













# RECAP & MARKETING REPORT - OCTOBER 2015







# Welcome to Mighty: Year 3



Once more, the Mighty Mississippi Music Festival has left its mark on Greenville. And, as usual, the mark is a positive one.

We don't have a full count yet on ticket sales, but firsthand knowledge is enough to see a good crowd out for the headlining acts Saturday despite the high winds and chilly weather.

The folks of Greenville and beyond huddled against the cold and swayed to the music from Chris Stapleton and Old Crow Medicine Show and then hung around for a third day to listen to the blues and local acts who put on a great show.

We'd like to thank all the volunteers and sponsors who help Steve Azar and Jason Fratesi bring these acts to the Delta to entertain us.

We only hope the festival will continue to grow in stature and mature in operation. There is growing for every festival, and we can already see the maturation coming for MMMF into a finetuned, wellrun operation.

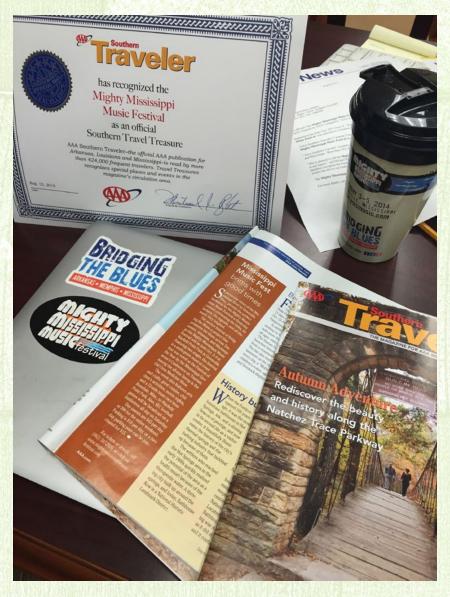
It was good to see local vendors on the premises at the festival and nice to see the influences from outside the region as well.

The festival is an opportunity for the community to see an act it may not get the chance otherwise to enjoy. We like the headliners that find their way to Greenville, but it also good to see the younger acts get their chance to perform in front of a large crowd.

We're glad the festival has become a part of our landscape of the Delta and hope it will continue for many years.

> - Delta Democrat Times October 6, 2015

AAA Southern Traveler named the Mighty Mississippi Music Festival as "AAA Southern a Travel Treasure" in their **Southern Traveler Magazine**. It is circulated to 290,000 homes in Arkansas, Mississippi and Louisiana.



It's official! The Mighty Mississippi Music Festival in Greenville, Miss., was named a Southern Travel Treasure by AAA's magazine, "AAA Southern Traveler."

Featured in the September/October 2015 issue of "AAA Southern Traveler," the Mighty Mississippi Music Festival was selected as a Southern Treasure for its appeal to typical AAA members.

"AAA Southern Traveler's" popular Travel Treasure series is part of each bimonthly issue. The Mighty Mississippi Music Festival also received a certificate for the designation.

"AAA Southern Traveler" circulates to more than 290,000 AAA homes in Arkansas, Louisiana and Mississippi. More than 70% of readers choose the South for their vacation destination.

"We're pleased to add the Mighty Mississippi Music Festival to the growing list of 'treasures' in our region," said Michael Right, editor/publisher of "AAA Southern Traveler."

"Our members recognize the South has endless travel and recreational opportunities. We try to offer events like this to our readers to encourage more exploration of local sites and attractions."

- Michael J. Right, "AAA Southern Traveler"

# The #1 New Festival in America



The Mighty Mississippi Music Festival was named the "#1 New Festival in America" by American Blues Scene Magazine in their May 2015 edition

#### **Other Accolades to Date**

- Named among the Top 8 festivals in the South by Visitsouth.com in 2014
- Acoustic Guitar Magazine "50 States 50 Must Attend Events" in 2014
- "Festival of The Year" 2013 Mississippi Governor's Conference on Tourism

# **Festival Dedication**



'Mighty' fest dedicated to Caleb Emphrey Jr., Johnny Winter Sarah Kramer, Delta Democrat Times - October 2, 2015

GREENVILLE — This year's Mighty Mississippi Music Festival is dedicated to two bluesmen who have traveled the world, sharing the authentic and unique sound of the Delta blues.

