

2023 Philadelphia Chinese Lantern Festival Marketing Report

SUBMITTED BY EN ROUTE SEPTEMBER 22, 2023

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- Similar to last year, Facebook and Instagram represented two of the largest traffic sources to the Lantern Festival website.
- Although Google Ads were effective due to the increase in price for certain keywords we weren't able to get as many conversions as last year.
- The 25-44 age still represents the highest percentage of ticket purchases and website visits, according to Google Analytics.
- VisitPhilly was the largest referral source to the Lantern Festival website, in addition to organic promotion they also ran paid social media ads on their own socials as a valued partner.
- Reducing the number of maps/brochures from 100,000 to 65,000 proved to be a more efficient quantity.
- Though we did not utilize traditional radio spots, our partnership with Audacy led to effective streaming ads and created added value with engaging promotional video content using their talent on social media.
- A diverse media mix of print, outdoor, digital, and broadcast advertising provided awareness to a wide variety of audiences to reach our desired goals.

SOURCES: Survey of 1,079 Festival Attendees

- Word of Mouth: 23%
- Online Search: 18%
- Other: 15%
- Other Social Media Accounts: 14%
- Visit Philadelphia/VisitPhilly.com: 14%
- TV News or Program: 12%
- Calendar or Event Listings: 9%
- Print/Online News Story: 8%
- TV Advertisement: 8%
- Historic Philadelphia/Franklin Square Website: 7%
- Website Advertisement: 6%

- Lantern Festival Posters/Rack Cards: 5%
- Historic Philadelphia/Franklin Square Social Media: 4%
- Philadelphia Inquirer Advertisement: 3%
- Outdoor Advertisement (bus shelter/billboard): 3%
- Wooder Ice (social media/email): 1.7%
- Independence Visitor Center: 1.3%
- Philadelphia Phillies Game/Citizens Bank Park: 0.5%
- Metro Chinese Weekly: 0.5%
- B101/96.5FM: 0.2%
- Hulu Advertisement: 0.1%

WEBSITE ANALYTICS

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Users by Session default channel group

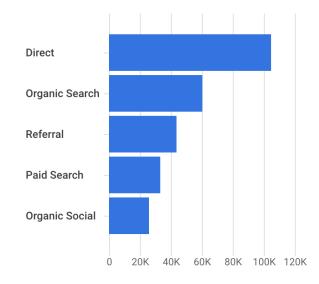
WEBSITE ANALYTICS

The Lantern Festival generated 1,241,126 pageviews and a total of 2,493,338 website engagements from June 1 to August 13.

- Total Website Users: 258,436
- Total Sessions: 408,798

Top pages visited:

- Home Page: 845,350 pageviews
- Must See: 174,202 pageviews
- FAQ: 110,945 pageviews
- Must See 2: 64,897 pageviews
- Panda Promotion: 26,727 pageviews
- Student Contest: 7,739 pageviews



Session default channel group 🝷 ·

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↓ Users Sessions
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	258,436 100% of total	408,798 100% of total
1 Direct	102,960	154,317
2 Organic Search	57,838	100,240
3 Referral	43,245	63,405
4 Paid Search	33,107	53,742
5 Organic Social	25,528	28,508
6 Cross-network	6,458	10,159
7 Display	3,108	4,199
8 Unassigned	1,257	1,444
9 Organic Video	223	281
10 Email	101	130

WEBSITE ANALYTICS

Referral Traffic: What websites sent visitors to the Lantern Festival website?

- VisitPhilly.com was by far the largest referral source, accounting for nearly 23.8% of all referral traffic. This demonstrated the power and success of the partnership.
- When phillyfamily.com, a "mommy blog" was identified as a significant traffic source, tickets and additional information were offered to this valued partner.
- Franklin Square's Instagram account (Linktr.ee) generated more than 11% of all referral traffic during the Festival.
- All referral traffic generated 16.73% of total traffic to the Chinese Lantern Festival website.

