

CAMPAIGN DETAILS

Best Use of an Event to Build a News Brand Group 1/Local, Regional Brands

Excerpt:

The Oklahoman created and executed a once-in-a-lifetime awards experience for outstanding high school athletes, headlined by five-time NFL MVP, Peyton Manning. With 1,200 attendees, this marks the largest awards event in Oklahoma City, recognizing 528 athletes from over 100 high schools across 12 sports. In fact, our male-athlete-of-the-year, Trae Young, is a current super-star in college basketball which helps continue to build awareness for our event. Finally, our event contributed to our community as we selected a non-profit beneficiary, Fields & Futures, to receive a donation from the proceeds.

Challenge:

Our challenge was to help raise awareness of the importance of high school athletics to our community because national statistics show students involved in organized athletics experience better grades, better attendance, higher graduation rates, and have a higher sense of self-worth and better social skills than non-participants.

Objective:

The primary objective was to sell sponsorships and tickets to the event in an effort to bring in new revenue for our company. Our secondary objective was to create an event that would be a once in a lifetime experience for outstanding high school athletes at the biggest sports awards event in the history of the Oklahoma City metro area. Our final objective was to promote our award-winning sports coverage as being the most comprehensive in the state of Oklahoma.

Campaign:

We developed a multi-media marketing campaign, designed to create excitement around sports and entice friends and family members of winning high school athletes and the general public to purchase tickets to our event. We hired Five-Time Super Bowl MVP, Peyton Manning as our keynote speaker. Our campaign included print and digital ads, TV and radio spots and social media. These channels provided brand awareness for The Oklahoman, event promotion and brand exposure for our sponsors.

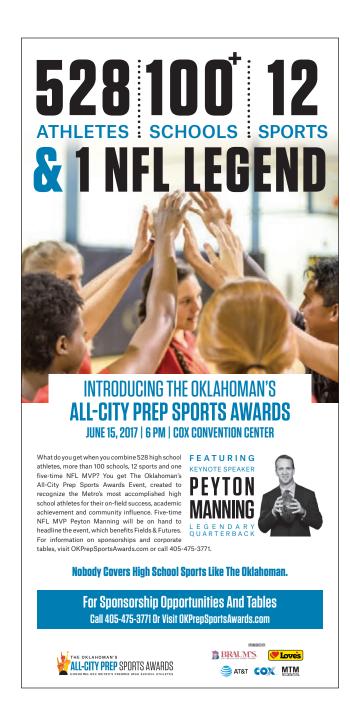
CAMPAIGN DETAILS

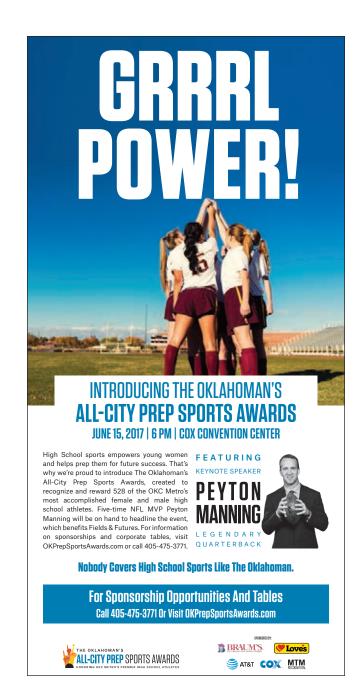
Results:

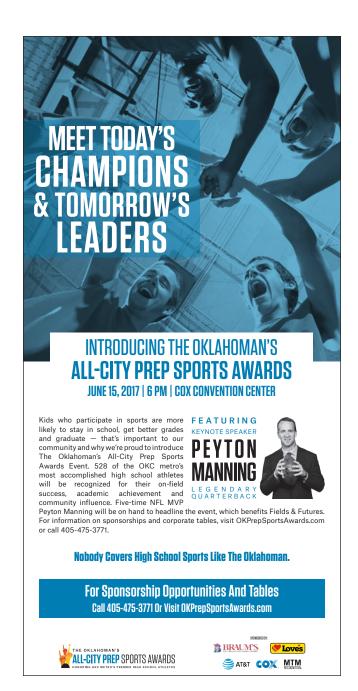
- Our event created huge gains in brand favorability for our sponsors, including a 61% increase for our title sponsor, national brand Braum's Ice Cream and Dairy Stores.
- In addition, our post-event research demonstrated that the event significantly improved brand favorability for The Oklahoman with 66% of attendees saying they viewed The Oklahoman more favorably following the event.
- Satisfaction for the event was enormous as well. In fact, 96% of attendees were pleased with the event and 95% of attendees said they would recommend the event
- Attendee quotes included:
 - o "The Oklahoman's All-City Prep Sports Awards was an amazing event that blew past all my expectations!" Diana Jones
 - o "We loved the awards banquet! Everything about it was well done from the decorations and food to the speakers and award presentations." Laura Callahan
 - "The evening was wonderful. Enjoyed seeing all the athletes together in such an inspiring atmosphere. Peyton Manning was a great speaker. Thank you for having such a wonderful event!" – Benny Coleman
- Campaign Metrics
 - o 58,998 page views
 - o 47,592 unique page views
 - o 2:14 avg time on site
 - o CTR for digital ads, Facebook ads, LinkedIn ads and email exceeded industry benchmarks (HubSpot, WordStream, LinkedIn, MailChimp) by 244%, 83%, 170% and 248% respectively.
 - o The Oklahoman's Facebook followers grew by 37%

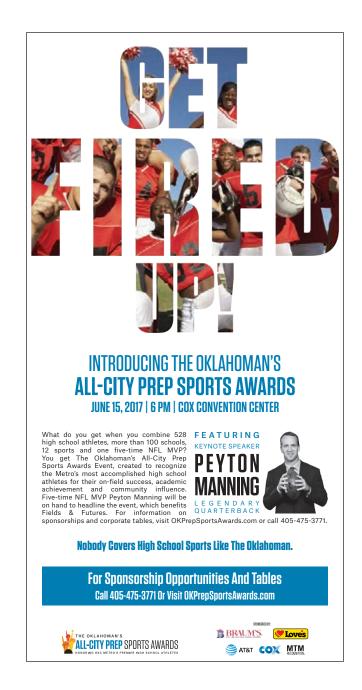
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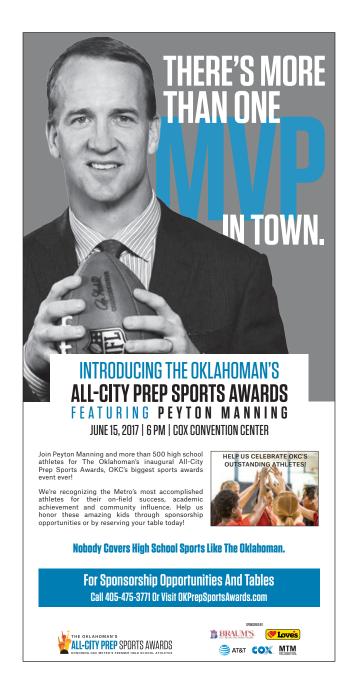


