

# Metrics Associated with the ComicCon 2018

Held October 20-21, 2018

Prepared by:
David Nash
Research and Data Manager

John Meroski Chief Executive Officer

October 26, 2018



#### **Contents**

- i. Introduction
- ii. They Identified Themselves as...
- iii. Where Were They From?
  - Overview
  - By State, County and City
- iv. How Did They Find Out About Event?
- v. Survey Requirements
  - Requirements
  - Information Provided
- vi. Bureau Generated Publicity
- vii. Public Relations Recap
- viii. Occupancy Comparison
- ix. Summary





#### Introduction

- All data was collected by the ComicCon staff.
- The ComicCon management estimated 10,000 attendees prior to the event.
- The agreed upon minimum number of completed surveys needed was 370.
- The final number of submitted surveys was 145.
- Using the 10,000 attendees, the Confidence Interval for this presentation with a 145
  Sample Size is +/- 8.08%. Because of the size of the sample the Confidence Interval is
  below the "best practice" of +/- 5.00%.



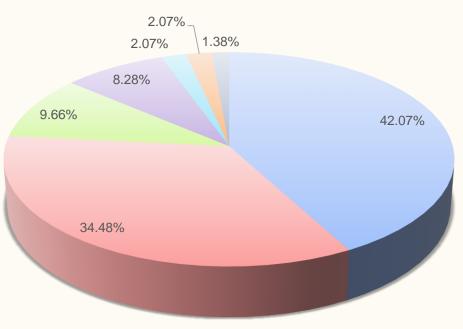
#### Introduction

 Surveys were collected at the following times (blue shaded area indicates event is in progress):

Time	Completed Surveys	Time	Completed Surveys	Time	Completed Surveys
Thursday, Oct 18, 2018		Saturday, Oct 20, 2018	aturday, Oct 20, 2018 Sunday, Oct 21, 2018		
3-4 p.m.	2	8-9 a.m.	1	10-11 a.m.	0
Total Collected Day 1	2	9-10 a.m.	1	11 a.m12 Noon	0
		10-11 a.m.	0	12-1 p.m.	0
		11 a.m12 Noon	1	1-2 p.m.	11
		12-1 p.m.	8	2-3 p.m.	0
		1-2 p.m.	19	3-4 p.m.	1
		2-3 p.m.	35	4-5 p.m.	6
		3-4 p.m.	27	Total Collected Day 3	18
		4-5 p.m.	15		
		5-6 p.m.	15		
		6-7 p.m.	3		
		Total Collected Day 2	125		



# They Identified Themselves As



- 42.07% I am a resident of Fayetteville/Cumberland County.
- 34.48% I am from a surrounding county and drove in for the day for this event.
- 9.66% I am here for Comic Con specifically and am overnighting in a hotel.
- 8.28% I am stationed or affiliated with Fort Bragg and live in Cumberland County.
- 2.07% I am in the area visiting family or friends and they brought me to this event.
- 2.07% I am here for Comic Con and staying with family or friends.
- 1.38% I am visiting the area for other purposes, but heard about the event and came.



# Where Were They From

- All completed surveys provided a valid zip code.
- 133 (91.72%) were from North Carolina.
- 19 (13.10%) were from more than 100 miles from Fayetteville.
- 14 (9.66%) identified themselves as being here specifically for the event and overnighting in a hotel, however only 7 of the 14 identified hotel information.

Top	5	by	<b>State</b>
-----	---	----	--------------

1.	North Carolina	133
2.	Virginia & South	
	Carolina	3
3.	Georgia	2
4.	New York, Florida,	
	California &	
	Wisconsin	1

#### **Top 5 by County**

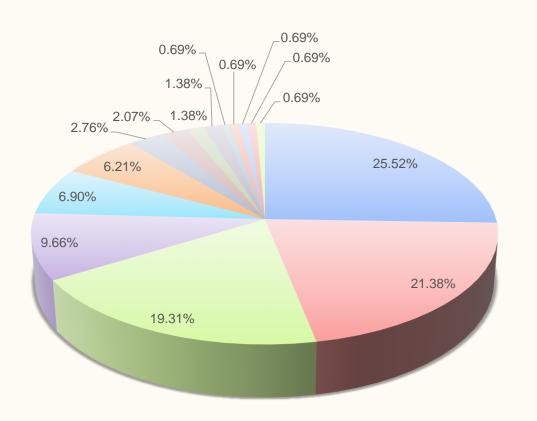
1.	Cumberland, NC	76
2.	Wake, NC	10
3.	Robeson &	
	Hoke, NC	7
4.	Many NC Counties	3
5.	Many NC Counties	2