Caleb Emphrey Jr., who was B.B. King's drummer for more than three decades, and Johnny Winter, a legendary blues guitarist and rocker, will be recognized at the third annual Mighty Mississippi Music Festival, which begins today and wraps up Sunday, said Billy Johnson, the curator of the Highway 61 Blues Museum who helps organize the fest.

"Both Caleb Emphrey and Johnny Winter dedicated their lives to playing and performing the blues," Johnson said. "They came from the Mississippi Delta, and they both carried it around the world many times."

Emphrey, a Greenville native, was influenced by the great blues musicians of the Mississippi Delta.

"Caleb is one of the many musicians who grew up listening to a vast number of blues musicians who played on Nelson Street," Johnson said.

He began his music career playing in the band at Coleman High School, under the direction of the late Roy Huddleston. He furthered his music career at Mississippi Valley State University.

Throughout his career, Emphrey drummed for Little Milton, Freddie King, Albert King and B.B. King, Johnson said.

"During his career, he has traveled and played for kings and queens, popes, presidents; he's played with Bruce Springsteen, Eric Clapton, Stevie Ray Vaughan, Bono and U2," he said. "He's one of the most accomplished drummers in the history of the blues."

Winter, who had strong ties to the Mississippi Delta and has a Blues Trail marker in Leland, made a name for himself in the late 1960s and '70s with his highenergy performances and his distinctive long, white hair.

"He was a true bluesman," Johnson said. "He was one of the greatest guitarists who ever lived."

Winter, who died in July 2014, worked with some of the greatest bluesmen, and his collaboration with his childhood idol, Muddy Waters, landed him three Grammy-Award winning albums. Over the years, he received several Grammy nominations, but never won one, Johnson said.

Past festivals have been dedicated to TModel Ford, Eugene Powell, Lawrence "Shine" Thornton, Leonard McIntosh and George Allen.



# **Bridging the Blues**



The Mighty MS Music Festival is the anchor festival of the Bridging the Blues project. Bridging the Blues is a partnership between the MS Delta Tourism Association, Arkansas Delta Byways, The Arkansas Dept.

of Parks & Tourism, the MS Development Authority Office of Tourism, and the Memphis CVB to employ musical heritage as a driver for the economic betterment of the region.





**Vision:** Use musical heritage as a driver for the economic betterment of the region.

Mission: Create the ultimate blues pilgrimage to celebrate the music, food, & migration of culture from the Arkansas & Mississippi Delta to Memphis and the world.



# **C Spire Mighty Main Stage**



# **Highway 61 Blues Stage**

**Presented by** 

### **Double Quick & Gresham Petroleum**



# **Highway 61 Blues Stage**



# One Night at Jam Camp After Hours Stage



Rob Mortimer of Good Paper appearing on the popular "Jam Camp" late-night stage

# **RFID Access Wristbands**

#### **Presented by McDonalds**



# Case IH I Give A Crop Tent



# Case IH I Give A Crop Tent





# Fifth Annual Future Delta Event Presented by the Delta Council



PO Box 257 Stoneville, MS 38776-0257

Phone: 662-686-3350 Fax: 662-686-3378 September 21, 2015

«First» «Last» «Address» «City», «St» «Zip»

Dear «First»,

Delta Council would like to invite you and your spouse to a special event for *Future Delta*, intended to recognize and gather the Delta's future (45 and under) who are involved in farming and allied agricultural businesses in our 18-county area.

