

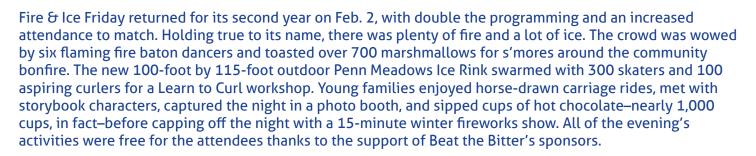
54. BEST EVENT (WITHIN AN EXISTING FESTIVAL)

A.) INTRODUCTION AND BACKGROUND OF MAIN EVENT

What started as a small event to challenge folks to embrace the midwest winter, has quickly become a winter tradition for North Liberty, IA, and the surrounding area. The one-day event in 2016 expanded to two days in 2017. For the festival's third year in 2018, North Liberty's Beat the Bitter completed a full week of activities to get people out of the house for winter games and good cheer on the bleakest days of the year. An estimated 5,500 people joined the fun Jan. 28 through Feb. 3.

Expanding the festival to an entire week, 20 local businesses coordinated 30 affiliated events, providing unique programming and engaging new patrons. A combined 1,500 people took advantage of the variety of activities such as snorkeling, painting classes, a polar plunge, and a daddy daughter prom. The success of

the affiliated event program's first year opens the doors for an even greater reach in the festival's future.



The tundra of Penn Meadows Park wasn't quiet for long as over 400 people summoned their Nordic fortitude for Winter Games Saturday on Feb. 3, taking on the challenge of the 5K-ish Obstacle Run or competing in the kickball, curling and broomball tournaments. The obstacle run and kickball tournaments continued to draw big crowds in their third year, and the new additions of curling and broomball were big hits on the outdoor ice rink.

Once again the Snuggie Bar Crawl wrapped up the weekend with over 350 people donning the sleeved



B.) DESCRIPTION AND PURPOSE/OBJECTIVE OF EVENT WITHIN FESTIVAL

The Snuggie Bar Crawl is a comfy, night-out-on-the-town dream for those 21 years and older. The event was designed to encourage residents and visitors to get out of the house on a cold winter night to support local restaurants and bars. To bring the fun—and to tie into North Liberty's Beat the Bitter's playful winter theme—the crawl includes the-as-seen-on-TV hit of the 2000s sleeved blankets. North Liberty, IA (population ~20,000) is located just 10 miles northwest of lowa City, IA, and ranked as one of the fastest growing towns in the state. It is also a very young community. With 26% of the population under 14 years old, there is no shortage of events planned for the youth. It was important to the Beat the Bitter committee to plan an event just for adults.

The best part? The night is on the attendees' schedule. In 2018, four trolleys were on a continuous loop between six bars from 7 p.m. to 12 a.m., allowing crawlers to visit each stop whenever they wished to advantage of the drink specials, games for their chance to win prizes. A trolley was at each stop approximately every 10 minutes.

The event sold out via online sales within 4 days with 350 purchases. Tickets went on sale on November 20, 2017, and sold out on November 22, 2017. The Snuggie Bar Crawl took place on Saturday, February 3, 2018.

The \$39 pass included:

- A Beat the Bitter Snuggie
- Unlimited rides on the trolley loop from 7 p.m. until 12 a.m.
- Drink and food specials and activities at each stop
- \$5 Uber voucher to encourage a safe ride home
- Photostrips from the photo booth to remember the night
- A punch card to have volunteers punch at each location for the chance to win prizes
- \$25 membership offer (usually \$60) for JCI Johnson County, emailed after the event
- Entry into the Best Dressed Snuggie contest

Attendees were required to pick up their embroidered Beat the Bitter event Snuggie at one of two Snuggie pickup nights held at the community library the week before the event. Before receiving their Snuggies, attendees were required to present their ID, ticket receipt, and a signed liability waiver. Snuggie pickup volunteers also provided each attendee with a large safety pin (to hold the open sleeved blanket behind the wearers neck), their punch card for the night, a card with several local cab numbers and ther Uber voucher code, and explained how to enter the "Who Wore it Best" Snuggie contest.

C. TARGET AUDIENCE AND ATTENDANCE/NUMBER OF PARTICIPANTS

As mentioned above, North Liberty is a very young community. With 26% of the population under 14 years old, there is no shortage of events planned for the youth. It was important to the Beat the Bitter committee to plan an event just for adults. Residents within a 25 mile radius of North Liberty ages 21-60 were targeted via Facebook advertisements, an email to 2017 event attendees, and word of mouth.

The 2018 Snuggie Crawl sold out via online sales within 4 days with 350 purchases. Tickets went on sale on November 20, 2017, and sold out on November 22, 2017. The Snuggie Bar Crawl took place on Saturday, February 3, 2018. Six restuarants/bars participated as stops. The average age was 35 years old.