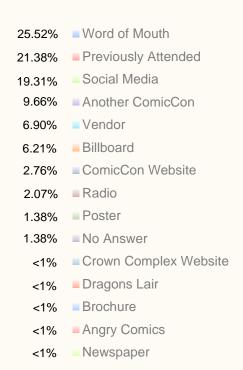
#### Top 5 by City

1.	Fayetteville, NC	48
2.	Fort Bragg, NC	13
3.	Hope Mills, NC	8
4.	Raeford &	
	Raleigh, NC	7
5.	Many NC Cities	4



# **How Did They Find Out About Event**







## **Survey Requirements**

#### Requirement

What is the current zip code that you currently reside in:

#### I AM: (Select One)

- 1. A resident of Fayetteville/Cumberland County
- Stationed or affiliated with Fort Bragg and live in Cumberland County
- 3. From a surrounding county and drove in for the day for this event
- 4. Visiting the area for other purposes, but heard about this event and came
- 5. Staying at a hotel and the hotel referred me to this event
- 6. Here for this event specifically and am over-knighting in a hotel
- 7. Here for this event and staying with family/friends
- 8. In the area visiting family and friends and they brought me to this event

If you stayed at a hotel, which one:
If you do NOT live in Cumberland County, what day did you arrive
What day will you depart?
How did you hear about the event?

#### **Information Provided**

#### Page Summary Report ComicCon 2018

As of: 10/26/2018 9:12:54 AM

Drill down to the answers by clicking on View Results for the entire survey or a given page.					
Survey Pages	Viewed	Completed	Percent Completed	Avg. Completion Time (hh:mm:ss)	Results
Entire Survey	165	145	87.88%	00:02:55	View Results
1	164	145	88.41%	00:02:23	View Results



**Calendar of Events** 

Event Calendar Listing Uploaded and Published to: AAA Go Magazine Print, AAA Go Magazine Web, ABC 11 Web, Event Crazy, Fayetteville Observer, Go Fayetteville, News 14 Carolina, Our State Print, Our State Web, SC Living, TripAdvisor, VisitFayettevilleNC.com, VisitNC.com and WRAL.com.











#### **FACVB Press Release**

Sent September 6, 2018 to 518 contacts

The Munsters! Butch Patrick at Fayetteville ComicCon

Patrick played Eddie Munster from 1964-1966 on the iconic CBS television show

Fayetteville, NC – Butch Patrick is synonymous with pop culture and the lovable *Eddie Munster* from the iconic television show *The Munsters!* Patrick will appear at Fayetteville ComicCon(FCC), which runs from October 20<sup>th</sup> through the 21<sup>st</sup> at the Crown Complex Expo Center.

Patrick will bring *The Munsters!* show cars, Drag-U-LA and the Munster Coach and lots of props from the show to the con. Patrick is available for interviews on Friday, October 20<sup>th</sup>.

**Butch Patrick Photos for Promotional Use** 

Other special guests:

- Tony Todd, of Candyman fame. He's also been in The Rock, Platoon and Star Trek.
- Actor, director and stuntman Tom Savini. He worked on Dawn of the Dead and directed Night of the Living Dead.
- Veronica Taylor, voice of Ash Ketchum from *Pokemon*:
- · Legendary comic book artist Bob Wiacek;
- Jason Douglas, voice actor from Dragonball Z and Tobin from The Walking Dead;
- Andy Field, voice of Handunit from the popular video game Five Nights At Freddy's;
- And, making his last East Coast appearance -- **TUGG the Super Hero Dog**. who's been to every Fayetteville Comic Con. Tugg is a real crowd pleaser and the FCC is honored to have him back.