The Fifth Annual Future Delta event will be held Friday, October 2, 2015, from 4:00 to 5:30 p.m. at Warfield Point Park outside Greenville, MS. The meeting will be held under the "I Give a Crop" tent at the Mighty Mississippi Music Festival and we are pleased to announce that the meeting will feature renowned agricultural economist Dr. Terry Barr and a special presentation by Governor Phil Bryant.

Dr. Barr is Senior Director of Industry Research at CoBank and formerly served as chief economist of the National Council of Farmer Cooperatives. Barr also served as chairman of the World Agricultural Outlook Board for the United States Department of Agriculture.

Thanks to the generosity of the Mighty Mississippi Music Festival organizers, (Steve Azar, Jason Fratesi, Jamie Murrell, and their sponsors) participants (and their spouses if they attend) in the Future Delta session on Friday afternoon will be given free access passes to the weekend's festival under the "I Give a Crop" tent. For more information about the festival and the benefits of "I Give a Crop", please visit <a href="http://www.mightymississippimusicfestival.com">http://www.mightymississippimusicfestival.com</a>.

We are excited that Governor Bryant and Dr. Barr will be joining our Future Delta participants and hope you and your spouse can attend. Please email <a href="mailto:ssmith@deltacouncil.org">ssmith@deltacouncil.org</a> and let us know of your availability so we can reserve pass(es) for you. If you indicate that you will attend, you will be able to pick up your credentials at the front gate of the festival prior to the 4 p.m. start of Dr. Barr and Governor Bryant's presentation. (Your reserved credentials will be voided after 4 p.m. on Friday if you cannot attend.)

Thank you for your participation and leadership in agriculture and our region, and we hope that you and your spouse can join us for this special event in honor of you and your spouse.

Sincerely,

Walton Gresham, Chairman

Delta Council

Steve Aza Co-Chairman

Might Mississippi Music Festival

# SuperTalk Mississippi Live Remote Broadcasts



# SuperTalk Programs Broadcasted Live The J.T. Show Head to Head The Premier Show The Paul Gallow Show

SuperTalk Mississippi broadcasted live from Warfield Point Park in the 3 days leading up to the 2015 Festival. Guests included Governor Phil Bryant, Steve Azar, Scott Christensen - Executive Director of Delta Regional Medical Center, Cary Karlson - Executive Director for development - Washington County Economic Alliance, Marty Gamblin - Executive Director - Mississippi Arts and Entertainment Center and Wesley Smith - Head of the Washington County CVB and Bridging The Blues Project. The entire state was consumed by so many good things going on in our Delta, and the broadcasts helped celebrate our growth of the economy in the region. The Mighty continues to be a platform for celebrating all of these things.

# **Live SEC Football**



This year's Festival featured an updated 720P High Definition Magnolia Displays Outdoor Jumbtron, sponsored by Southern Ag Consulting & Scott Petroleum. The screen featured both Mississippi State vs. Texas A&M & Ole Miss vs. Florida.



"Being from the Delta I am so proud to have the South's finest music festival on the banks of the Mighty Mississippi. It's finger pickin' good!"

