social media campaigns. He also asked what the profile of our scholars was. Mrs. Van Vooren shared insight on some of the profiles: actors, athletes, those needing flexibility.

#### **B.** The Story of Compass Presentation

Mrs. Mae Van Vooren, Director of Strategic Initiatives, presented the Story of Compass. The presentation went over the mission, vision, and values of CCS, along with information on branding. The final piece was the actual story of Compass.

Mr. Brown asked who created the story, and where the information was gathered from. Mrs. Van Vooren shared that the story was created by a small group of staff, using information and feedback from current and previous families. Mr. Brown also asked how the story will be used. Mrs. Van Vooren noted it was meant

to be a guide for staff, to understand how we arrived to today and how we are and wish to be seen moving forward.

#### **V. PUBLIC COMMENT**

#### A. Public Comment

No public comment.

#### **VI. NEW BUSINESS**

#### A. Review and Discussion of Committee Charge

Mr. Lewis reviewed the committee charge and opened the floor for discussion. This is the first year of operation for the External Relations Committee. Mr. Vargas asked for a better understanding, at the next meeting, of where we have been and where we are going in terms of external relations. He would also like to understand all of the components of external relations at CCS. Mr. Brown is interested in viewing the various analytics.

#### **VII. Closing Items**

#### A. Upcoming Meetings

#### **B.** Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 4:50 PM.

Respectfully Submitted, M. Aguilar

# **Cover Sheet**

# Staff Report

Section: IV. REPORTS Item: A. Staff Report

**Purpose:** FYI

**Key Result:** CEO Support & Evaluation

**Submitted by:** J.J. Lewis

Related Material: A Staff Report - February.pdf

B Coffee With Compass Flyer.pdf

#### **RECOMMENDATION:**

N/A - For Discussion Only



#### Staff Report February 22, 2018

This report is meant to provide updates to the Board of Directors External Relations Committee:

#### 2016-17 Report Presentations

We shared 2016-17 Reports on each of our charters with their respective authorizer, as well as the Board of Directors, in late November. We will be presenting the reports to our authorizer Boards of Education as well:

- CCS of Fresno authorized by Orange Center School District
  - Wednesday, March 14 tentative
- CCS of Los Angeles authorized by Acton Agua-Dulce USD
  - o TBD
- CCS of San Diego authorized by Mountain Empire USD
  - o TBD being rescheduled from Tuesday, February 13

#### **Charter Growth**

We are in conversation with Guerneville School District in Sonoma County about submitting a petition to open Compass Charter Schools of Sonoma. A draft petition is under review, based on the template that was approved by the Board of Directors in 2017.

#### **Coffee with Compass**

Our newest initiative, Compass with Compass has hit the road in 2018 to continue to build community among our learning coaches. Suggested by our Parent Advisory Council, we will be hosting Coffee with Compass at two locations each month from January through May 2018. *See enclosed flyer.* 

#### **Core Values Month**

Every month we are celebrating one (1) of our ARTIC core values. In November, we celebrated **Respect** and in December, we celebrated **Teamwork**. We celebrated **Integrity** in January and are celebrating **Communication** in February. Our Scholar of the Month program, as well as our weekly blog posts, highlight the monthly core value.

#### FilmRaiser

FilmRaiser supports critical scholar programs, non-profits and other great organizations by providing premiere access to Hollywood's biggest new films as fundraisers. Using a special link, Compass receives \$1/ticket. The movie promoted in December was *Wonder*. We promote the fundraiser in our Monday Morning Update and social media channels.

#### <u>Marketing</u>

We have been working closely with our StrongMind partners on marketing initiatives, including print, radio and social media. A formal presentation and review is under New Business.