This year's con will feature an expanded Gaming Alley, Tattoo Alley, Speed Dating, contests and door prizes and the biggest selection of geek related collectibles -- including comic books and toys -- ever seen in Southeastern NC.

Tickets are on sale now at the Crown Center Box Office, Fort Bragg Leisure Center and at CapeFearTix.com. For more information and a current schedule of guests and events, go to <a href="https://www.FayettevilleComicCon.com">www.FayettevilleComicCon.com</a>



#### **FACVB Press Release**

Sent May 11, 2018
FAYETTEVILLE COMIC CON TICKETS GO ON SALE FRIDAY, MAY 18

The Fourth Annual Fayetteville Comic Con is happening October 20-21, 2018, and tickets go on sale Friday, May 18.

Tickets will be available at the Crown Center Box Office, the Fort Bragg Leisure Center and online at capefeartix.com.

Best of all, for the month of May, ALL tickets, including VIP packages, will be discounted by \$2!

This year's con will continue to expand from past successes. Guests include:

- Butch Patrick, Eddie Munster from the Munsters. He'll be bringing the show cars Drag-U-La and the Munster Koach from the TV show with him;
- **Veronica Taylor,** voice of Ash Ketchum from *Pokemon*;
- Legendary Comic Book artist Bob Wiacek;
- Jason Douglas, voice actor from *Dragonball Z* AND Tobin from *The Walking Dead*;
- Andy Field, voice of Handunit from the popular video game Five Nights At Freddy's;
- And, Making his LAST east coast appearance -- **TUGG the Super Hero Dog**. who's been to every Fayetteville Comic Con. Tugg is a real crown pleaser and the FCC is honored to have him back.

This year's con will feature an expanded Gaming Alley, Tattoo Alley, Speed Dating, contests and door prizes and the biggest selection of geek related collectibles - including comic books and toys -- ever seen in Southeastern NC.

The Fayetteville Comic Con is held at the Crown Expo Center, 1860 Coliseum Drive in Fayetteville, NC. It features more than 70,000 square feet of geekdom -- "if It's Geek, We Got It!"

For more info, go to the fayettevillecomiccon.com.



**FACVB Media Alert** 

Sent October 12, 2018 to 176 contacts

#### Fayetteville ComicCon Welcomes Jason from Friday the 13th

Jason from Friday the 13th, Warrington Gillette, will be joining Butch Patrick, Tony Todd, Tom Savini and Mark Dodson to bring horror to Fayetteville ComicCon (FCC).

FCC runs from October 20st through the 21st at the Crown Complex Expo Center in Fayetteville.

Other recent additions to the lineup of guests and events:

- Wrestling Legend "Hacksaw" Jim Duggan
- Power Ranger Christopher Khalman Lee
- Cosplay Lip Sync contest on Saturday
- - For the first time on the East Coast, a life-size Saiyah Pod will provide great photo ops.

Previously announced guests and Special Events (9/7 release)

Purchase Tickets

Photos for Promotional Use

Follow  $\underline{\text{Fayetteville ComicCon on Facebook}} \text{ for daily updates.}$ 

http://www.fayettevillecomiccon.com/



#### **FACVB Media Alert**

#### Freaks, Geeks and Zombies, Oh My!

Sent to 395 contacts on October 16

The countdown to Halloween has officially begun in Cumberland County. We've hunted for adult-friendly celebrations and came up this list of freakishly fun times, geeky go-to's and zombified happenings. Find your brand of Halloween good times on this bucket-list of 11 events.

1. Zombie Hayride @ Black Ops Paintball - October 12 - November 3

Take a ride through the deep, dark woods while defending yourself against ravenous hordes of zombies with a mounted cannon! Just don't forget to hit the Undead Shooting Gallery and Zombie Selfie Station. This ain't the hayride from your childhood, that's for sure.