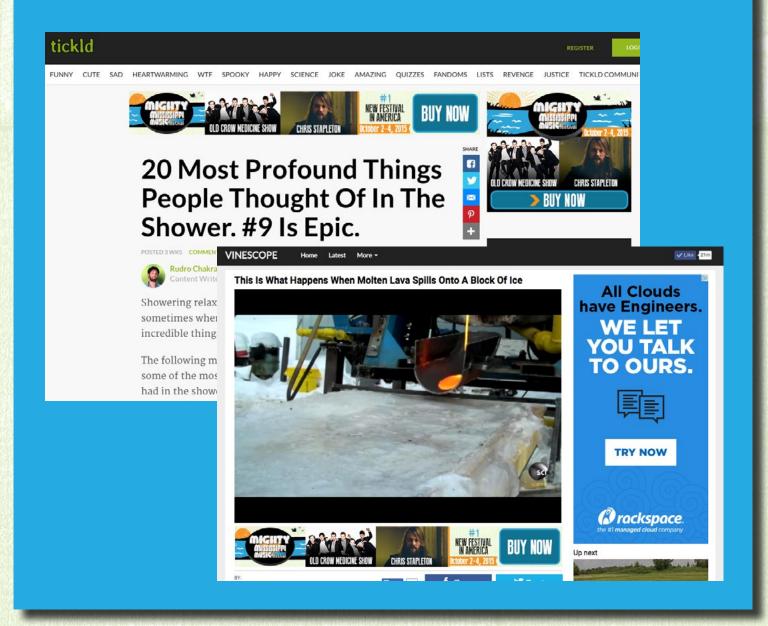
Governor Phil Bryant R-Mississippi



### **Web Remarketing**

A tracking pixel installed on all pages of MightyMSMusic.com and ticket sales pages on vendini.com added users to a web "remarketing pool." Members of the remarketing pool were served Festival ads on many different sites across the Internet. Once a user completed a ticket purchase, they were removed from the remarketing pool.

Web Remarketing Stats
Impressions: 49,188
Clicks: 62
CTR: 0.13%



# **Facebook Advertising**

#### **Total Impressions**

313,698

The number of times our ads were seen in the desktop newsfeed or on a mobile device

#### Reach

123,613

The number of people the ad was served to

#### **Facebook Actions**

11,090

The number of Likes, comments, shares and other Facebook actions generated by interactions with advertised content

#### **Total Clicks**

10,031

The number of clicks generated by the entire ad campaign, including page likes and website clicks

#### **Website Clicks**

2,347

The number of clicks directed to the ticket purchase page

#### **Click Through Rate**

3.20%

The number of clicks divided by the number of impressions



# **Email Campaigns**





**Total Mailing List Members:** 

2,000

### **Facebook Timeline Cover**



### Artist Involvement





Both Chris Stapleton and Old Crow Medicine Show made Facebook posts to promote their appearances at the Festival. They also granted our team "advertiser access" to their Facebook pages, so that the posts could be promoted to local fans with funds from our ad budget

### MightyMSMusic.com - Homepage



# **Stage Schedule Images**

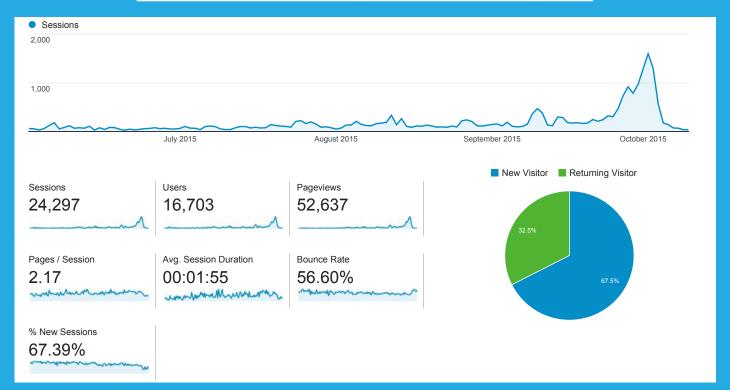
#### FRIDAY, OCT. 2 C SPIRE MIGHTY :15 :30 :45 **GOOFYBOOTS** 6 P.M. (5:30-6:45) :15 :30 :45 RON ETHERIDGE & THE DAMN SHAMES (7:00-8:15) :15 :30 :45 8 P.M. :15 :30 :45 **CUTTY RYE** 9 P.M. (8:30-10:00) :30 :45 10 P.M. :15 :30 :45 THE BAND OF HEATHENS :15 (10:30-MIDNIGHT) :30 :45 12 A.M. :15 :45

