# Metrics Associated with the All American Tattoo Convention 2017 Held April 14-16, 2017





- 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. Bottom Line



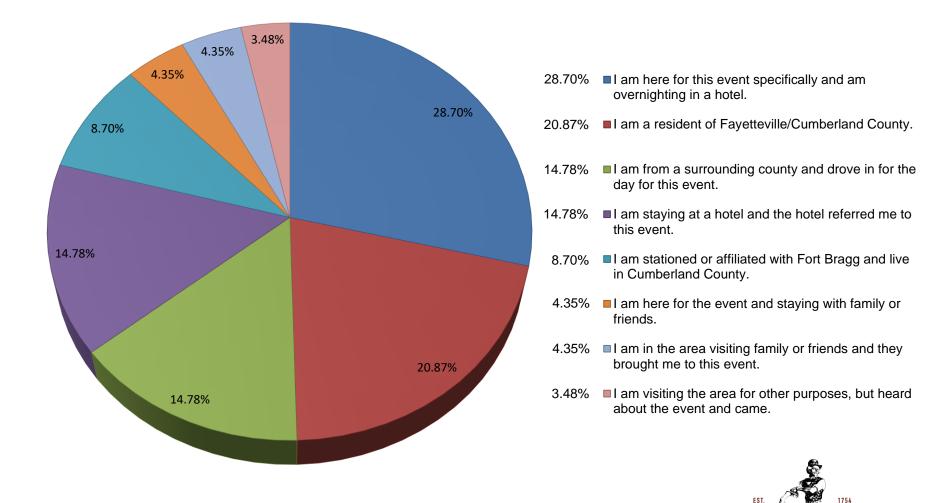


## Introduction

- All data was collected by the Tattoo Convention staff during the event.
- Tattoo Convention management estimated **15,000** attendees prior to the event.
- There were **115** completed surveys.
- Using the 15,000 attendees, the Confidence Interval for this presentation with a 115 Sample Size is +/- 9.1%. Because of the size of the sample the Confidence Interval did not meet the "best practice" of +/- 5%.



## They Identified Themselves as...



CUMBERLAND COUNTY, NC

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CONVENTION

## Where Were They From?

### **Overview**

- All **115** completed surveys provided a valid zip code.
- **59** were from North Carolina and **60** were from more than 100 miles from Fayetteville.
- **33** identified themselves as being here specifically for the event and overnighting in a hotel.

## Top 5 by State

1. North Carolina

59

4

2

- 2. Florida & South Carolina
- South Carolina 8 3. New Jersey, New York
- & Maryland
- 4. 4 States Tied 3
- 5. 6 States Tied

## **Top 5 by County**

3

2

1

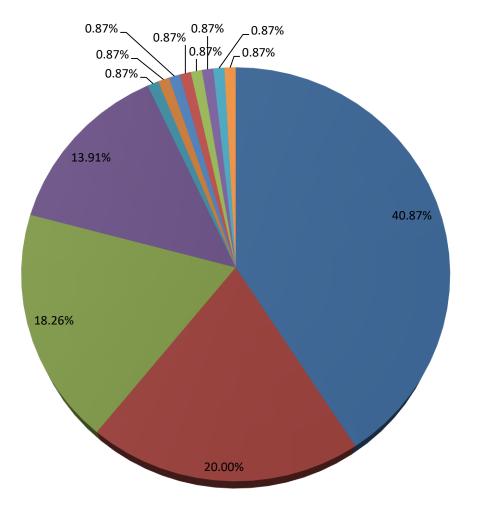
- 1. Cumberland, NC 32
- 2. Harnett, Hoke, Wake, NC
  - & Orange, FL
- 3. Many Counties Tied
- 4. Many Counties Tied