2. Stoney Point Trail of Terror @ Stoney Point Fire Department - October 12 - 31

Trek through a haunted mansion and spooky wooded trail, where all the monsters, clowns and creatures will be lying in wait. I suggest paying a little extra for a Zombie Rampage ticket to get the fully thrilling experience at this popular trail of terror.

3 Comic-cal Trivia @ Bright Light Brewing Company - October 18

Brush up on your comic trivia before entering this Marvel vs. DC battle. At Bright Light, you'll have a chance to chow down on Kat-n-Around Authentic German Food and sip on beer while getting in the spirit for the ComicCon!

4. Fayetteville Dogwood Fall Festival @ Festival Park - October 20

Take a "Historic Hauntings" tour of a local cemetery while enjoying this popular annual festival. You'll be hearing all the fascinating legends and creepy lore behind some of our more famous cemetery residents on the guided tour, led by staff from the Fayetteville Area Transportation & Local History Museum.

5. Fayetteville ComicCon @ Crown Expo Center - October 20-21

Go all-out geek for ComicCon and celebrate all forms and fans of American and world popular culture! In its 4th year, ComicCon is bringing to Fayetteville even more comic-book artists and writers, popular voice actors, panels, and so much more. If you attend nothing else this month, you don't want to miss this!



#### **FACVB Media Alert**

#### 6. <u>Beardtoberfest - Episode VI: The Force Unshaven</u> @ The TapHouse - October 20

Enjoy a spin on Oktoberfest as Cape Beard: Follicles of Freedom hosts their 6th annual fundraiser at one of downtown's most popular watering holes. You'll want to watch (or join) all the bearded and mustached contestants compete in 13 different categories for a good cause. Of course, costumes are encouraged!

#### 7. Hogwarts & All: Adult Night @ Cape Fear Botanical Garden - October 25

Celebrate 20 years of our favorite wizarding world at the Garden! This adults-only event will include a range of contests, live entertainment, frivolity, and even Butterbeer! Potter geeks, get ready!

#### 8. 9th Annual Zombie Walk @ Downtown Fayetteville - October 26

Join all the ghoulish fun downtown! There is nowhere else in Fayetteville you'll find more zombies gathered in one place than at this annual event. Head to the Headquarters Library to kick off the pre-party and get ready to join our town's infamous walk of the undead.

#### 9. The Rocky Horror Picture Show @ Cape Fear Regional Theatre - October 26-27 & 31

Grab tickets now to this interactive film screening of a Hollywood classic. Costumes are almost a must for this event, and you'll also be treated to a swag bag full of props. This is an adult Halloween party at its best!

#### 10. Monster Mash Bash @ Dirtbag Ales Brewery & Taproom - October 27

Plan on hitting Dirtbag's big Halloween bash this year! Monster karaoke will be going down, and a special Dirtbag IPA will be tapped. Compete for best costume and best karaoke performance for a chance to win prizes!

#### 11. A Nightmare on Russell Street @ Bright Light Brewing Company - October 27

Prepare yourself for the nightmare to begin on Russell Street! Cash prizes will be given out for best costume, so start prepping them now. Rome 'N Around Pizza, Bright Light's brews, and live music will make this party hard to miss.

For even more Halloween festivities, to include kid-friendly ones, be sure to check out the Fayetteville Area Convention & Visitors Bureau's Calendar of Events.



**FACVB Social Media Outlets: Facebook** 







**FACVB Social Media Outlets: Facebook** 









Engagements

People Reached

**FACVB Social Media Outlets: Twitter** 







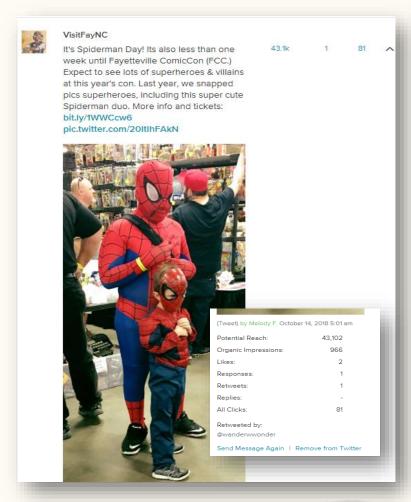
**FACVB Social Media Outlets: Twitter** 



Here's #ThreeToTry.