#### **Marketing Events**

#### Upcoming

- Fresno Girls World Expo
  - o March 4
- Scholar Fun Day in San Diego
  - o March 9
- Scholar Fun Day in Fresno
  - o March 16
- Big Hat Days in Clovis
  - o April 7-8
- Imaginology
  - o April 13-15
- Valley PBS Dog Days of Summer (we are the presenting sponsor)
  - o Summer
- Valley PBS Chaffey Zoo Night (we are the presenting sponsor)
  - o September 8

#### Ongoing

- Virtual Information Sessions
  - o Once/month in January and February
  - o Twice/month from March through August

#### **Previous**

- Discovery Con
  - o February 2-3
- Orange County School Choice Fair
  - o January 27
- Special Needs Resource Foundation of San Diego "Return of the Jedi" Event
  - o December 15
- San Diego STEAM Makers Festival
  - o December 2
- Food Distribution at the Rescue Mission
  - o November 18
- Scholar Fun Day in Fresno
  - o November 4
- ClovisFest
  - o October 28-29

#### **Promotional Videos**

We are working with StrongMind to create additional promotional videos. They had a crew in California November 29 through December 1, filming scholars showcasing their passions and interviewing them on those passions and Compass. The first video, part of our "We Are" campaign, launched in late December. They will be creating additional testimonial videos with the footage. They are also editing videos from our Learning Labs, to highlight what online education looks like the Compass Way.

#### Social Media

Compass Charter Schools is active on the following social media platforms:

- Facebook (<a href="https://www.facebook.com/CompassCS/">https://www.facebook.com/CompassCS/</a>)
- Instagram (https://www.instagram.com/compasscs/)
- LinkedIn (https://www.linkedin.com/company/compass-charterschools?trk=ppro\_cprof)
- Twitter (<u>https://twitter.com/CompassCs</u>)
- YouTube (https://www.youtube.com/c/CompassCS)

#### Website

Based on staff feedback, the website continues to receive updates and enhancements. Our homepage and Academics > Online Program (and the pages for elementary, middle and high school) have been updated. We continue to update and enhance the site to show the Compass difference in virtual education.

#### Western Michigan University

WMU is publishing a national report on full-time virtual and blended learning schools. They are pulling data from state, district, and school websites, as well as data from the National Center for Education Statistics that was released in December. We have shared updates to some of our information for this report and have asked for a copy when it is made available.

# **Coffee With Compass**

Compass Charter Schools



# Come Hang Out with CCS Staff

We would love to meet with our learning coaches in person next year (it's only a few weeks away) so we're hitting the road to make it possible! Choose a "Coffee With Compass" location nearest you from our list below, RSVP, and mark your calendars for a great day with your fellow learning coaches and Compass staff!





# House Roots Coffee

When

Thursday, Jan. 18th 2018 at 10:30am-12:30pm

Where

16155 San Fernando Mission Boulevard Los Angeles, CA

More information

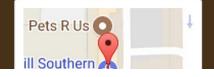
RSVP here to join us at House Roots Coffee in Granada Hills.



**Get Directions** 



When



Friday, Jan. 1911 2018 at 10.30 and 10.30 and 10.30 are store &... 12:30pm

Fire Island Grill

**Get Directions** 

Where

40125 10th Street West Palmdale, CA

More information

RSVP here to join us at Butler's Coffee in Palmdale.

# Milano Coffee Co.

Thursday, Feb. 15th 2018 at 10:30am-12:30pm

8685 Rio San Diego Drive San Diego, CA

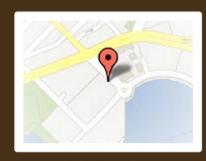
RSVP here to join us at Milano Coffee Co. in San Diego.



**Get Directions** 

# The Coffee Tale

Friday, Feb. 16th 2018 at 10:30am-12:30pm



Get Directions

Powered by BoardOnTrack

7561 Center Ave #39, Huntington

Beach, CA 92647

More information

<u>RSVP here</u> to join us at The Coffee Table in Huntington Beach.