### Top 4 by City

1.	Fayetteville, NC	25
2.	Raeford & Fort Bragg, NC	3
3.	Many Cities Tied	2
4.	Many Cities Tied	1



## How Did They Find Out About Event?



40.87%	Word of Mouth
20.00%	Internet
18.26%	Invitation
13.91%	Facebook
0.87%	Radio
0.87 %	Flaks
0.87 %	Movie Theater Ad
0.87 %	Worldtattooevents.com
0.87 %	Operation Tattooing Freedom
0.87 %	Another Event
0.87 %	Convention
0.87 %	Other Social Media



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## Survey Requirements

### Requirement

### What is the zipcode where vou currently live:

(must be a valid 5 digit zipcode)

#### I AM: (Select One)

- (1) A resident of Fayetteville/Cumberland County
- (2) Stationed or affliated 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 A. Which Hotel?
- (6) Here for this event specifically and am overnighting in a hotel A. Which 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

#### How did you hear about the

- event:
- Billboard 0
- Brochure Invitation
- Magazine
- Newspaper
- Posters
- Word of Mouth 0



based on presentation made on advertising to be used.

### Information Provided

#### **Results by Question** All American Tattoo As of: 4/24/2017 12:24:53 PM

#### Ouestions

#### Page: 1

What is the zip code where you currently reside?

How did you hear about this event?

Chose the statement that best applies:

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?

Do you wish to be on our email mailing list events and things to do

If YES, please provide email address.



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## Bureau Generated Publicity Press Release

Written June 2016 and distributed to relevant publications at the time.

February 7<sup>th</sup> – Distributed to 578 East Coast publications - Travel and Event based publications, those interested in veterans events and tattoos.

February 22<sup>nd</sup> & 23<sup>rd</sup> – Distributed to 16 tattoo related media outlets and 198 motorcycle media outlets.



#### The All-American Tattoo Convention Gives Back to Military 3-Day event to bring national talent to Cumberland County, NC

FAYETTEVILLE, NC – The Fayetteville Area Convention and Visitors Bureau (FACVB) welcomes The All American Tattoo Convention to the Crown Complex Friday, April 14 - Sunday, April 16, 2017. The goal of the convention is to give the brave servicemen and women of the armed forces the opportunity to be tattooed by some of the industry's brightest stars as well as providing support to the military through donations to several organizations. Home of Fort Bragg, the largest military base in the country, Cumberland County is the ideal location to host one of the South's most popular tattoo conventions.

Members of the armed forces and tattoos have a long history, which dates back to the beginning of the 20th century. For many service members tattoos can serve as artistic reminders of friends they've made and lost along the way, or a symbol of pride for their service to our country. These tattoos often tell the story that words fail to express for these veterans and servicemen.

It is estimated that over 75% of all active duty soldiers have at least one tattoo and the region around Fort Bragg has one of the largest tattoo shop per square mile ratios in the country. "This convention is another example of how Cumberland County celebrates its strong ties to the military," explains John Meroski, FACVB President. "Tattoos offer these brave men and woman a unique form of expression that is American at its core."

In addition to some of Cumberland County's brightest tattoo stars, other notable artists are traveling across the country to participate in the convention. Talent includes veteran tattoo artists Peter Justice, Chris Saint Clark, Dave Clarke & Chris Blinston as well as some of the world's most sought after tattoo artists, Kristel Oreto, Carl Grace, Pete Terranova & Marshall Bennett. Big Gus & Jasmine Rodriguez from Spike TV's Tattoo Nightmares; Joey Tattoo from Spike TV's Tattoo Rescue and James Vaughn, Madison Loftis and TJ Hal from Ink Master are just a few of the other tattoo artists coming to the area. Additional events and personalities include the Half Pint Brawlers, The New Olde City SideShow, Burlesque & Pin-Up show, Fayetteville Rouge Rollergirls and EmCee Dr. Carl Blasphemy.