- ► Fayetteville Dogwood Fall Festival. @faydogwood
- ► Fayetteville Comic Con @crowncomplexnc
- ► Gallberry Corn Maze





**FACVB Social Media Outlets: Linked-In** 





**FACVB Social Media Outlets: Instagram** 





# Earned Publicity Drug Store Divas Blog Post





**Army Wife 101 Blog Post** 



#### 52 Fun Fall & Halloween Activities In The Fayetteville Fort Bragg Area

October 19, 2018 Featured, Fort Bragg

It's hard to believe that Fall is here already and Halloween is just about two weeks away. If you know anything about Army Wife 101, we love sharing the local happenings here at our home base of Fort Bragg located in Fayetteville, North Carolina. There's definitely no shortage of things to do in Fayetteville (despite what you might hear) and thanks to the Fayetteville Area Convention and Visitors Bureau we've got proof with over 50+fun family and couples activities to add to your calendar for the remainder of October and throughout November.

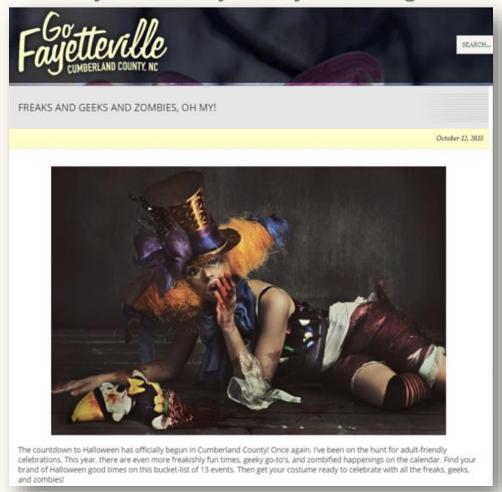


52 Fun Fall & Halloween
Activities
In The Fayetteville Fort Bragg





# **Earned Publicity**Go Fayetteville by Jenny Bell Blog Post



CUMBERLAND COUNTY, NC CONVENTION AND VISITORS BUREAU

#### **Story Teller Blog Post**

#### Fayetteville Comic Con & The Super Uncool Mom

October 23, 2018 | Alyssa Hennessy

Full Disclosure: My husband and I are not geeks.

A bit nerdy? Yes.

A little awkward sometimes? Yes.

Fashionably challenged? Most days.

But geeky?... not so much.

We don't own any comic books or have any originally packaged action figures. While both of us have our share of geek-inspired t-shirts, neither of us engage in larping or cosplay. We don't discuss the difference between Marvel and DC Comics. We don't even go to Star Wars movies on opening day - gasp!

Yet, somehow, we made Eoin.



FAYETTEVILLE

CONVENTION AND VISITORS BUREAU

#### **Drug Store Divas Social Media - Facebook**



Do you love all things comic, SciFi, and pop culture? Then you'll LOVE Fayetteville Comic Con happening October 20 & 21 at the Crown Complex in

We are going! You should come too! Get your tickets at http://www.fayettevillecomiccon.com/ #ComicConFay

Fayetteville, NC!

cc: Fayetteville Area Convention and Visitors Bureau



www.DrugStoreDivas.net

Facebook - 33,333 followers. Instagram – 2,841 followers Twitter - 34,200 followers Pinterest - the post had 18 retweets



Drugstore Divas with Fayetteville Area Convention and Visitors

\*\*\*

Bureau

October 1 at 5:32 PM · Paid · &

#ad Fayettevillecomiccon is for the dogs!

Well, for Tugg the Bull Terrier puppy! Tugg the Super Hero Dog is a bull terrier AND the star of comic books! That's amazing — especially since the only dogs I saw today were ones barking at traffic. Not. As. Impressive.

#ComicConFAY is Tugg's last East Coast appearance, so don't miss it on October 20 and 21!

Get your tickets here: http://fayettevillecomiccon.com.

We are going and at the TOP of my list is getting a photo with Tugg!