# Cafe Smitten

When

Thursday, March 8th 2018 at 10:30am-12:30pm

Where

909 18th Street Bakersfield, CA

More information

RSVP here to join us at Cafe Smitten in Bakersfield.



**Get Directions** 

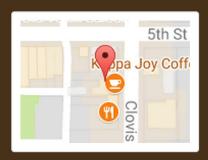
# Kuppa Joy

Wher

Friday, March 9th 2018 at 10:30am-12:30pm

Where

518 Clovis Avenue Clovis, CA



Get Directions

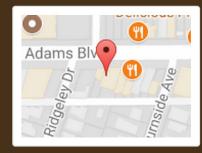
RSVP here to join us at Kuppa Joy in Clovis.

# Vees Cafe

Friday, April 13th 2018 at 10:30am-12:30pm

5418 West Adams Boulevard Los Angeles, CA

RSVP here to join us at Vees Cafe in Los Angeles.



**Get Directions** 

### Restoration Roasters

Thursday, May 10th 2018 at 10:30am-12:30pm

2331 Kellogg Avenue Corona, CA

More information

RSVP here to join us at Restoration Roasters in Corona.



**Get Directions** 

# Augie's Coffee House

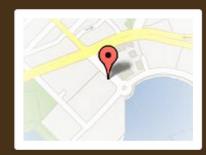
Friday, May 11th 2018 at 10:30am-12:30pm

Where

113 N 5th St, Redlands, CA 92373

More information

RSVP here to join us at Augie's Coffee House in Redlands.



**Get Directions** 





# Compass Charter Schools



Visit our website for more information about our academic programs.



850 Hampshire Road, Suite P... Powered by BoardOnTrack



# **Cover Sheet**

# Review and Discussion of 2018 Marketing Plan

Section: VII. NEW BUSINESS

Item: A. Review and Discussion of 2018 Marketing Plan

Purpose: Discuss
Key Result: Enrollment
Submitted by: J.J. Lewis

**Related Material:** StrongMind Campaign Presentation - February Update.pdf

**RECOMMENDATION:** 

N/A - For Discussion Only



Media Updates from StrongMind



# Jan-June Media Mix

Mix of local, radio, digital and social.

Duration: Jan. 2- Jun. 30, 2018

Campaign: We Are

Target Demos: Teens 12-17 and Adults 35-54

The following markets will be purchased:

- San Diego
- L.A. County
- Fresno
- Statewide digital and social coverage

# Jan-Jun 2018 Proposed Budget

Medium	Total	Total Costs		Jan		Feb		Mar		Apr		May		June	
	Projected	Actuals	Proj	Actuals	Proj	Actuals	Proj	Actuals	Proj	Actuals	Proj	Actuals	Proj	Actuals	
			We A	re	We	are	Summer	School	Summer S	chool	Summer S	chool	B 2 Sch	nool	
San Diego Family	\$4,500	\$4,500			\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	
L.A. Parent	\$1,800	\$1,200	\$300	\$200	\$300	\$200	\$300	\$200	\$300	\$200	\$300	\$200	\$300	\$200	
L.A. Parent	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0		\$0		\$0		
Other	\$15,000	\$3,373	\$2,500	\$650	\$2,500	\$1,556	\$2,500	\$1,167	\$2,500		\$2,500		\$2,500		
Radio	\$57,400	\$0	\$0	\$0	\$7,900		\$17,500		\$13,000		\$13,000		\$6,000		
	\$0	\$0													
Adwords	\$58,000	\$9,815	\$10,000	\$9,815	\$10,000		\$10,000		\$9,500		\$9,500		\$9,000		
You Tube	\$6,000	\$921	\$1,000	\$921	\$1,000		\$1,000		\$1,000		\$1,000		\$1,000		
Facebook	\$7,650	\$667	\$750	\$667	\$1,200		\$1,200		\$1,500		\$1,500		\$1,500		
	\$150,350	\$20,476	\$14,550	\$12,253	\$23,800	\$2,656	\$33,400	\$2,267	\$28,700	\$1,100	\$28,700	\$1,100	\$21,200	\$1,100	

Feb- March Radio Budget = \$26,000 Shifting Feb radio start back to cover Expo.