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## Bureau Generated Publicity Blogging

#### February 21<sup>st</sup> – Go Fayetteville Blog Written

#### GOT INK?

#### February 21, 2017

Fayetteville is preparing to welcome the first All American Tattoo Convention (AATC) to the Crown Expo Center this spring (April 14 – 16). Home to the fighting forces of Fort Bragg, Cumberland County could not be a more perfect host for an event that aims to bring together our military heroes and the industry's best artists. This three-day convention promises something for tattoo addicts, artists, and admirers, and we are sharing just a small taste of what is in store for the event's visitors.

#### The Artists

Get to know the tattoo artists who are making names for themselves. These experts have worked on shows like *Tattoo Rescue* and *Ink Moster* and are traveling from places as far away as Las Vegas, Austin, and Nashville to show off their skills. In addition, some local rock stars will be representing Cumberland County well. We are excited to see a line-up of artists representing Chop Shop Tattoos from Hope Mills, Monkey House Studio from Spring Lake, American Tattoo Society from Fayetteville, and many more shops.

#### The Entertainers

Attend the convention for the ink, but stay for the entertainment. For starters, the event

is being emceed by "The Voice of the Tattoo World," Dr. Blasphemy. The convention could not call itself an "All American" event without Air Born Aerial Fitness artists putting on their cirque-style show, the All Veteran Parachute Team dropping in, or the Fayetteville Roller Derby teams showing off their fierce skills. The weekend's entertainment lineup includes all three of these groups, plus more unique shows.

#### The Merchants



Plan on checking out all the onsite vendors who will be hawking everything related to the tattoo lifestyle. You may want to hit up Sullen Art Collective for their clothing and accessory lines. Have an old tattoo that needs to go? Then visit Fayetteville Plastic Surgery. If you are an artist, you will want to stock up on ink at World Famous Tattoo Ink.

Are you attending the AATC or visiting the Fayetteville area soon? Check out the Fayetteville Area Convention & Visitors Bureau's (FACVB) Calendar of Events for help with planning more things to do during your "All American" visit. The FACVB also offers many resources and helpful information on Accommodations, Restaurants, and more.

(Featured image courtesy of @chopshoptattoas, with credit given to JDR Photography.)



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## **Bureau Generated Publicity** Go Fayetteville Blog Facebook



#### Go Fayetteville Blog

Published by Jenny Bell (?) · April 12 at 11:28am · 🚱

In just 2 days, the first All American Tattoo Convention kicks off in Fayetteville! Here's a small taste of what's in store. #GoFayetteville #GetInked



#### Got Ink? - Go Fayetteville

Fayetteville is preparing to welcome the first All American Tattoo Convention this spring, promising something for tattoo addicts, artists, and admirers.

GOFAYETTEVILLE.COM

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-	Like · Reply · Commented on by Jenny Bell	1 [?] · April 12 at 11:31am
19	Write a comment	0 8



Go Fayetteville Blog

Published by Jenny Beil 🖓 · February 21 · 🕅

Just a taste of what's in store for all the Tattoo Addicts, Artists, and Admirers who attend The All American Tattoo Convention . . .

(Crown Complex, American Tattoo Society, Chop Shop Tattoos, Monkey House Studio, Air Born Aerial Fitness, All Veteran Parachute Team, Fayetteville Roller Derby, Fayetteville Plastic Surgery & Cape Fear Aesthetics MedSpa)



#### Got Ink? - Go Fayetteville

Fayetteville is preparing to welcome the first All American Tattoo Convention this spring, promising something for tattoo addicts, artists, and admirers.

GOFAYETTEVILLE.COM

681 people reached



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## Bureau Generated Publicity Calendar of Events

Event Calendar Listing Uploaded and Published to: VisitFayettevilleNC.com, AAA Go Magazine Web, Carolina Country Print & Web, News 14 Carolina, SC Living – Web, Trip Advisor, VisitNC.com, ABC 11, Event Crazy, Fayetteville Observer and WRAL.com.