	SUNDAY, OCT. 4
	HIGHWAY 61 BLUES STAGE
	PRESENTED BY DOUBLE QUICK
10 A.M.	& GRESHAM PETROLEÙM
:15	KAIROS BLUES AND GOSPEL BAND
:30	(10:00-10:45)
:45	
11 A.M.	DANIEL ERIKSEN (10:45-11:30)
:15	(10:43-11:30)
:30	TERRY HARMONICA BEAN
:45	(11:30-12:15)
12 P.M.	
:15	LIBBY RAE WATSON
:45	(12:15-1:00)
1 P.M.	
:15	CADILLAC JOHN NOLDEN AND BILL ABEL
:30	(1:00- 1:45)
:45	
2 P.M.	LEO BUD WELCH (1:45- 2:30)
:15	(1.43-2.50)
:30	L.C. ULMER
:45	(2:30- 3:15)
3 P.M. :15	
:15	MICKEY ROGERS AND THE
:45	SOUL BLUES BAND
4 P.M.	(3:15- 4:15)
:15	JASON FRATESI
:30	AND THE DIRT ROAD JAM BAND
:45	(4:15- 5:00)
5 P.M.	
:15	CEDRIC BURNSIDE PROJECT
:30	(5:00- 6:30)
:45 6 P.M.	(A)
6 P.M.	
:30	
:45	
7 P.M.	DWAYNE DOPSIE AND THE
:15	ZYDECO HELLRAISERS (6:30- 8:00)
:30	(0:30- 6:00)
:45	
8 P.M.	

	SATURDA	Y, OCT. 3
	HIGHWAY 61 BLUES STAGE  DOUBLE QUICK &  GRESHAM PETROLEUM	C SPIRE MIGHTY MAIN STAGE
10 A.M.	BRESHAM FEIROLEUM	
:15		
:30		
:45		
11 A.M.	PAT THOMAS	
:15	(11:00-11:45)	
:45	LAMIE	
12 P.M.	ISONHOOD	CEDRIC CEDRIC
:15	(11:45-12:30)	BURNSIDE
:30	JIMMIE DUCK HOLMES	(12:00-1:00)
:45	HOLMES (12:30- 1:15)	
1 P.M.	(12130-1113)	
:15	BILL ABEL	GOOD PAPER
:45	(1:15-2:00)	(1:15-2:15)
2 P.M.	TERRY	
:15	HARMONICA BEAN	
:30	(2:00- 2:45)	BRONWYNNE
:45	JIMMY PHILLIPS	BRENT TRIO (2:30-3:30)
3 P.M.	AND THE	(2:30-3:30)
:15	RUMINATORS (2:45-3:45)	(Carling Carl
:30		MERCACIN
4 P.M.	L.C. ULMER	CTEVE ATAR
:15	(3:45-4:30)	STEVE AZAR (3:45-4:45)
:30	WEDNI DRATT AND	95
:45	KERN PRATT AND THE ACCUSED	
5 P.M.	(4:30-5:15)	VIID7II
:15	BERNARD	KUDZU
:30	JENKINS BAND (5:15-6:00)	(5:00-6:15)
:45	(3.13 0.00)	
6 P.M. :15	JOHN HORTON	
:30	BAND (6:00-7:00)	- @ AMANDA
:45	(0.00-7.00)	SHIRES
7 P.M.	CHDED CHILLY	(6:30-7:45)
:15	SUPER CHIKAN AND THE	
:30	FIGHTING COCKS (7:00- 8:30)	
:45	(7.00 0:30)	
8 P.M. :15		
:15		
:45		ALC: NO.
9 P.M.		
:15		CHRIS STAPLETON
:30		(8:00-9:30)
:45		00 A 102 B
10 P.M.		9999
:15		THE STATE OF THE S
:30		ACTION 1
11 P.M.		OLD CROW
:15		MEDICINE SHOW
:30		(10:00-11:30)
:45		

# **Website Analytics**

#### Website Traffic - June 1, 2015 - October 10, 2015



#### **Top Referring Sites**

facebook.com	2,026
crowmedicine.com	1,265
warfieldpointpark.com	241
bandsintown.com	156
bluesfestivalguide.com	150
funtober.com	104
visitgreenville.com	80
steveazar.com	78

