



Presented by: Anne Marie Bass, Front Row Communications



- 1. Social Media Stats & Metrics July 1st to Date
- 2. Facebook/Instagram Ad Reports July 1st to Date
- 3. Downtown Merchants & Restaurants Guide & Map
  - Update and refresh for Fall 2024 is completed. Printer had issues due to Helene. I will send a box to Town Hall when they are ready.

  - Shipments made to the 14 NC Welcome Centers in May 2024
    I contacted three of them to determine a need for replenishment all indicated they were ready for a new shipment
- 4. Print Ad Placements Our State Magazine & 2025 Swansboro Chamber Guide
- 5. Visit Swansboro Monthly Marketing Eblasts July, August, September & October
- 6. Consideration: New Swag Bag to have for groups and VIP guests
- 7. Swansboro by Candlelight in partnership with the Downtown Merchants, marketing and advertising efforts are in progress.
- 8. Website continual care and feeding to update all Landing Pages, Festival Pages, Home Page, Contest Promotional Pages, Partner Listings, Airbnb, Vrbo, etc.
- 9. Misc. Questions Anne Marie is pulling together and will bring to the meeting...

#### **Appendix**

STDA Approved Budget for 2024-2025 Fiscal Year – Snapshot



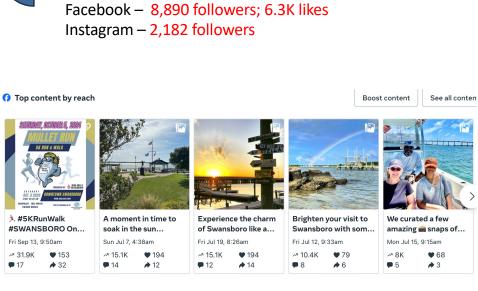
# Social Media Metrics and Stats – July 1, 2024 to October 3, 2024

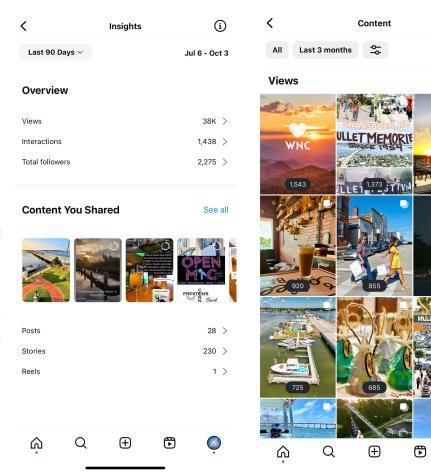


# **October Report:**

Facebook – 9,346 followers; 6.5K likes Instagram – 2,276 followers

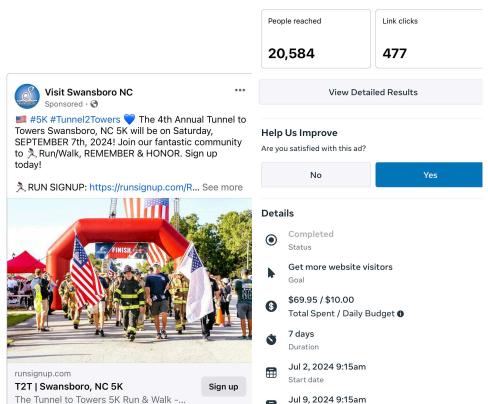
## **July Report:**







# Tunnels to Towers 5K Run/Walk // July - August 2024



Results From This Ad (i)

End date





## Visit Swansboro NC

Sponsored · 🔇

Join us on the morning of Saturday, September 7th, friends! Be a part of the 4th Annual ■ Tunnel to Towers Swansboro, NC 🏃, 5K Run/Walk. It's a fantastic opportunity to support a meaningful cause and connect with our wonderful Swansboro community.... See more



#### Results From This Ad (i)

People reached Link clicks

14,846

581

View Detailed Results

#### Help Us Improve

Are you satisfied with this ad?

No

Yes

#### **Details**

- O Completed Status
- Get more website visitors
- \$69.98 / \$10.00 Total Spent / Daily Budget •
- 7 days
  Duration
- Aug 13, 2024 2:48pm
  Start date
- Aug 20, 2024 2:48pm
  End date



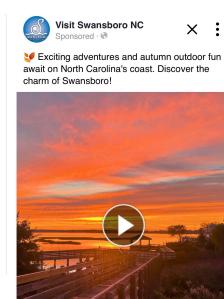
# Fall General Marketing Campaign// Aug – Sept, 2024

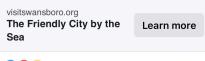
#### **Results**

Link clicks 4,010 Cost per Link Click \$0.12 Amount spent \$488.10 \$550.00 lifetime budget 🖍 61,993 Reach Impressions 161,260 Purchase ROAS (return on ad 0.00 spend) CPC (cost per link click) \$0.12 2.60 Frequency Unique link clicks 3,174