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### **Social Media Outlets**

Twitter









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Twitter

Fayetteville, NC CVB Retweeted
 Fayetteville, NC CVB Retweeted
 Adv Ink Magazine @magazine\_247 · Apr 14
 Adv Ink Mag is at the All American Tattoo Convention in Fayetteville, NC Say Hi to
 Mark Longenecker, Fame Montalvo & Ashley Velazquez! 247



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Fayetteville, NC CVB @VisitFayNC - Apr 15 Vlogger @Themrstee is at @AllAmerTattConv this w/e. Today she'll talk 2 @InkMaster artists. Here's Friday's recap.



The All American Tattoo Convention 2017 | Day 1 \*\*Disclosure: All #AllAmericanTattooConvention content from themrstee is #Sponsored by @abc11\_wtvd #TheMrsTee The All American Tattoo Conventi... youtube.com

23 1 1 19



2

Fayetteville, NC CVB @VisitFayNC · Apr 17 Our friend @themrstee met great local and well-known @SpikelnkMaster artists at @AllAmerTattConv this w/e.



The All American Tattoo Convention Day | VIP Meet & Greet PLUS Artist... Day 2 of The All American Tattoo Convention was the day of the VIP Meet & Greet and my chance to grab my Quick Style Interviews with a few of the artis... youtube.com



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### **Social Media Outlets**

Facebook



 Fayetteville Area Convention and Visitors Bureau

 Published by Melody Vealey Foote [?] · February 11 · @

The All American Tattoo Convention will will welcome internationally known artists such as Carl Grace Tattoos, Joey Tattoo, Kristel Oreto, BIG GUS INK, Jasmine Rodriguez and Dave Clarke Tattoo. The show, March 14-16 at Crown Complex focuses on giving back to the military.



#### Press Releases > FACVB

FAYETTEVILLE, NC – The Fayetteville Area Convention and Visitors Bureau (FACVB) welcomes The All American Tattoo Convention to the Crown Complex Friday, April 14 - Sunday, April 16, 2017. The goal of the convention is to give the brave servicemen and women VISITFAYETTEVILLENC.COM

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93 people	reached		Boost Post
👍 Like	Comment	A Share	<b>\$</b> -





Fayetteville Area Convention and Visitors Bureau shared Go Fayetteville Blog's post. Published by Melody Vealey Foote [?] - February 22 -

Go Fayetteville Blog provides sample of what attendees at The All American Tattoo Convention will experience. Read on:

Crown Complex American Tattoo Chop Shop Tattoos Monkey House Studio Air Born Aerial Fitness All Veteran Parachute Team Fayetteville Roller Derby Fayetteville Plastic Surgery & Cape Fear Aesthetics MedSpa



Published by Jenny Bell [?] - February 21 - 🚷

Just a taste of what's in store for all the Tattoo Addicts, Artists, and Admirers who attend The All American Tattoo Convention . . .

(Crown Complex, American T...

See More



Got Ink? - Go Fayetteville

Fayetteville is preparing to welcome the first All American Tattoo Convention this spring, promising something for tattoo addicts, artists, and admirers. GOFAYETTEVILLE.COM

**Boost Post** 

277 people reached

Fayetteville Area Convention and Visitors Bureau Published by Melody Vealey Foote (?) · March 21 at 9:19am · 🛞

The All American Tattoo Convention will bring some of the nation's best tattoo artists to Fayetteville Crown Complex from April 14-16. The goal of the the show is to give military's heroes a chance to be tattooed by some of these artists. Mr.James Vaughn, Alli Baker Carl Grace Tattoos and Marisa LaRen are just a few of the artists attending. Find the full line up of artists and links to plan your stay in Fayetteville at

AllAmericanTattooConvention.com

#### All American Tattoo Convention – Worlds Largest Tattoo Convention for the tattooed MIlitary

We love being in Fayetteville, close to the largest military base in the free world. 80% of the tattoo clientele in the area are active duty or veterans. We want to give back more than just with our art.