#### **Top Visits By City**

Jackson	3,549
Greenville	1,803
Rock Hill	1,391
Memphis	748
Dallas	638
Nashville	404
Houston	362
Greenwood	356
Cleveland	350

#### Top Devices

Mobile	12,537
Desktop	9,859
Tablet	1,901

#### **Top Devices by OS**

iOS/iPhone	10,705
Android	3,469
Windows	237
Blackberry	23

# **Outdoor Advertising**



2015 Billboard Design

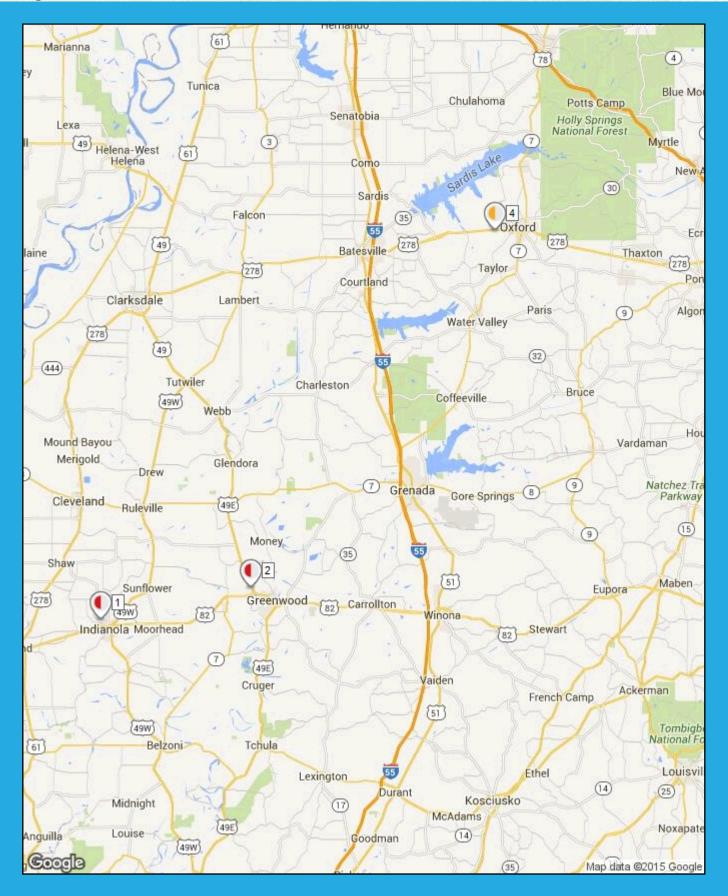
170,969
Weekly Impressions



Billboard at entrance to Warfield Point Park

### **Billboard Locations**

Map



# **Billboard Locations**

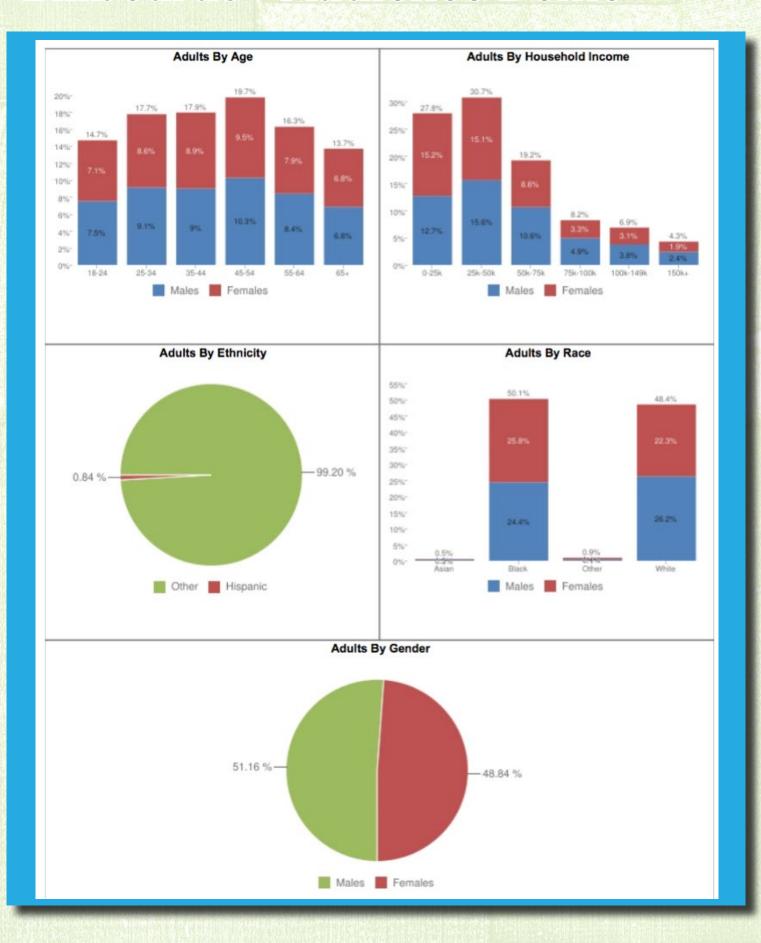
#### **Detail**

	Label	Panel#	TAB ID	Media/Style	Facing	H x W	*Weekly Impressions	Illum.
•	1	5715	192411	Poster / Retro	East	10' 6" x 22' 9"	46760	YES
			TTOM FAC	E/FACING EAST IG & AIR				
1	2	2015	192202	Poster / Retro	East	10' 6" x 22' 9"	27785	YES
ocation: S	/S HWY 82	2 @ LAMB'S	PHOTO F/E	<b></b>				
		ANNON TO						
Current Adv				Poster / Retro	North	10' 6" x 22' 9"	50899	YES
Location: V	3 W/S HWY 1	6032 SOUTH 2N	192453 D S/O WALI	MART F/N OF GREENVILLE	North	10' 6" x 22' 9" 9' 0" x 32' 0"	50899 23671 per spot	YES
Location: V	3 W/S HWY 1 vertiser: L 4	SOUTH 2N AMAR ADVI	YOTA  192453 D S/O WALI ERTISING O  30720044 W/O Thacke	MART F/N OF GREENVILLE Permanent Bulletin /				