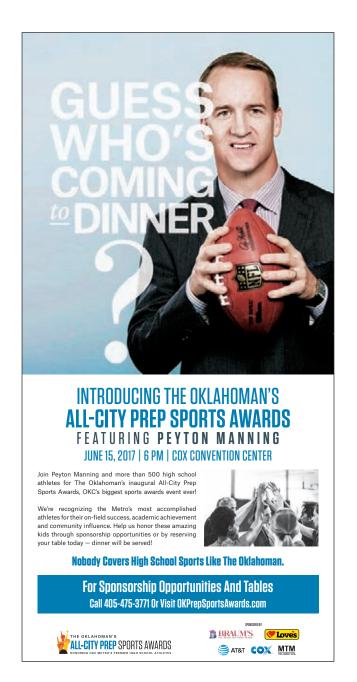




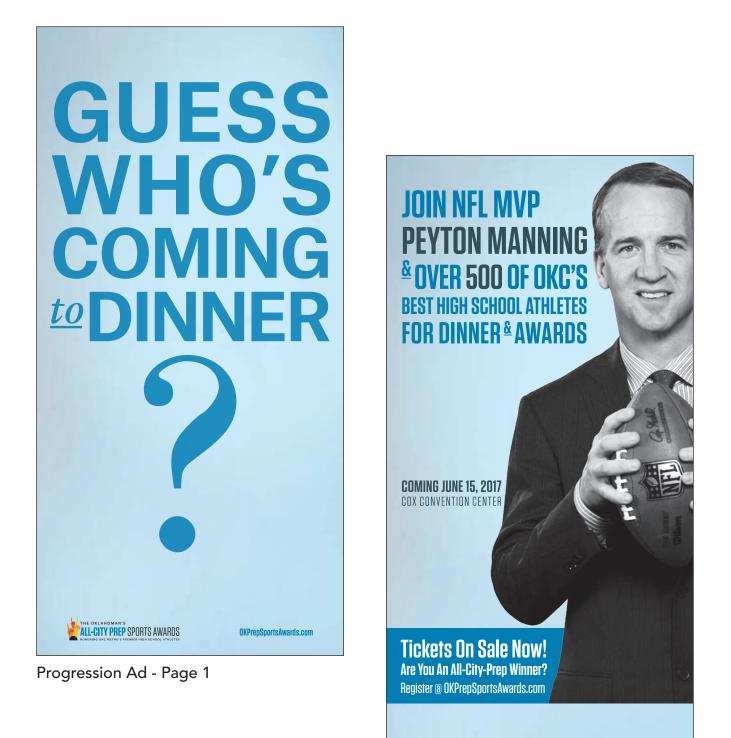








FULL PAGE PRINT AD

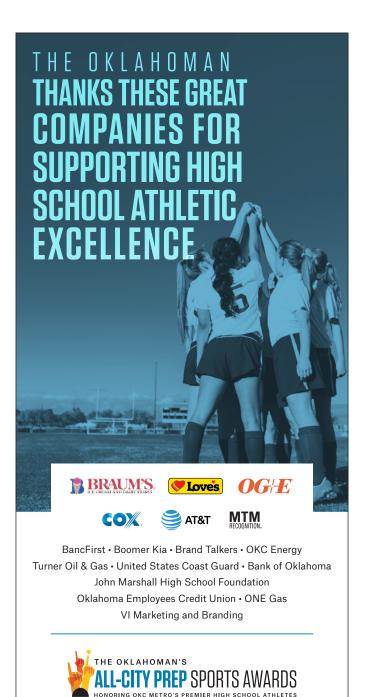


Progression Ad - Page 2

ALL-CITY PREP SPORTS AWARDS

BRAUMS VLoves OGE

SAT&T COX MTM

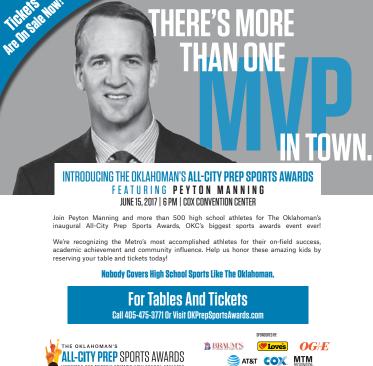


HALF PAGE PRINT ADS



HALF PAGE PRINT ADS





HALF PAGE PRINT ADS



Progression Ad - 4 Consecutive Pages All Right Hand Reads

QUARTER PAGE PRINT ADS



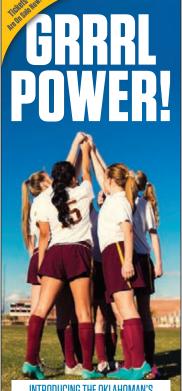
QUARTER PAGE PRINT ADS



THESE GREAT OKLAHOMA Companies Believe in High school athletics!		
	S.	Loves OG'E
COX	AT&T	MTM RECOGNITION
Brand Talkers OKC Energy Coast Guard BancFirst Boomer KIA Turner Oil & Gas	Oklahon VI Marke Bank of	Oklahoma Irshall High School Foundation
That's why the insugural The Oklahomaris AIE-City Prep Sports Awards is benefitting Fields & Futures, a local non-profit created to support Oklahoma City Fubile Schools in an effort to grow student participation in sports, believing if they play, they stay and if they stay they graduate. By rebuilding and maintaining the district's 44 athletic fields, Fields & Futures is helping level the playing field for Oklahoma City students by improving access and creating new opportunities to juit a stem and benefit from that experience.		