	Session default channel group 👻	Session source / medium 👻 🗙	↓ Users	Sessions
	5 1			
			43,245	63,405
			16.73% of total	15.51% of total
1	Referral	visitphilly.com / referral	15,985	22,075
2	Referral	historicphiladelphia.org / referral	10,148	16,794
3	Referral	phillyfamily.com / referral	7,437	11,833
4	Referral	linktr.ee / referral	7,335	8,133
5	Referral	phillymag.com / referral	572	879
6	Referral	inquirer.com / referral	522	805
7	Referral	6abc.com / referral	441	584
8	Referral	thephiladelphiacitizen.org / referral	408	644
9	Referral	billypenn.com / referral	233	307
10	Referral	phillyvoice.com / referral	163	218

GOOGLE SEARCH

Examples of websites that sent visitors to the Lantern Festival website.

- VisitPhilly: <u>https://www.visitphilly.com/things-to-do/events/philadelphia-chinese-lantern-festival-at-franklin-square/</u>
- The Philadelphia Inquirer: https://www.inquirer.com/philly-tips/chinese-lantern-festival-philadelphia-2022.html
- Philadelphia Family: https://phillyfamily.com/event/philadelphia-chinese-lantern-festival-in-franklin-square/2022-08-04/
- Discover Philadelphia: <u>https://www.discoverphl.com/blog/philadelphia-chinese-lantern-festival/</u>
- NBC Philadelphia: <u>https://www.nbcphiladelphia.com/entertainment/the-scene/chinese-lantern-festival-lighting-up-phillys-franklin-square-for-an-extra-week/3322578/</u>
- 6ABC: <u>https://6abc.com/philadelphias-chinese-lantern-festival-franklin-square-chinatown-restaurants-temple-of-heaven/12027307/</u>
- 94.5 WPST: https://wpst.com/extended-the-chinese-lantern-festival-is-in-philadelphia-for-another-week/
- Old City District: <u>https://www.oldcitydistrict.org/events/philadelphia-chinese-lantern-festival-franklin-square</u>
- The Hammonton: https://www.hammontongazette.com/post/chinese-lantern-festival-returns-to-philadelphia-072722
- WHYY: https://whyy.org/articles/philadelphia-chinese-lantern-festival-returns-franklin-square/
- PhillyMag: <u>https://www.phillymag.com/things-to-do/philadelphia-chinese-lantern-festival/</u>
- GuidetoPhilly: <u>https://guidetophilly.com/philadelphia-chinese-lantern-festival/</u>
- PhillyVoice: https://www.phillyvoice.com/philly-chinese-lantern-festival-franklin-square-2022/
- Axios Philadelphia: <u>https://www.axios.com/local/philadelphia/2022/06/24/philadelphia-weekend-chinese-lantern-festival</u>
- Campus Philly:<u>https://campusphilly.org/event/philly-night-out-at-the-chinese-lantern-festival/</u>

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WEBSITE ANALYTICS

Website traffic from social media

- Although it says "Organic Social", this includes paid social ads as well. The new version of Google Analytics (Ga4) requires unique UTM tracking for each ad you decide to run in order to list it as a "Paid Social" channel of acquisition. This was not created due to the number of social ads we ran and the timeliness of each campaign.
- This data does not include traffic from Franklin Square's Instagram posts, which is listed under Linktr.ee on the previous page.
- Links from Facebook include both posts and stories.
- T.co is the link for Twitter.com.
- The m/lm/l.facebook.com and Instagram are link shims which are privacy measures that Meta takes to protect user information – currently, you can't combine these sources together as you could in Universal Analytics.

	Session default channel group 👻	Session source 👻 🗙	↓ Users	Sessions
			25,815 9.79% of total	28,885 6.93% of total
1	Organic Social	m.facebook.com	14,894	16,050
2	Organic Social	l.facebook.com	4,555	5,477
3	Organic Social	lm.facebook.com	3,173	3,522
4	Organic Social	Audacy	1,819	1,971
5	Organic Social	instagram.com	1,422	1,634
6	Organic Social	l.instagram.com	255	274
7	Organic Social	facebook.com	74	74
8	Organic Social	t.co	57	63
9	Organic Social	snapchat.com	18	26
10	Organic Social	messages.google.com	9	14
11	Organic Social	yelp.com	8	9
12	Organic Social	linkedin.com	7	8
13	Organic Social	smartnews.com	6	6
14	Organic Social	tripadvisor.com	6	9
15	Organic Social	pinterest.com	3	3