#### 

#### Locations

Maximum

Countries

Regions

#### North Carolina

Link clicks	3,644
Cost per Link Click	\$0.12
Reached	54,280
CTR	2.50%

#### Virginia

Link clicks	337
Cost per Link Click	\$0.13
Reached	6,833
CTR	2.33%

#### South Carolina

Link clicks	2
Cost per Link Click	\$0.1
Reached	88
CTR	2.38%





#### Results Link clicks 477 Cost per Link Click \$0.21 Amount spent \$100.10 \$120.00 lifetime budget 🥕 28,305 Reach **Impressions** 53,187 Purchase ROAS (return on ad 0.00 spend) CPC (cost per link click) \$0.21 Frequency 1.88 Unique link clicks 414

#### Locations

Maximum

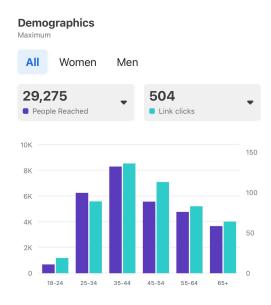
Countries

Regions

US

Link clicks	504
Cost per Link Click	\$0.21
Reached	29,275
CTR	0.90%





70<sup>th</sup> Annual Mullet Festival Ad – is now running and ACTIVE. I will include it in the next quarterly report.



MULLET FESTIVAL OF NO

OCTOBER 11 - 13, 2024





Discover the charm and FUN in Swansboro this October and throughout the fall season! #VisitSwansboroNC #FriendlyCityByTheSea



visitswansboro.org

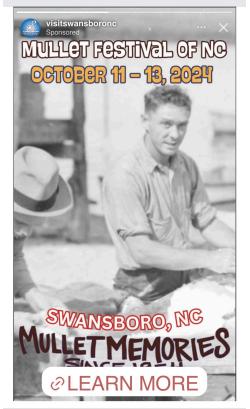
Mullet Festival of North Carolina I Swansboro

Learn more

🗘 🔾 😯 You, Mari... 22 comments 230 shares

# Swansboro Mullet Festival of NC // Sept-Oct 2024

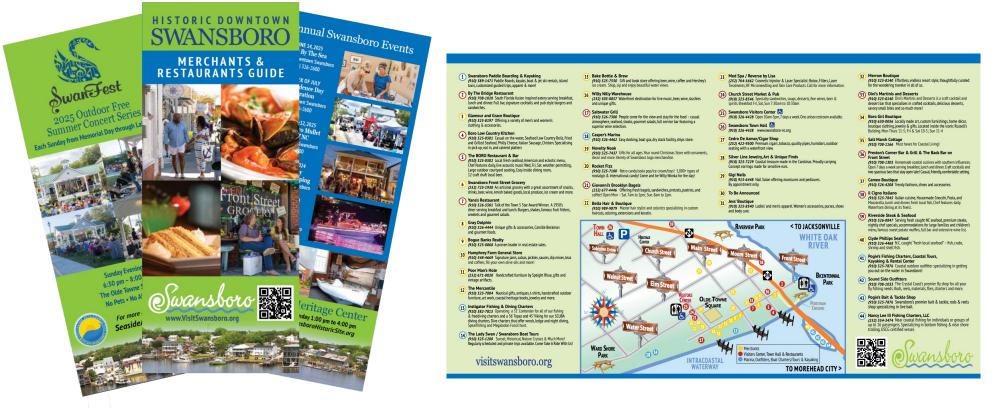
#### **INSTAGRAM STORIES**



70<sup>th</sup> Annual Mullet Festival Ad – is now running and ACTIVE. I will include it in the next quarterly report.

# rant row communication

# Downtown Merchants & Restaurants Guide & Map – Fall 2024



We will print 5000 for the Fall. 250 qty will be shipped to the NC Welcome Centers that are not situated within any of the impacted NC communities impacted by Helene. I spoke with 3 of the 14 Welcome Centers about the spring shipment – and they were all picked up and indicated ready for a new shipment. One reached out and said they were completely out.