JOIN US FOR THE OKLAHOMAN'S All-City Prep Sports Awards June 15, 2017 6 pm Cox Convention Center		
For Sponsorship Opportunities And Tables Call 405-475-3771 Or Visit OKPreoSoortsAwards.com		
THE OFFICIENCE OF THE OFFICE OFFICE		

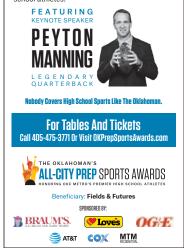
The Oklahoman's All-City Prep Sports Awards GATEFOLD PRINT ADS





INTRODUCING THE OKLAHOMAN'S ALL-CITY PREP SPORTS AWARDS JUNE 15, 2017 | S PM | COX CONVENTION CENTER

High School sports empowers young women and helps prep them for future success. That's why we're proud to introduce The Oklahoman's inaugural All-City Prep Sports Awards, created to recognize and reward 528 of the OKC Metro's most accomplished female and male high school athletes.

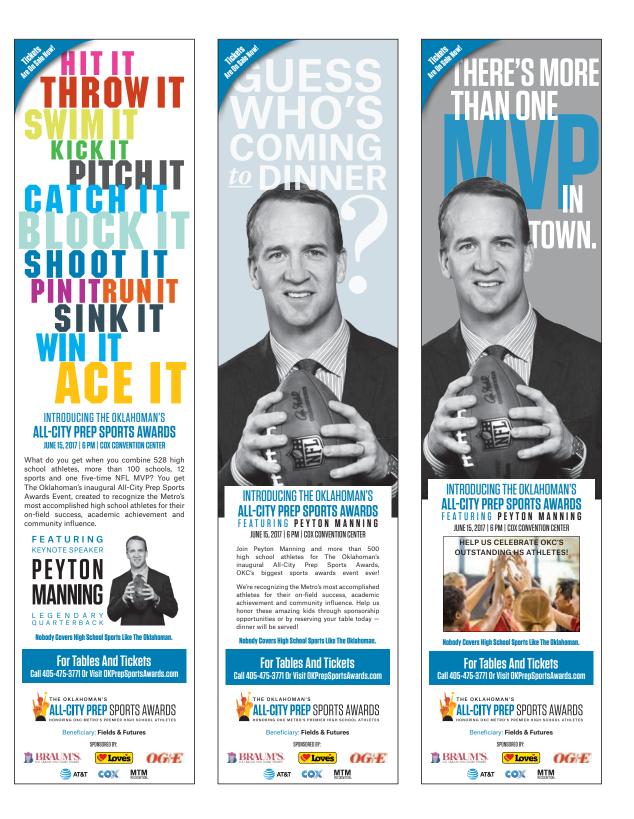


MEET TODAY'S CHAMPIONS & TOMORROW'S LEADERS

INTRODUCING THE OKLAHOMAN'S **All-City Prep Sports Awards** June 15, 2017 | 6 PM | COX Convention Center

Kids who participate in sports are more likely to stay in school, get better grades and graduate – that's important to our community and why we're proud to introduce The Oklahoman's inaugural All-City Prep Sports Awards Event. 528 of the OKC Metro's most accomplished high school athletes will be recognized for their on-field success, academic achievement and community influence.