WEBSITE ANALYTICS

Top locations based on web traffic

\downarrow	Country 👻	Region - X	↓ Users
			258,436 100% of total
1	United States	Pennsylvania	106,808
2	United States	New York	33,540
3	United States	New Jersey	28,259
4	United States	Virginia	28,184
5	United States	Georgia	17,019
6	United States	Michigan	15,229
7	United States	Ohio	15,043
8	United States	North Carolina	14,590
9	United States	Florida	14,476
10	United States	Indiana	13,046

PAID MEDIA

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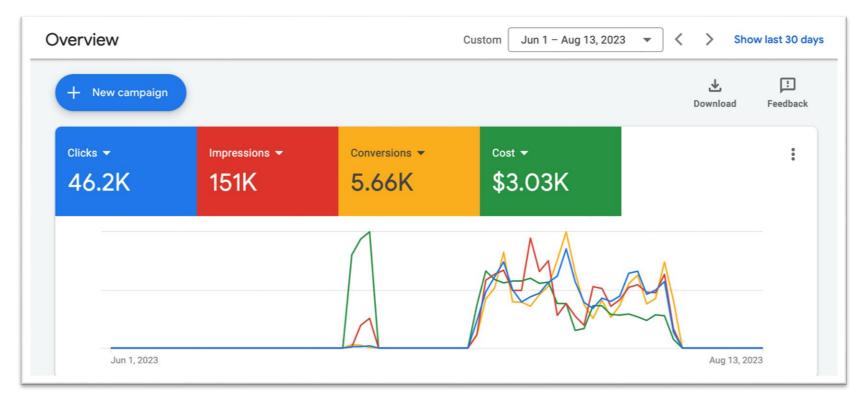
PAID MEDIA BUDGET

TOTAL PAID MEDIA BUDGET	<u>\$161,780.83</u>
Berry & Homer (Signage)	\$600.00
Kelly & Partners (Printing)	\$632.00
FastSigns (Signage)	\$4,986.41
Fiore Design (Signage)	\$3,672.50
Graphic Design (Advertising/Collateral)	\$14,800.00
Rack Card Printing	\$2,710.05
Festival Map/Brochure Printing	\$7,627.76
Wooder Ice Activations and Promotion	\$5,000.00
Audacy Radio Ads and Digital Ads	\$5,350.00
6abc Television and Hulu Streaming Ads	\$41,000.00
Philadelphia Phillies (baseball) In-Stadium Ads	\$25,000.00
Intersection Digital Bus Shelters and Outdoor LinkPHL Screen Ads	\$22,000.00
Independence Visitor Center Digital Screen Ads	\$4,000.00
The Philadelphia Inquirer Print Ads	\$6,552.00
Metro Chinese Weekly Print Ads and WeChat Stories	\$4,000.00
VisitPhilly.com Digital Ads	\$4,000.00
Inquirer.com Digital Ads	\$2,818.32
Social Media Advertising	\$3,000.00
Google Ads (Search Engine Marketing)	\$3,031.79

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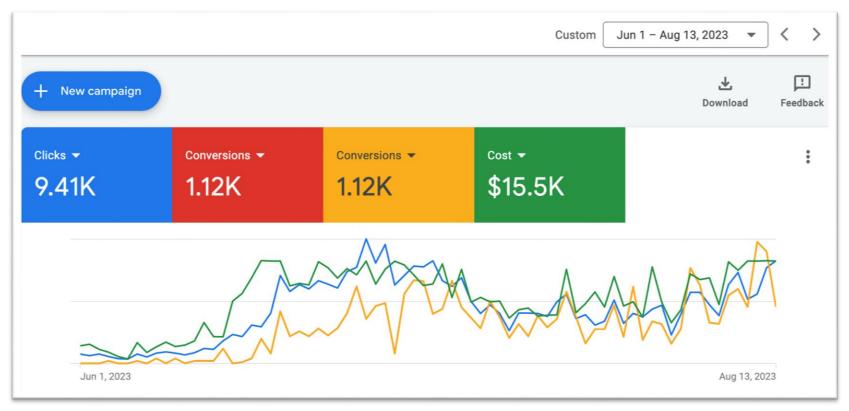
Top highlights of the 2023 Google Paid Ads campaign:

- Impressions: 150,967
- Clicks: 46,161
- CTR: 30.58%
- Conversions: 5,655

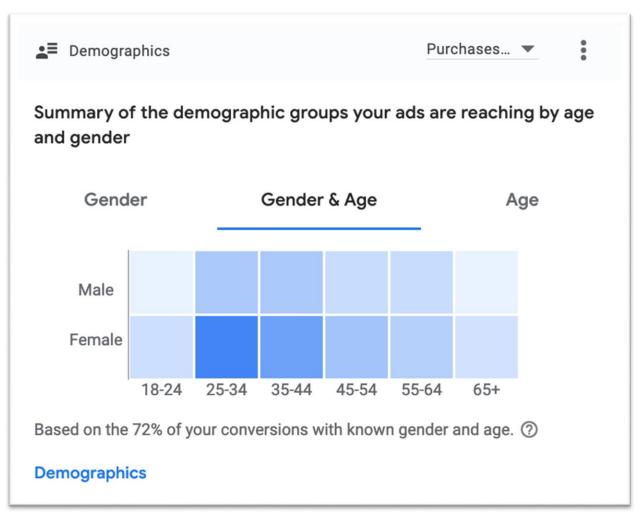


Top highlights of the 2023 Google Grant Ads campaign:

- Impressions: 26,665
- Clicks: 9,412
- CTR: 35.30%
- Conversions: 1,119



Google Ads (paid) demographic breakdown based on ticket purchases:



Top 5 keywords used in searches that resulted in ticket sales conversions:

K Search keywords	Add keyword				
Summary of how your keywords are performing					
	Conversions 🔻	Clicks 💌	CTR 🔻		
Chinese Lanterns	2,026.79	16,278	63.17%		
• events to do in philadelphia	350.98	2,583	65.19%		
Philadelphia Chinese Lantern Festival	317.40	2,783	68.03%		
Philly Events	217.63	1,709	64.54%		
Lantern Festival	217.48	1,549	59.74%		

SOCIAL MEDIA ADVERTISING

Social Boosts Overview

- 4 Boosted Posts: 4 reels
- Impressions: 218,691
- Reach: 117,420
- Clicks: 2,539
- Total budget: \$1,000

Social Media Ads Overview

- Six Ads: 4 reels and 2 graphics
- Impressions: 1,000,120
- Reach: 341,036
- Conversions: 8,716 checkouts initiated*
- Total budget: \$2,000

*Due to Meta's opt out option for tracking, some conversions are not tracked.

Top Performing Ad (boosted and social)

by Reach and Conversions



PAID MEDIA: Inquirer.com

Digital Display Ads: 351,973 Impressions

Start 6/27 – End 8/13

Plus ads in Outdoors and Things To Do newsletters



PAID MEDIA: Inquirer.com







PAID MEDIA: VisitPhilly.com

Fluid Banners Ads (817,608 Impressions)

Event Articles

Note: VisitPhilly also ran paid ads outside of our campaign on their social media channels





SPONSORED 12



CLICK HERE



PAID MEDIA: Independence Visitor Center

Vertical Ad Display (below)

Welcome Wall (right)

Start 6/9 – End 8/1





PAID MEDIA: Intersection Outdoor Ads

8 Weeks LinkPHL Screens and Bus Shelters

2.45 million Impressions

Start 6/21 – End 8/13





PAID MEDIA: Intersection Outdoor Ads





PAID MEDIA: Phillies Stadium Advertising

Branded Masthead (23 games)

Pregame Video (23 games)

In-Park TV Advertising (10 games)

Lucky Row (3 games)