ALLAMERICANTATTOOCONVENTION.COM

207 people reached	Boost Post
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Write a comment	0 🥲



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### **Social Media Outlets**

Facebook



The #AllAmericanTattooConvention is next weekend. Go Fayetteville Blog recently recapped convention happenings. Will you be there. What artist are you most excited to see? #FayFayes

Crown Complex American Tattoo Society Monkey House Studio Air Born Aerial Fitness All Veteran Parachute Team Fayetteville Roller Derby



#### Got Ink? - Go Favetteville

Favetteville is preparing to welcome the first All American Tattoo Convention this spring, promising something for tattoo addicts, artists, and admirers. GOFAYETTEVILLE.COM

156 people reached	Boost Post
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Crown Complex, William Ryan Harrell and 3 others	
Write a comment	0 0



Fayetteville Area Convention and Visitors Bureau shared All American Tattoo Convention's photo.

Published by Melody Vealey Foote |?] · March 27 at 8:09am · 🚷

We are all excited about the All American Tattoo Convention. David Nash's son Matthew attended the All American Marathon Expo, where he gave the convention and the American Tattoo Society two thumbs up!



March 26 at 11:43am · 🚱

Congratulations to all the runners in the All American Marathon! We loved being out there this weekend supporting our local events!

Boost Post

This is Matthew, he came ou...

See More

192 people reached



Vlogger The MrsTee is covering the All American Tattoo Convention this weekend. Here's a sneak peek of Day 1 of the show. Today she's interviewing some local and world-famous lnk Master artists.

The convention is at the Crown Complex through Sunday. Sunday they are offering lots of activities for the kids.

https://youtu.be/fSwrVz2aKb4



The All American Tattoo Convention 2017 | VIP Access & Coverage | Day 1 | TheMrsTee

\*\*Disclosure: All #AllAmericanTattooConvention content from themrstee is #Sponsored by @abc11\_wtvd...

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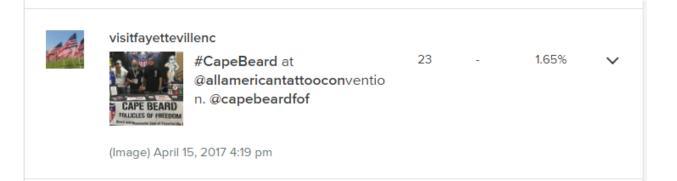


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### **Social Media Outlets**

Instagram

a fail	visitfayettevillenc					visitfayettevillenc	
C. Marko	The #AllAmericanTattooConventi on is next weekend. Go Fayetteville Blog recently recapped convention happenings. Will you be there. What artist are you most excited to see? #FayFaves #AllAmerican #visitfaync #fayfaves #Heroes http://www.gofayetteville.com/tattoo- convention/ (Image) April 06, 2017 9:45 am	20	2	1.58%	~	Spotted: Artist Al Fliction is in 21 1 1.58% ↓ Sworth and the set of the set	







### **Social Media Outlets**

Instagram

everything T Tattoo Com @thechopsl 2xs!!!! S All awards v @metalworz #AllAmerica from @them @abc11_wtw #Sponsored	One of our favorite bloggers @themrstee visited the @allamericantattooconventio n today. #repost with @repostapp mericantattooconvention is Tattoo and that includes Best stattoo took the award home were provided by xinc US **Disclosure: All anTattooConvention content mrstee is #Sponsored by vd d	69 4	5.23%	~
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(Image) April 14, 2017 7:20 pm



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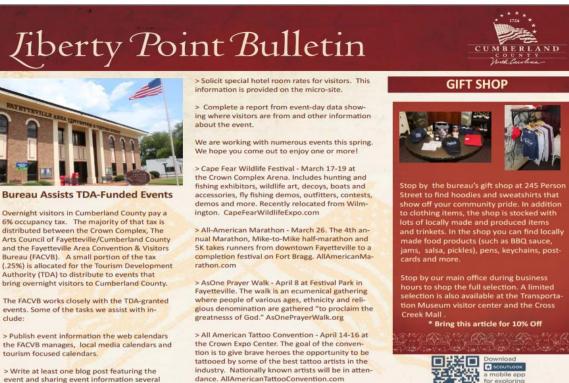
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#### February 22<sup>nd</sup> – Up & Coming Bureau Assists TDA-Funded Events

times a month on social media.

for the event.