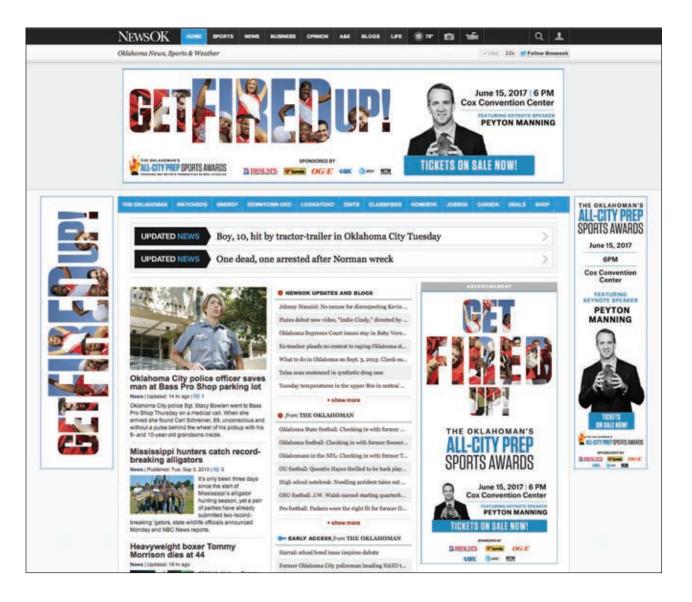


The Oklahoman's All-City Prep Sports Awards DIGITAL ADS

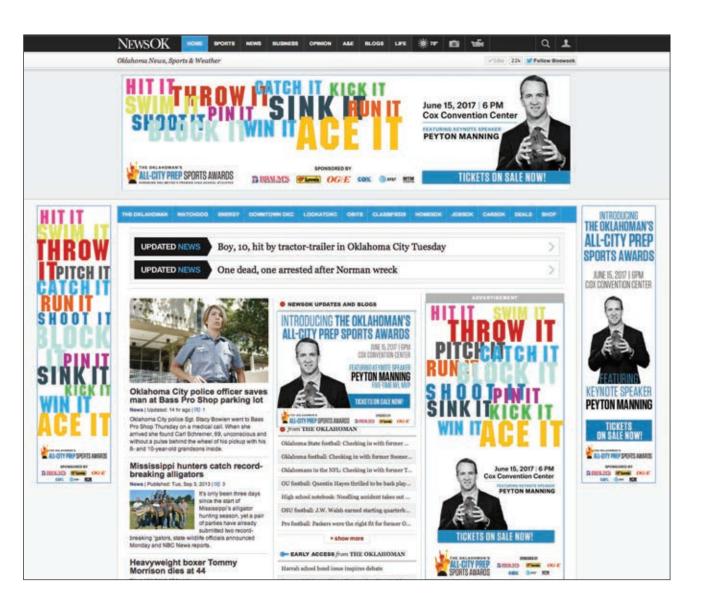
The Oklahoman's **All-City Prep Sports Awards** DIGITAL A D S





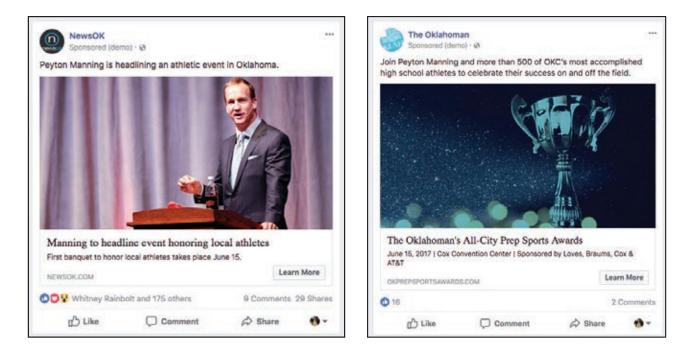






The Oklahoman's All-City Prep Sports Awards SOCIAL ADS

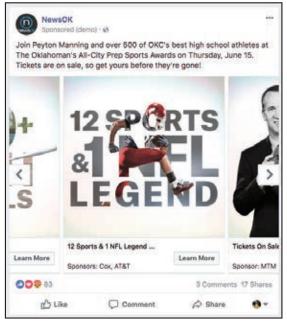
The Oklahoman's All-City Prep Sports Awards FACEBOOK ADS