Drug Store Divas Social Media - Facebook





# Earned Publicity Drug Store Divas Social Media - Facebook



CUMBERLAND COUNTY, NC CONVENTION AND VISITORS BUREAU ArmoredTacos&Grill
Michelle and 3 other friends like this.

Ill Like

Drug Store Divas Social Media - Facebook



FAYETTEVILLE

CONVENTION AND VISITORS BUREAU

**Drug Store Divas Social Media - Instagram** 



FAYETTEVILLE

AREA

CONVENTION AND VISITORS BUREAU

**Drug Store Divas Social Media - Twitter** 





**Drug Store Divas Social Media - Twitter** 







Drug Store Divas Social Media - Twitter





**Drug Store Divas Social Media - Pinterest** 







#### What To Expect At Fayetteville Comic Con



Saved from
Lisa Sokolowski @ Drugstore Di...

If you love all things comic, SciFi, and anime, come celebrate at Fayetteville Comic Con on October 21 and 22, 2018. Details at www.drugstoredivas.net.**Less** 

Read it



The MrsTee Social Media – Facebook

Facebook - 5,431 followers Instagram – 10,200 followers Twitter - 9,570 followers YouTube 1,847 subscribers







The MrsTee Social Media – Facebook



00 12





12 Comments 5 Shares 329 Views

# Earned Publicity The MrsTee Social Media – Facebook







The MrsTee Social Media – Instagram











The MrsTee Social Media – Instagram









FAYETTEVILLE

AREA

CONVENTION AND VISITORS BUREAU

The MrsTee Social Media – Instagram











The MrsTee Social Media – Instagram









CUMBERLAND COUNTY, NC

### FAYETTEVILLE

CONVENTION AND VISITORS BUREAU

The MrsTee Social Media – Instagram





FAYETTEVILLE

CONVENTION AND VISITORS BUREAU

The MrsTee Social Media – Instagram









The MrsTee Social Media – Instagram









The MrsTee Social Media - Instagram









The MrsTee Social Media – Twitter







# **Earned Publicity**The MrsTee Social Media – You Tube





Mommy PR Social Media – Facebook



Facebook - 7,764 followers Instagram - 3,235 followers Twitter 33,800 followers





Mommy PR Social Media – Facebook







Mommy PR Social Media – Facebook





Mommy PR Social Media – Instagram





**Mommy PR Social Media – Twitter** 





FAYETTEVILLE

AREA

CONVENTION AND VISITORS BUREAU

Mommy PR Social Media – Twitter







# Earned Publicity Storyteller Social Media – Facebook

Facebook - 62 followers Instagram - 2,465 followers





Storyteller Social Media – Instagram

#### **INSTAGRAM**





# **Earned Publicity**Storyteller Social Media – Instagram

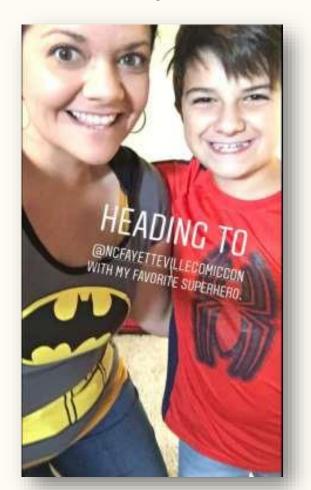








Storyteller Social Media – Instagram







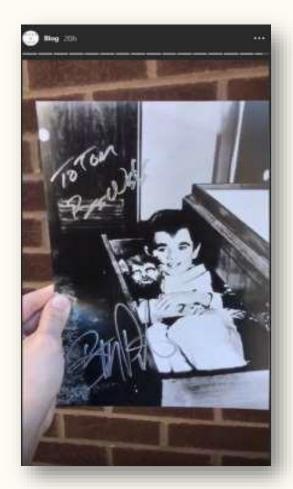
# Earned Publicity Guac & Soul Social Media – Facebook