D. OVERALL REVENUE/EXPENSE BUDGET OF EVENT

| EXPENSES | | |
|---|-------------|--|
| Trolley rental | \$2,640 | |
| Redemmed Uber vouches | \$122.47 | |
| Photo booth | \$450 | |
| Custom embroidered Snuggies | \$5,666.40 | |
| Ticket processing fees | \$955.50 | |
| Printing | \$119.22 | |
| Facebook advertising | \$100 | |
| Insurance | \$376.74 | |
| Food and drink deals (offered by stops) | \$0 | |
| Water on trolleys (provided by sponsor) | \$0 | |
| Prizes (gift cards provided by stops) | \$0 | |
| TOTAL EXPENSES | \$10,430.33 | |
| | | |
| TOTAL REVENUE (TICKET SALES) | \$12,792 | |
| | | |
| | \$2,361.67 | |

E. TIE-IN OF PROGRAM TO MAIN FESTIVAL

Since adding the Snuggie Bar Crawl to North Liberty's Beat the Bitter festival, the Snuggie Crawl has been the last event on the schedule of activities. Beat the Bitter aims to bring people together with friends, family, neighbors and coworkers for "winter games and good cheer." The Snuggie Crawl is a shining example of good cheer. It convinces over 350 adults to wear blankets out on the town, meet new people, and support local businesses on a bleak midwest winter night.

F. DURATION OF PROGRAM AND YEARS PROGRAM HAS BEEN PART OF THE EVENT

North Liberty's Beat the Bitter has taken place for the past three years. The Snuggie Crawl has been an event within the festival for two years and was designed for Beat the Bitter. The 2018 event took place from 7 p.m., Saturday, Feb. 3, 2018, until 12 a.m., Sunday, Feb. 4, 2018.

The first year of North Liberty's Beat the Bitter in February 2016 also included an adult evening component: a \$50 ticket at only one location for a food buffet and drinks. Going into 2017 the committee determined that it would be more attractive to support several establishments in town and have travel provided. The event also needed to have a fun theme to draw people in. Thus, the Snuggie Crawl was born. It was widly successful and was fine-tuned for a second year in 2018.



G. DESCRIPTION OF SPONSORS/CHARITY/VOLUNTEER/SCHOOL/OTHER GROUP INVOLVEMENT WITH EVENT AND BENEFITS TO EACH (IF APPLICABLE)

The Snuggie Bar Crawl was included on the festival's website calendar, poster, and handbills that included sponsor logos for the entire Beat the Bitter festival. There we no direct benefits at the Snuggie Crawl for those general sponsors.

Specific to the Snuggie Bar Crawl, the committe partnered with the six local restaurants and bars to be stops the night of the event. This included the owners commiting to participation by November 1, 2017, attending a mandatory meeting, and offering specials for food and beverage for the event. The establishments benefited from partnership with large crowds on what most likely would have been a slow, cold winter night. By participating as a stop, the bars we also include on Snuggie Crawl marketing and visited by attendees who had never been to their buisness before (only 57% of attendees were North Liberty residents).

JCI Johnson County (the county's local Jaycees) and a local party bus/trolley company were also listed as partners of the event. JCI members volunteerd as greeters at each location and provided a special member offer to participants after the event via email sent by event organizers. The trolley company received exposure through the partnership in 2017 and 2018 which resulted in new business.

H. WHAT MAKES THE EVENT UNIOUE & CREATIVE?

The Snuggie Bar Crawl sets itself apart from other crawl events:

- Average age is 35, much older than most events of its kind.
- Trolleys are provided for continuous transportation. No walking!
- The Snuggies provide a creative theme and are provided.
- It is an adult event that takes place within a festival that offers activities for all ages.

I. OVERALL EFFECTIVENESS/SUCCESS OF PROGRAM?

The Beat the Bitter committee has received tremondous feedback from attendees and partners. Although there were some changes between 2017 and 2018, the event was much easier to plan in 2018 after setting the foundation the year before, reducing staff planning time by at least 50%.

Other successes include:

- 44.6% of attendees in 2018 rated the event a 10/10. 77.8% rated the event a 8, 9 or 10/10.
- 57.5% of attendees were North Liberty residents. A good mix of residents and new visitors.
- The committee learned this year that a couple met on the Snuggie Bar Crawl in 2017 and has since gotten married. Talk about community ENGAGEment!
- 92.3% of 2018 survey respondents reported that they would attend again, 7.7% responded that it would depend on the theme. No one reported that they wouldn't participate again.
- The event cleared over \$2,300, helping fund other activities in the festival.
- In 2018, the event sold out in 4 days, with requests for more tickets coming in often.