PAID MEDIA: B101 Streaming and Digital Ads

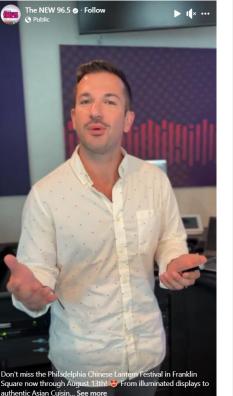
Streaming and Banner Ads (203,019 Impressions)

Facebook/Instagram Videos (167,576 Impressions)

On Air Mentions

Ticket Giveaways

Run Dates: 07/17-08/06/23			
Facebook // Instagram			
Impressions	167,576		
Clicks	3,492		
CTR %	2.08%		
Reach	80,384		
Frequency	2.08		
Post Reactions	421		
Shares	150		
Comments	32		

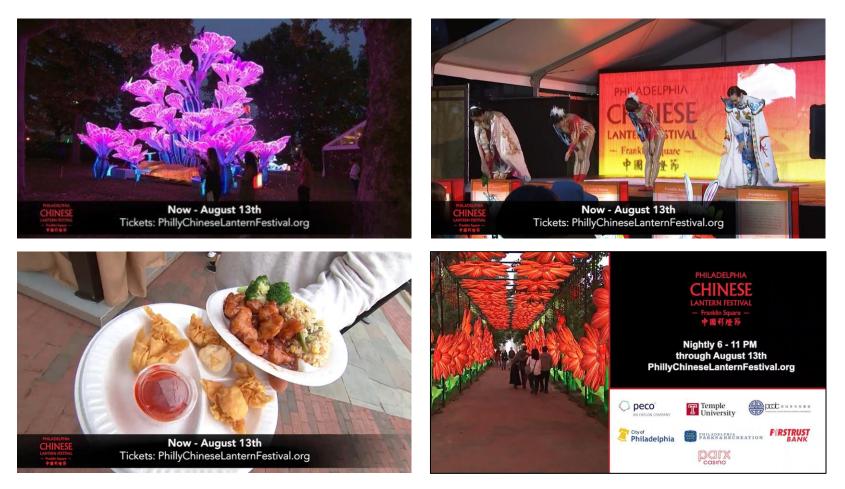




PAID MEDIA: 6abc TV, Digital, and Hulu Ads

272 :15 TV Spots, 9.58 Million (Start 6/21 – End 8/13) Impressions

Hulu: 388,891 Impressions



PAID MEDIA: 6abc TV, Digital, and Hulu Ads

Festival Coverage on FYI Philly TV Show

- Filmed entire special at Franklin Square
- :15 open and close billboards
- Program aired twice
- 6abc.com Ticket Sweepstakes

8 Facebook Posts (244,420 Impressions)

8 Instagram Posts (124,477 Impressions)



PAID MEDIA: Metro Chinese Weekly

2 Half-Page Ads and WeChat Headline Article:

Print Circulation: 15,000



PAID MEDIA: Metro Chinese Weekly

WeChat Guide

45,000 Digital Subscribers

费城中国彩灯节在富兰克林广场于2016年首次亮相,至今已有7年的辉煌历程(疫情期间2年 未能召开)但每次的彩灯节依然令人惊叹。

这个盛会每年吸引着数以万计的游客前来观赏,不仅为费城市民带来了丰富多彩的夜生活,还 为影**须这众。[J]]回空脸。民间杂四等多篇中国信贷交役**在这座城市中的传播贡献了力量。



去年的费城中国彩灯节展示堪称震撼,比以往任何一年都更为壮观!更令人难以置信的是, 每的影响带观漠浴浴道去每0 准备好迎接比你想象中更华丽、更宏大的盛会吧!



据说啊,共动用了150多名四川自贡的花灯手艺人用了数月的时间才完成。整个展出耗费2万 英尺(约6096米)的丝绸。1.6万英尺(约4876米))电缆。

PAID MEDIA: The Philadelphia Inquirer

Quarter-Page Ads:





PAID MEDIA: Wooder Ice Partnership

Two Interactive Game Nights

3 Social Media Posts and Giveaways (99,000 Impressions)

Email Blasts to Subscribers (10,000 Impressions)





Unpaid Posts from Partners

...