The Oklahoman's All-City Prep Sports Awards FACEBOOK ADS





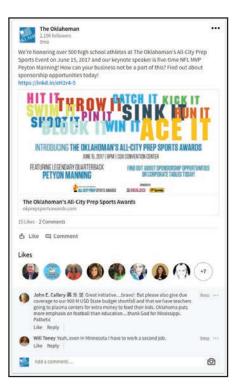




LINKEDIN ADS







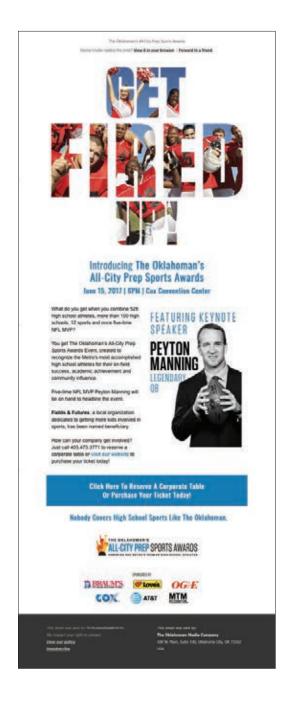


The Oklahoman's All-City Prep Sports Awards EMAIL BLASTS





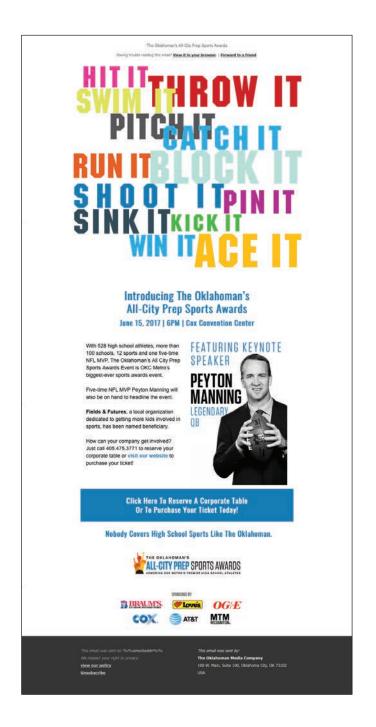




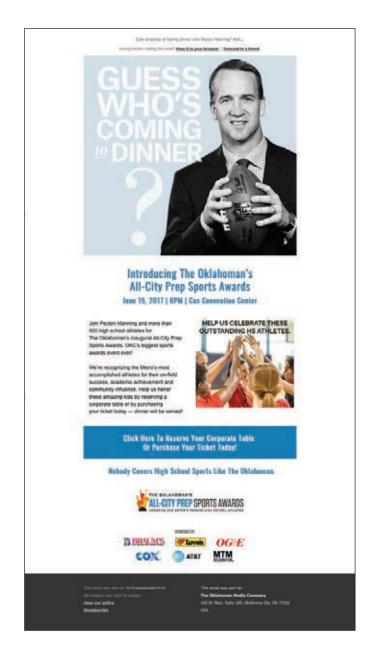
EMAIL BLAST



EMAIL BLAST



EMAIL BLAST



INTRODUCING THE OKLAHOMAN'S ALL-CITY PREP Sports Awards Featuring Peyton Manning

The Oklahoman's All-City Prep Sports Awards VIDEO

Τ V S P O T S



ONLY CAN WIN ...