August 2024 September 2024







October 2024 – Special Interest Publication







October 2024







July/August 2024 Travel Issue









2025 Chamber Guide – to be printed





## We sent out 4 Eblasts – July through October 2024



#### October 2024 Eblast

Sent Sent Wed at 7:00pm EDT

<u>681 sends</u> • <u>376 (57%) opens</u> • <u>41 (6%) clicks</u> • <u>26 (4%) bounces</u> • <u>0 (0%) unsubscribes</u>



### September 2024 Eblast

656 sends • 290 (47%) opens • 24 (4%) clicks • 33 (5%) bounces • 1 (1%) unsubscribe



# August 2024 Eblast

Sent Sent Aug 2, 2024 at 4:05pm EDT

558 sends • 295 (56%) opens • 24 (5%) clicks • 28 (5%) bounces • 2 (1%) unsubscribes



## July 2024 Eblast

Sent Sent Jun 30, 2024 at 10:52am EDT

502 sends • 344 (72%) opens • 35 (7%) clicks • 24 (5%) bounces • 2 (1%) unsubscribes

# **Industry Standards:**

Open Rate Click Rate Bounce (Total) (Clicks/Delivered) Rate

#### **Overall:**

32.55% 2.03% 10.31%

## **Travel & Hospitality:**

31.02% 1.34% 8.81%

We now have 695 contacts our our list.



#### **Product Details**

#### **Materials & Features**

• Material: 80gsm non-woven polypropylene

Handles: Dual 18" lengthSize: 12" H x 9" W x 4-1/2" D





#### Item #138505

# Payson Mini Tote - 12" x 9"

This mini tote provides BIG advertising! Read More...



Stash toiletries, candies, samples and other small gifts in this handy mini tote, designed with an open main compartment for easy packing and retrieval. Unlike plastic gift bags, this reusable gift tote can be used over and over again. Perfect for packaging your tradeshow goodies, holiday presents, hospitality gifts and more!

- Your price includes a one-color imprint on the front of the bag.
- Set-up charge: add \$55.
- Imported.
- Maximum number of imprint colors: 2
- Ready to ship in: 3 business days \*.
- \* Excludes art preparation time, applies only to orders of 2500 items or fewer with 1 imprint color(s) and 1 imprint location(s).

# Payson Mini Tote - 12"... Item Info ∨ 4imprint PAYSON MINI TOTE - 12" X 9" Imprint Area: 8"H x 6"W 40% ACTUAL SIZE

# https://www.4imprint.com/product/138505/Payson-Mini-Tote-12-x-9



This is the one that would be best of the options we considered.









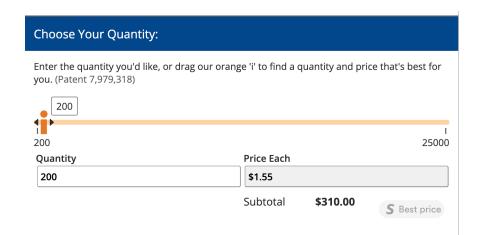
Item #138505

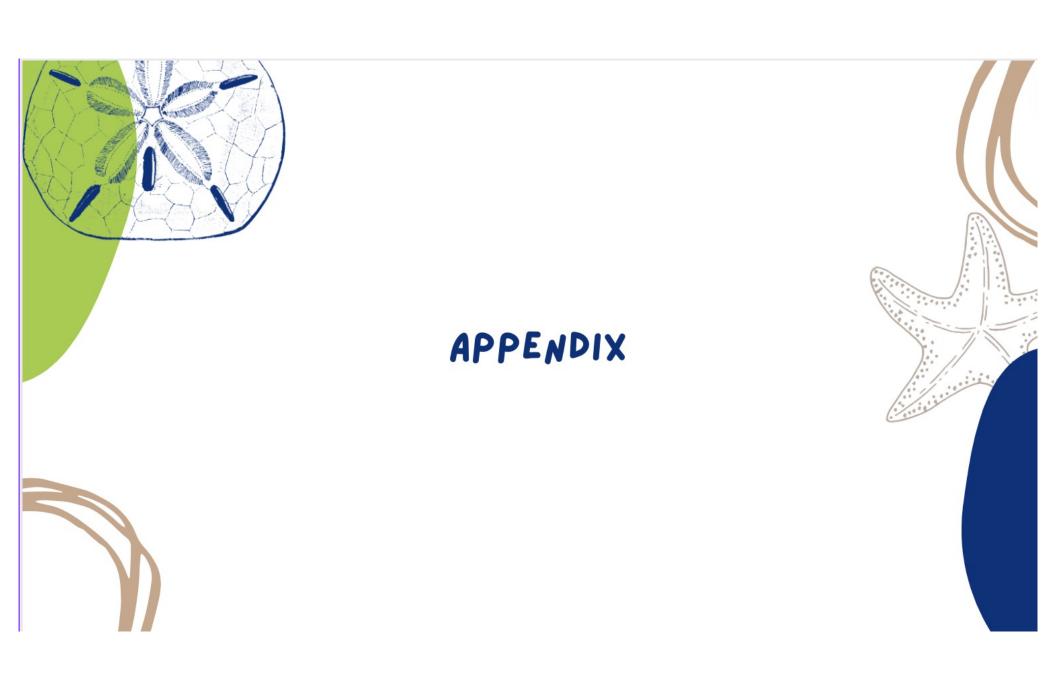
# Payson Mini Tote - 12" x 9"