Total Weekly Impressions: 170969



### **Billboards - Audience Demo**



# TV Advertising

1,530

DMAs: Greenville, Leland, Indianola, Greenwood, Vicksburg, MS
 Helena, W Helena, Pine Bluff, Hot Springs, Whitehall, AR
 Networks: CNN, ESPN, ESPN2, FOOD Network, FXNC, USA,
 Lifetime, SEC, Travel Network, A&E, FOX Sports South & Family





2015 30 second TV Commercial

# **Print Designs**





DELTA VILLAGE: DINE, DRINK AND SHOP!

DELTA VILLAGE: DINE, DRINK AND SHOP! Vendors will be open all weekend for all your shopping, dining and drinking needs. "MINI" MIGHTY KIDS ZONE - All Day Saturday (parental supervision required) Water walking balls, story tellers, arts & crafts, Delta Music Institute mobile music lab, arts did crafts, Delta Music Institute mobile music lab, musical entertainment, marshmallow roast & more!

JUMBOTRON MOVIES & FOOTBALL Friday Sunset Movie - The Original Muppet Movie Midnight Movie - The Crossroads Saturday SEC FOOTBALL Midnight Movie - A Time To Kill

ONE NIGHT AT JAM CAMP STAGE
Friday & Saturday Late Nights
It's back!! Once the main and blues stage music comes
to an end each evening come out to jam with late
night entertainment!