# Fresno Radio Stations

YIOI
TODAY'S BEST MUSIC y101hits.com

Station	Format	M-F, 3p-7P Rank 12-17	M-F, 3p-7p Rank 35-54		
KWYE Y101	Hot AC	#2	#1t		
KBOS 954.9	Rhythmic CHR	#7 (6a-12M)			
KSKS 93.7	KS 93.7 Country #3				
KFBT 103.7	Rhythmic AC	#4t	#9		



# San Diego Radio Stations

	Station	Format	M-F, 3p-7P Rank 12-17	M-F, 3p-7p Rank 35-54
965	KYXY 96.5	AC	#3t	#4t
star 941	KMYI 94.1	Hot AC	#6	#2
<b>93.</b> 3	KHTS 93.3	Top 40	#2	#4t
600KOGO NEWSRADIO	KOGO 600	Talk	#1	#4t



# Radio Schedule Feb- Mar.

Fresno						Feb.	March							
Station	Day	Format	Time	Rate	Length	2/19	#spots	Cost	2/26	3/5	3/12	3/19	#spots	Cost
KBOS	M-F	Top 40	6A-7P	\$28	:15	10	10	\$280.00	10	10	10	10	22	\$560.00
KFBT	M-F	Нір Нор	3P-7P	\$15	:15	10	10	\$150.00	10	10	10	10	25	\$375.00
KFBT	Sa-Su	Нір Нор	3P-7P	\$7	:15	4	4	\$28.00	3	3	3	3	12	\$84.00
KSKS	M-F	Country	6A-7P	\$45	:15	15	15	\$675.00	10	10	10	10	40	\$1,800.00
KWYE	M-F	Hot AC	3P-7P	\$35	:15	10	10	\$350.00	8	8	8	8	32	\$1,120.00
KWYE	Sa-Su	Hot AC	6A-7p	\$25	:15	4	4	\$100.00	3	3	3	3	12	\$300.00
Total							53	\$1,583.00	44	44	44	44	143	\$4,239.00
		_												
San Diego														

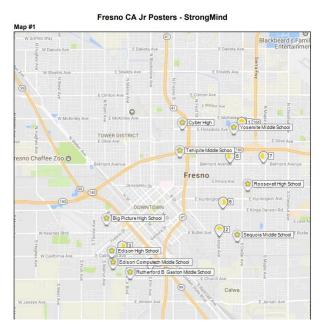
San Diego														
Station	Day	Format	Time	Rate	Length	2/19	#spots	Cost	2/26	3/5	3/12	3/19	#spots	Cost
KHTS	M-F	Top 40	3р-7р	\$100	:15	10	10	\$1,000.00	10	8	10	8	36	\$3,600.00
KYXY	M-F	AC	6A-7P	\$60	:15	15	15	\$900.00	10	10	10	10	40	\$2,400.00
KMYI	M-F	Hot AC	3P-7P	\$105	:15	10	10	\$1,050.00	10	10	10	10	40	\$4,200.00
KOGO AM	M-F	Talk	3P-6Pm	\$75	:15	10	10	\$750.00	10	10	10	10	40	\$3,000.00
Total						45	45	\$3,700.00	40	38	40	38	156	\$13,200.00
			Con	nbined	Гotal			\$5,283.00		1	March Com	bined 1	Гotal	\$17,439.00
	Expo							2500						
				Feb. Tot	al			\$7,783.00						