Original price: \$1.05 to \$1.69

Now on sale: \$0.99 to \$1.55 - Sale ends 10/26

(4.8) ★★★★★ <u>364 ratings</u>







# 2024/2025 STDA Marketing & Advertising Budget

# SWANSBORO TDA / FY 2024-2025 // APPROVED Marketing, Advertising, Tourism Support

Media / Advertiser / Element	Budgeted	Actual	Remaining	Description
2024/2025 Merchant & Restaurant Guide - Printing Estimate (based on prior years actual) - Spring (April 2025)	700.00		700.00	8.5" x 14" size double gate, 5,000 quantity, specs: 80# gloss text - in market piece
(cost split between TDA and merchants)				Fall Reprint in September 2024 - Expense to be paid from Downtown Merchants Fund
Dream Host - 2024/2025 Annual website hosting & Maintenance Plan	1,811.28		1,811.28	Assumes \$203.40 for Annual Hosting + Monthly Management Fee & SEO Toolkit of \$1
Misc. Tech Needs for Website @ \$99/hour (Dream Host hourly rate)	400.00		400.00	Assumes 4 hours total
Constant Contact License - Estimate	600.00		600.00	Cost for license will be between \$600 - \$900 annually depending on # of emails in our list. We may still qualify for a non-profit discount as we did this year.
2024/2025 Our State Magazine Coast Host Section Ads	9,338.00		9,338.00	6 ADS TOTAL - 1/3 Page for Sept 24; 1/6 Pages for Oct 24, Mar 24, Apr 2024, May, 24, Jun 24
2024/2025 Our State Magazine - Destinations Section Ad	1,675.00	1675	0.00	1 AD: 1/6 Page - Aug 24
NEW 2024/2025 Our State Magazine - October 2024 Special Pub	1,600.00	1600	0.00	1 AD: 1/4 Page - "Foods in 100 Counties"
2024/2025 Our State Magazine - Sponsored Eblasts	2,790.00		2,790.00	2 EBLASTS: Sunday Morning Read - Jan 24, 2025 & Feb 25, 2025
2024/2025 Raleigh Magazine - Travel Section	2,125.00	1125	1,000.00	July/Aug 2025 (Travel Issue) - Half Page; Feb 2025 & April 2025 - 1/4 Page
2024/2025 Raleigh Magazine - "Office Talk" Podcast	1,600.00		1,600.00	2 Mid Roll Podcast Placements - to be selected
I opted not to commit, because I thought this amount would be better utilized to a possi 2025 NC Coast Host Membership Dues	ble alternate digital 350.00	campaign.	0.00	



# 2024/2025 STDA Marketing & Advertising Budget

# SWANSBORO TDA / FY 2024-2025 // APPROVED Marketing, Advertising, Tourism Support

Media / Advertiser / Element	Budgeted	Actual	Remaining	Description
2025 Emerald Isle Barefoot Guide - comes out in March 2025	950.00	877.5	72.50	Comes up for contract in October 2024 for March 2025 pub date
2025 Bluewater Beacon Real Estate Guide	1,110.00		1110	Sign contract in May 2025 - goes to print in June 2025
I've been informed that continuing producing this publication is under review and TBD				
2024/2025 Facebook Advertising	7,000.00	1525	5,475.00	From July 1, 2024 to June 30, 2025
includes \$500 / \$2000 total per festival - per Anna (Swansboro Festivals Budget)		spent as of 1	10.03.24	
2025 Swansboro Area Chamber Directory - Full Page Ad	1,100.00	1100	0.00	Submitted in October for 2025 Guide
OAJ Airport 2024/2025 - Video Placement	5,000.00	5000	0.00	Update Video Asset - twice a year, per contract with Honeycutt Advertising
Retainer Fee @ \$2016/month	24,192.00	24192	0.00	
Netalliel 1 ee @ \$2010/month	24, 192.00	24192	0.00	
GRAND TOTAL	62,341.28	37444.50	24,896.78	

If there is any interest in additional advertising efforts, I recommend that a budget amount be determined and agreed, and subsequently - I will resume applying my time and effort to determine the best media placements according to the strategy and objectives desired.



# 2024/2025 STDA Approved Contingency Budget – Snapshot as of 10.03.2024

2024/2025 Approved Marketing Contingency Budget	6,900.00
Additional Expenditures	
Swansboro Swag Bags	TBD
Shipping Costs - Fall 2024 Merchant Guides to Welcome Centers	TBD