HEALTH & WELLNESS:
Pilates with Marcella Simmons - Saturday 9:30AM
Blues Stage (bring your own mat)

October 2-4, 2015 • Greenville, MS

# 2015 Handbook

#### GENERAL FESTIVAL RULES:

- NO FIREARMS
  NO ILLEGAL SUBSTANCES
  NO COOLERS OR OUTSIDE FOOD/BEVERAGES
  ALLOWED IN FESTIVAL AREA
  NO GLASS CONTAINERS

- NO GLASS CONTAINERS
  NO UNAUTHORIZED VEHICLES IN FESTIVAL AREA
  NO PERSONAL ELECTRIC OR MOTORIZED
  VEHICLES IN FESTIVAL AREA
  NO UNDERAGE CONSUMPTION OF ALCOHOLIC
  BEVERAGES
  PETS MUST BE ON MINIMUM 6' LEASH AT
  ALL TIMES
  PET OWNERS ARE RESOLUTIONED TO THE

- PET OWNERS ARE RESPONSIBLE FOR CLEAN UP AND DISPOSAL OF ALL PET WASTE WRISTBANDS MUST BE WORN AT ALL TIMES NO REFUNDS

# FRIDAY, OCT. 2 C SPIRE MIGHTY (8:30-10:00)







**Printed Tri-fold Brochures** 

# **Print Designs**



#### \*\*\*\*\*\*\* MIGHTY MAIN STAGE LINEUP

#### OLD CROW MEDICINE SHOW . CHRIS STAPLETON

#### HOSTED BY STEVE AZAR AND JASON FRATESI

ALSO FEATURING SPECIAL GUEST & EMCEE "MOUNTAIN MAN OF DUCK DYNASTY"

The Band of Heathens • Amanda Shires • Kudzu Kings • Bronwynne Brent Trio The Cedric Burnside Project • Cutty Rye • Good Paper of Rev. Rob Mortimer GoofyBoots • Ron Etheridge Jr. & The Damn Shames

#### quick HIGHWAY 61 BLUES STAGE Grestian

Bill Abel - Cadillac John Nolden - Daniel Eriksen - Dwayne Dopsie & The Zydeco Hellraisers
Jamie Isonhood - Jimmy "Duck" Holmes - Jimmy Phillips & The Ruminators
Kairos Blues & Gospel Band - Kern Pratt & the Accused - L.C. Ulmer - Leo "Bud" Welch - Libby Rae Watson
Mickey Rogers & the Soulmasters - Pat Thomas - Super Chikan & the Fighting Cocks

Terry "Harmonica" Bean • The Bernard Jenkins Band • The John Horton Band

October 2-4, 2015 • Greenville, MS

WWW.MIGHTYMSMUSIC.com

MUSIC . CAMPING . FOOD . LIVE SEC FOOTBALL . ARTS & CRAFTS VENDORS





**Concert Lineup Posters** 





#### 2015 Festival Map



# Radio Advertising



Over 3,000 60-second radio spots were played across multiple radio stations and statewide networks within a 200 mile radius, including 100.7 WDMS, WGVM, Max 99.1, WROX, Delta Radio Network, WLTM lite 97.9, Coast 102, WYMX and First Natchez Radio Group.



# Beale St. Caravan



The Beale St. Caravan radio program was on-site to record music and interviews with many of the Mighty Mississippi Music Festival performers.

The Show will broadcast 10 programs to promote the festival and the region. Their free-to-air and online reach includes 400 stations around the world and 2.4 million weekly listeners.

# **Special Thanks to all our sponsors** who supported our Third Annual **Mighty Mississippi Music Festival!**

#### Presenting/Major Sponsors:



















#### **Platinum Sponsors:**















#### **Gold Sponsors:**













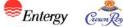






















#### Silver Sponsors:

























# Thanks to our 80+ Volunteers!



### **Prepared By:**

# NEW MEDIA

Premier Social Media Strategy and Online Advertising Consultant for Fairs, Festivals, Rodeos and Entertainers

Photos contained herein by Steve Richo