Facebook - 151 followers Instagram 16,100 followers





Guac & Soul Social Media – Instagram









# Earned Publicity Guac & Soul Social Media – Instagram







### **Army Wife 101 Social Media – Facebook**

Facebook - 72,107 followers Instagram 4,054 followers Twitter 7,971 followers





# Earned Publicity Army Wife 101 Social Media – Instagram





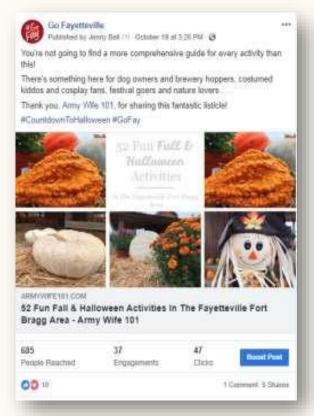
# **Earned Publicity**Army Wife 101 Social Media – Twitter





### Go Fayetteville Social Media – Facebook

Facebook - 2,135 followers







## **Public Relations Recap**

- Posted in 14 Calendar of Events sites
- 2 FACVB Press Releases
- 2 FACVB Media Alerts
- 4 FACVB Facebook Social Media posts
- 4 FACVB Twitter Social Media tweets
- 1 FACVB LinkedIn Social Media posts
- Earned Publicity
  - o 4 Blogs
  - 22 Facebook Posts
  - 42 Instagram Posts
  - 13 Twitter Tweet
  - 1 YouTube Video Post



# Occupancy Comparison "Fayetteville Area CVB Weekly Report"

Information is pulled directly from the STR Report

Occupancy %	Saturday	Sunday
2018	82.1	65.2
2017	82.4	51.4
Percent Change	-0.5	26.8



## **Summary**

#### **CALCULATIONS**

The FACVB was unable to accurately determine because of insufficient sample size.

The ComicCon management estimated **10,000** attendees prior to the event.

#### **TDA**

Granted \$10,000 to be used for public relations, advertising, print, social and other mediums determined to reach the targeted visitor market. Said funding shall be exclusively to assist with the marketing of the 4<sup>th</sup> Annual Fayetteville ComicCon scheduled for October 20-21, 2018.

**370** completed surveys was the agreed upon requirement, **145** were collected.

All Tourism Development Authority (TDA) requirements were not met.

Can re-apply next year?

Yes



#### **ATTENDANCE**

Per the Crown Complex, the actual attendance for the event was 10,687.

**9.66% (14)** of the surveys stated they were overnighters and came specifically for the event (only **7** of them Identified their hotel).

**0** participants were referred by their hotel.

**50.35% (73)** were from Cumberland County, including Fort Bragg.

**34.48% (50)** stated they were from a surrounding county and were a day-tripper.

**Hotel Information from Surveys** 

The 14 who came for the event and stayed at the hotel, listed the following hotels:

No Answer	7
Holiday inn	1
Extended Stay America	1
Home 2 by Hilton	1
My Groves	1
Ramada	1
Hampton Inn	1
Ramada Plaza	1



## **Summary**

#### **ATTENDANCE** (continued)

Of those participants staying at a hotel, the overall average length of stay was 1 nights.

The FACVB was unable to accurately determine because of insufficient sample size.

Potential Revenue = Unknown.

Economic Impact = **Unknown**.

Official Hotel Pick Up: 89 Room Nights as reported from hotels.

Average Daily Rate (ADR)\* for the month of October was \$85.27.

Hotel Revenue - \$7,589.03.

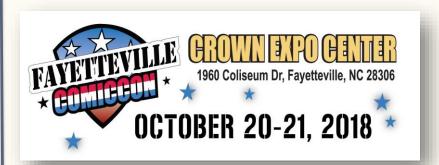
\*ADR is reported by Smith Travel Research (STR), which is used by the global hotel industry as a vital revenue management tool. The report benchmarks a hotel's performance against its competitive aggregate and local market. The STAR program tracks and delivers monthly, weekly and daily data.

#### **MARKETING**

The top 5 resources where they heard of the event were:

- 1. Word of Mouth
- 2. Previously Attended
- 3. Social Media
- 4. Another ComicCon
- 5. Vendor

9 attendees signed up for the FACVB's E-Promotion Program.





## Thank You



Proudly Promoting the Communities of Cumberland County