Philadelphia Convention & Visitors Bureau

Discover Philadelphia O 7h · O

Franklin Square radiates with the illuminating glow of the Chinese Lantern Festival.

Experience the enchantment of the Philadelphia Chinese Lantern Festival in Franklin Square, a captivating event that showcases stunning handcrafted lanterns, cultural showcases, and a rich tapestry of Chinese art, music, and culinary delights, creating an immersive and unforgettable experience for all ages.





One of Philadelphia's most unique and stunning annual events illuminates historic Franklin Square every summer.

The Philadelphia Chinese Lantern Festival transforms Philadelphia's Frankli at 6th and Race Streets — just a short walk from the Pennsylvania Conver Center — into a dreamlike garden filling it with massive lantern displays the celebrate the cultural traditions of China. Guests can enjoy this spectacular through August 13.

Find more can't-miss annual events in Philadelphia to plan your visit, meet event around https://lnkd.in/e_DyWMwD

#discoverPHL #AnnualEvents #LanternFestival #MeetingsAndEvents #MeetingProfs #EventProfs #Philadelphia



Visit Pennsylvania



SOCIAL MEDIA

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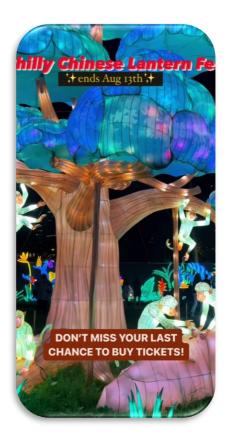
SOCIAL MEDIA: Collaborations



 Accepted collaboration request from Temple, helping reach a total of 17,741 Instagram accounts



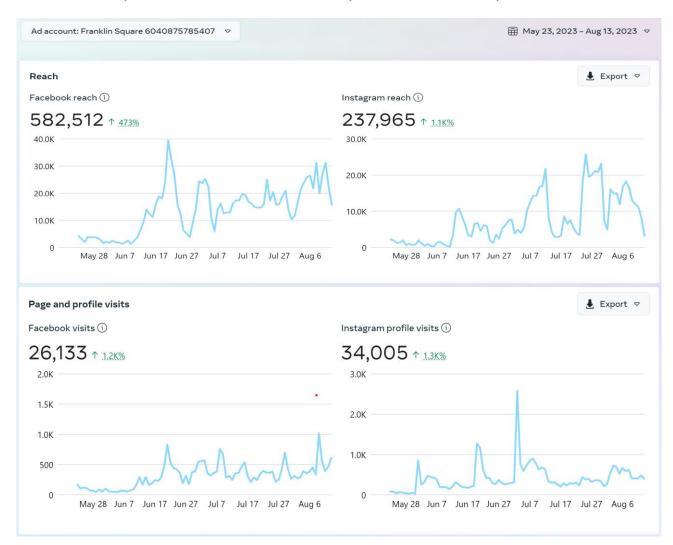
 Collaborated on a reel with Campus Philly directed at college students, reaching a total of 22,200 Instagram accounts



Collaborated on a reel with influencer @kait_touchthis, who shared the content to an audience of 14,200 followers

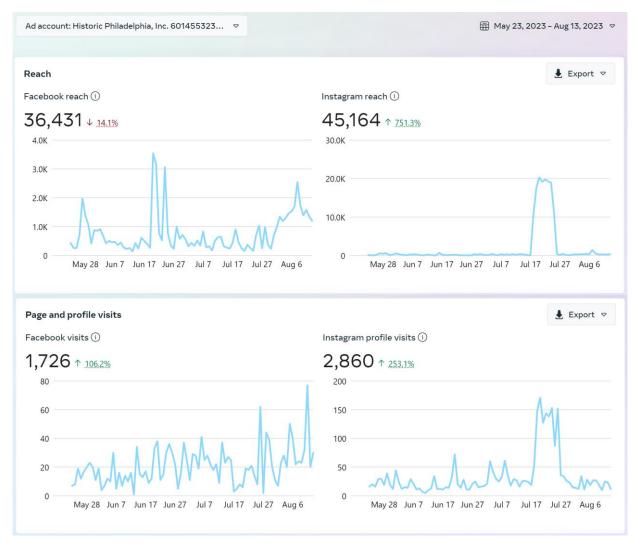
SOCIAL MEDIA RESULTS

Data includes all Philadelphia Chinese Lantern Festival posts on Franklin Square accounts.