Blues-n-Brews - June 3 at Festival Park in Fayette-> Create a "micro-site" for visitors interested in ville. At this summer festival, visitors can taste over 100 of the finest beers in the region while the event to easily gather information on things to see and do, and places to stay while in town enjoying fantastic blues bands. www.Cfrt.org

For a complete calendar: VisitFayettevilleNC.com



ABOUT THE AUTHOR: **Melody Foote** Director of Communications Fayetteville Area Convention & Visitors Bureau



#### FAYETTEVILLE AREA

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Home | Business News | Travel News | The All-American Tattoo Convention Gives Back to Military

## THE ALL-AMERICAN TATTOO CONVENTION GIVES BACK TO MILITARY

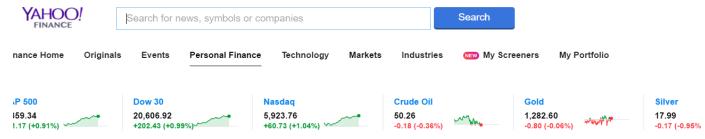
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#### Yahoo Finance – US Politics and CEO:CA : All American Tattoo Convention



### The All-American Tattoo Convention Gives Back to Military

Marketwired February 13, 2017

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Members of the armed forces and tattoos have a long history, which dates back to the beginning of the 20th century. For many service members tattoos can serve as artistic reminders of friends they've made and lost along the way, or a symbol of pride for their service to our country. These tattoos often tell the story that words fail to express for these veterans and servicemen.

It is estimated that over 75% of all active duty soldiers have at least one tattoo and the region around Fort Bragg has one of the largest tattoo shop per square mile ratios in the country. "This convention is another example of how Cumberland County celebrates its strong ties to the military," explains John Meroski, FACVB President. "Tattoos offer these brave men and woman a unique form of expression that is American at its core."



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http://uspolitics.einnews.com/pr\_news/366358909/the-all-american-tattoo-convention-gives-back-to-military

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### The All-American Tattoo Convention Gives Back to Military

#### 3-Day event to bring national talent to Cumberland County, NC

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#### CEO<sub>A</sub>CA

Subsc

by @marketwired on February 13, 2017

## The All-American Tattoo Convention Gives Back to Military

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The bureau released the story on the Marketwired Wire with the following results.

### The All-American Tattoo Convention Gives Back to Military

FEB 13, 2017

This press release has been picked up by 24 news outlets located in 7 countries and shared 75 times in social media within the first five days of the release.





#### Summary

See the results of your impact at-a-glance.



CUMBERLAND COUNTY, NC

**VISITORS BUREAU** 

CONVENTION

## Public Relations Recap

- **1** press release distributed
- 1 Go Fayetteville blog post and 2 blog Facebook posts
- 12 Calendar of Events Listings Secured
- **21** Bureau Social Media posts
- 6 pieces of earned publicity (PR)



## Bottom Line

Not all Tourism Development Authority (TDA) requirements were met:
 375 completed surveys was the agreed upon requirement (only 115 collected)
 Surveys Completed Each Day of the Event

Date	# of Completed Surveys
April 14	4
April 15	103
April 16	8

- 28.70% of participants were overnighters and came specifically for the event.
- **17** participants were referred by hotels.
- 29.57% were from Cumberland County, including Fort Bragg.
- **14.78%** were day-trippers.
- Participants heard of the event mainly by Word of Mouth (41%) and the Internet (20%).
- **34** attendees signed up for the FACVB's E-Promotion Program and provided a valid E-mail address.
- Room Nights Because the required sample size was below the TDA required amount, the FACVB was unable to accurately extrapolate room nights out to 15,000.
- Official Hotel Pick Up: 354 room nights





# Thank You

# Proudly promoting the Communities of Cumberland

County.



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