Feb- Mar Radio Total \$25,222



# Fresno Out of Home (OOH)

Duration 2/19 -4/7/18



Map Icon	Label	Panel#	TAB ID	Media/Style	Facing	H×W	*Weekly Impressions	Illum.
<u></u>	1	30093	30456123	Junior Poster / Retro	South	5' 1" x 11' 1"	47372	NO
	rertiser: T	OREM & A	LORADORA					
<u></u>	2	30124	30456147	Junior Poster / Retro	South	5' 1" x 11' 1"	14275	NO
Location: C Current Adv Rate: \$200.0 Misc: produ	rertiser: T	OREM & A	HEATON SSOCIATES					
()	3	30147	30456165	Junior Poster / Retro	West	5' 1" x 11' 1"	12604	NO
Location: E				Junior Poster / Retro	South	5' 1" x 11' 1"	21361	NO
Rate: \$200.0 Misc: produ	00		SALIF ORNIA					
1	5	30029	30456070	Junior Poster / Retro	East	5' 1" x 11' 1"	31551	NO
Location: B Current Adv Rate: \$200. Misc: produ	vertiser: T	OREM & A	OF 9TH SSOCIATES					
•	6	30188	30456201	Junior Poster / Retro	West	5' 1" x 11' 1"	82295	NO
Location: V Current Adv Rate: \$200.1 Misc: produ	rertiser: N	ONEYGRA						
(1)	7	30031	30456072	Junior Poster / Retro	East	5' 1" x 11' 1"	43025	NO
Location: B Current Adv Rate: \$200.0	rertiser: N							



Misc: production \$34 for 8-weeks

Total Weekly Impressions: 252483

# **Approved Poster Creative - Fresno**



# Facebook A/B Testing









Comment

Share

Like

Ad Na	me	A	Delivery 1	Results 🕖	Reach 🕖	Impressions 🕖	Cost per 📵	Amount Spent 📵
	Compass Open Enrollment - Mom/Son 🖋		Active	2,136 Landing Page	187,325	462,674	\$0.46 Per Landing Pa	\$984.52
	Compass Open Enrollment		Active	1,704 Landing Page	179,897	453,924	\$0.45 Per Landing Pa	\$765.20
10	Compass Open Enrollment - Mom/Teen		• Active	419 Landing Page	62,800	200,890	\$0.41 Per Landing Pa	\$172.74
▶ Resu	Its from 3 ads 🕦			<b>4,259</b> Landing Page	329,059 People	<b>1,117,488</b> Total	\$0.45 Per Landing Pa	<b>\$1,922.46</b> Total Spent



#### FEB. Month to Date (1-13)

### "We Are Compass" Facebook branding Spot.

Engagement and Clicks are most important.



Avg. CPV

\$0.25



### "We Are Compass" YouTube branding Spot.

View Rate and CPV are most important.

FEB. Month to Date (1-13)



We Are Compass

<u>Impr.</u> ▼	Average View rate ▼
13.1K	15.36%

#### **Great View Rate for Parents!**

Age	Campaign	Ad group	Status	Max. CPV	↓ Impr.	Views	View rate
18 - 24	YouTube Pre-Roll	We Are Compass	Eligible	\$3.00	6,533	806	12.34%
35 - 44	YouTube Pre-Roll	We Are Compass	Eligible	\$3.00	2,996	620	20.69%
45 - 54	YouTube Pre-Roll	We Are Compass	Eligible	\$3.00	1,909	270	14.14%
55 - 64	YouTube Pre-Roll	We Are Compass	Eligible	\$3.00	931	176	18.90%
65+	YouTube Pre-Roll	We Are Compass	Eligible	\$3.00	740	141	19.05%



### **Google My Business Account Updates.**

Business listing that shows up when people search for Compass on Google.

Service areas will now be displayed \*pending Google Verification
Serving customers in Fresno County,
California, Kings County, California,
and 15 other areas

Linked with AdWords Account to show location extensions for each separate service area. This makes ads more tailored based on searcher's location.





Added new photos and "we are compass" video so searchers can easily see them.