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EVENT VIDEOS





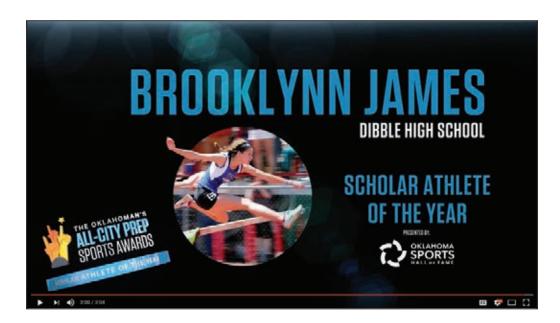
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The Oklahoman's All-City Prep Sports Awards DIGITAL VIDEO SCREEN



O K P R E P S P O R T S A W A R D S . C O M









INVITATIONS



Front Side - Gold Foil Press



Back Side - Gold Foil Press

ΙΝΥΙΤΑΤΙΟΝ S

Dear Name,
High school athletics are an important part of life in Oklahoma. National statistics show students involved in organized athletics experience better grades, better attendance, higher graduation rates, and have an increased sense of self-worth and better social skills than non-participants. Because we are committed to helping make Oklahoma a better place to live, work and raise a family, we truly understand the magnitude of high school sports for our community.
In fact, no other media brand does as much to celebrate high school athletics. That's why we've created The Oklahoman's All-City Prep Sports Awards event, where we, along with a select group of sponsors, will recognize more than 500 student-athletes for their on-field success, academic achievement and community involvement.
Our keynote speaker during this once-in-a-lifetime event will be none other than the legendary, five-time NFL MVP, Peyton Manning. The event will be held on Thursday, June 15, 2017, at the Cox Convention Center in Oklahoma City.
Beyond highlighting the accomplishments of over 500 high school athletes, we are proud to announce that Fields & Futures will be our beneficiary. Fields & Futures is a non-profit serving Oklahoma City Public Schools Athletics in this mission to grow student participation in sports by rebuilding 44 stathletic fields accoss the city. Why should this beimportant to you? Because sports participation is a proven way to motivate kids to stay in school and increase their focus on grades and attendance, helping put more students on a better path to graduation. If they flay, they stay and if they stay, they graduate – that's not only good news for our student-athletes, but for our city and our community as well.
Please join us in celebrating the stunning achievements student-athletes make in our community by becoming an official event sponsor or by purchasing a table. Our sponsorship opportunities are included in the enclosed brochure. For more information, please contact Wayne Snow, Vice President of Advertising, at wsnow@oklahoman.com or (405) 475-3771.
We look forward to seeing you on June 15th at The Oklahoman's All-City Prep Sports Awards.
Sincerely. Christophu P. Rele_
Christopher P. Reen President and Publisher The Oklationum Kheal Company 100 Vieter Mans, Suite 100 Oklationum Copy (V73102
THE OKLAHOMAN 🎫

Letter

THE OKLAHOMAN MEDIA COMPANY 100 W. MAIN STREET, SUITE 100 OKLAHOMA CITY, OK 73102

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Envelope

The Oklahoman's All-City Prep Sports Awards SALES COLLATERAL



Sales Direct Mail Booklet Cover*

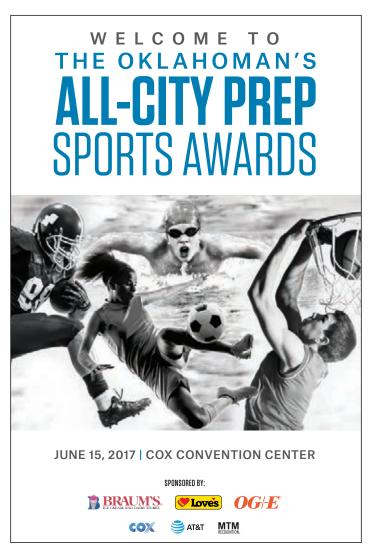


NEWSPAPER ARTICLE



The Oklahoman's All-City Prep Sports Awards ONSITE PROMOTION

P R O G R A M



Program Book*



*uploaded individually

A W A R D



PHOTOS OF EVENT



PHOTOS OF EVENT