SOCIAL MEDIA RESULTS

Data includes all Philadelphia Chinese Lantern Festival posts on Historic Philadelphia, Inc. accounts.



INFLUENCER ENGAGEMENT

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INFLUENCER MARKETING

En Route recruited 21 regional social media influencers to attend Opening Night of the Lantern Festival. The following are a sampling of the influencers.

@WildKidsWander

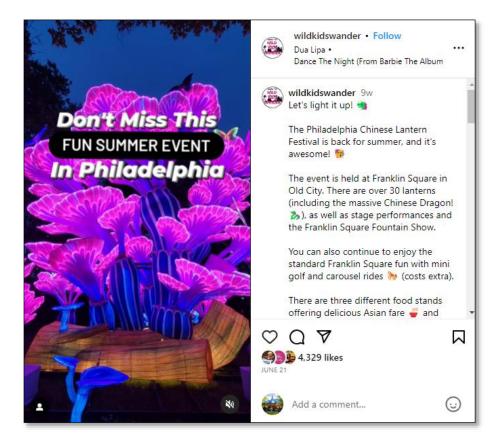
- Followers 53.4k
- Engagements 4,390
- Views 105k

@phillydateideas

- Followers 38.7k
- Engagements 15.2k
- Views 375k

@Kait Touch This

- Followers 14.1k
- Engagements 338
- Views 5,707



E-MAIL MARKETING

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E-MAIL MARKETING

Subject Line	NEWS-FLASH: Philadelphia Chinese Lantern Festival Returns June 21	SPECIAL DISCOUNT: Philadelphia Chinese Lantern Festival returns to Franklin Square June 21, 2023	PSST: Check out these insider tips to enjoy the Philadelphia Chinese Lantern Festival	Only two weeks left to see the dragons in Franklin Square!	Final days to experience the magic of the Lantern Festival!	Lantern Festival closes THIS SUNDAY.	SUNDAY is your last chance to experience the lanterns!
Date	April 21	June 9	July 18	July 27	August 2	August 8	August 11
Emails Sent	14,692	90,508 (All past ticket buyers)	24,434	25,707	24,139	24,054	23,997
Opens	7,209	51,576	12,964	15,547	14,333	14,297	11,636
Click Rate	2.6%	2.6%	1.1%	1.0%	0.8%	.9%	1.3%
Clicks	251	2269	258	235	180	196	294

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10,000 Rack Cards



Marvel at all-new, larger-than-life illuminated lanterns and enjoy authentic cultural performances including plate spinning, folk dancing, jar juggling, and the fan-favorite Face Changer Dine on Asian cuisine and American favorites, have a toast in the Dragon Beer Garden, and stroll the festival with your cocktail! Stage Performances: 7:30 pm, 9 pm, 10:15 pm Fountain Shows: 6 pm, 6:30 pm, 7 pm, 8 pm, 8:30 pm, 9:30 pm, 10 pm Pavilion, free with Festival admission. Fridays & Saturdays. 6:30 pm 7:15 pm & 9 pm Dumpling Demonstration with Sang Kee 8:15 pm Festival Admission Adults 822 Sunday - Thursday | 825 Friday & Saturday Seniors (Ages 65+) & Military (With ID & Comes With One Guest) \$20 Sunday - Thursday | \$23 Friday & Saturday Youth (13-17) \$20 Sunday - Thursday | \$23 Friday & Saturday Children (3-12)* 514 Sunday - Saturday | Under 2: FREE *All children must be acc **Festival Hours:** Nightly 6 - 11 pm Franklin Square opens daily at 6 am, the attractions open at 10 am, and close at 5 pm each day in preparation for the Festival. FIRSTRUST Temple University O peco parx Historic TiAvver @arc...... ? Cover Philadelphia

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65,000 On-Site Brochures