SUPPORTING QUESTION

WHAT DID YOU DO TO UPDATE/CHANGE THIS PROGRAM FROM THE YEAR BEFORE? WERE YOUR UPDATES/CHANGES SUCCESSFUL?

| 2017 2018 | | Comments | | |
|---|--|---|--|--|
| \$30 and \$35 tickets \$39 ticket | | Sold out before price jump in 2018. Increased price based on demand and other festival expenses the crawl could help cover. | | |
| 3 trolleys 4 trolleys | | To increase trolley frequency and accommodate more participants | | |
| 300 tickets available | 350 tickets available | Increased capacity by 50 people due to 2017 popularity and more stops and trolleys. | | |
| 5 participating stops 6 particiapting sto | | A 2017 stop closed, but 2 new bars opened. | | |
| Snuggie pickup 2-3 days before event | Snuggie pickup 10-11 days before event | 2017 survey respondants requested an eariler pickup to decorate their Snuggies. | | |
| Blues Snuggies | Red Snuggies The color needed to change to ensure to only ticket holders could ride the trolle | | | |
| | Created "Who Wore it Best" contest | In response to decorated Snuggies in 2017, the committee created a contest. | | |
| | Added new benefits | Uber voucher, JCI membership, and "Who Wore it Best" contest. | | |

SUPPORTING MATERIALS

A HIGHLIGHT VIDEO OF THE 2018 SNUGGIE BAR CRAWL IS VEIWABLE AT https://vimeo.com/256113140.

MEASURABLE RESULTS (TANGIBLE & INTANGIBLE):

- 44.6% of attendees in 2018 rated the event a 10/10. 77.8% rated the event a 8, 9 or 10/10.
- 57.5% of attendees were North Liberty residents. A good mix of residents and new visitors.
- The committee learned this year that a couple met on the Snuggie Bar Crawl in 2017 and has since gotten married.
- 92.3% of 2018 survey respondents reported that they would attend again, 7.7% responded that it would depend on the theme. No one reported that they wouldn't participate again.
- The event cleared over \$2,300, helping fund other activities in the festival.
- In 2018, the event sold out in 4 days, with requests for more tickets coming in often.
- Survey comments:
 - "This was a great event. Would love to see more like it!"
 - "This event is fabulous! Thank you to those that organized. It truly makes North Liberty feel like home!!"
 - "The is event is our favorite. Makes me proud to call NL home."
 - "Very well planned and communication was great. Might need to figure out a way to expand as it sold out quickly and I belive it is getting more popular!"
 - "Phenomenal event! Great way to get out in the community."



Forget hibernating and embrace winter with the passion of Norsemen. North Liberry's Beat the Bitter is back with a <u>week full of activities</u> to get you out of the house for some outdoor winter games and good cheer. John us on the funding of North Liberry January 28 through February 3, 2015, for fun on the belasted upsy of the year's General events do require registation, rang your top these.

Snuggie Bar Crawl

February 3 @ 7:00 pm - 12:00 am

Back by popular demand after a self-out inaugural event in 2017.

JCI Johnson County and Beat the Bitter have teamed up with
BeerBurger, Rocky O'Brien's, J&A Tap, Reds Alehouse, Adelitas
Mexican Grill, and Tin Roost to make your comfy, night-out-on-th



SOLD OUT!

- Your \$30 pass includes:

 A Beat the Biffar Engoglie this red Snugglie is your ticket and the only Snugglie that gats you on the trolley and access to the drink dealts (last year's blue Snugglie doesn't count), so you'll want to register to fully experience the bar crawl.

 Unlimited rides on the trolley or pash you sloop between 7 p.m. 12 a.m.

 Drink and food specials (lated below)

- Activities at each stop (listed below)
- \$5 Uber voucher to help get you home safe.

 Photostrips, courtesy of Oh Snap Red Carpet Photo Booth, to remember the night



Contact the organizers at

Find us on f





















EXAMPLE EMAIL TO ATTENDEES



The wait is almost over. North Liberty will be crawling with over 350 people in Snuggies on February 3, and you were one of the lucky ones who snagged a spot before the event sold out in a matter of days!

Here are all the details on what to expect: From when to pickup your Snuggie, the trolley route, bar deals, and planning ahead for a safe ride home. We've got you covered.

The Snuggie.

The Beat the Bitter Snuggie included in your registration <u>is</u> your ticket on the trolley and tells the bartenders you get their specials. Snuggies will not be handed out at the bars, but we have two opportunities for you to pick them up at the North Liberty Community Library, located at 520 W Cherry St, North Liberty.

1. Pickup times:

- 1. Wednesday, Jan. 24 from 5 to 7 p.m.
- 2. Thursday, Jan. 25 from 5 to 7 p.m.

2. Bring along:

- 1. ID.
- 2. Eventbrite ticket print-out (search for emails from "Eventbrite").
- 3. Your signed waiver. Please print ahead of time here.
- Planing to pickup for a friend? Sure, you can do that. Just make sure to have their signed waiver and Eventbrite ticket with you when you.
- 3. Decorate. At the request of last year's attendees, we're letting you pickup your Snuggie a week before the event so you have time to breakout that BeDazzler and add any flair you want to your look. You certainly don't have to amp up your Snuggie attire, but there is a Best Dressed Snuggie title up for grabs. See contest details below.



NOTE: If your plans have changed and someone else plans on using your ticket, you must log back into your Eventbrite account and update your order to reflect the new ticketholder's name and email. You can learn how to do that here. After doing so, please also email beatthebitternl@gmail.com to notify us of your transfer.

The trolley route.

Plan to start your night at whichever participating location you'd like. The beauty of this event is that the night is on *your* schedule and you can jump on and off the trolley whenever you wish.



Four trolleys, courtesy of <u>Black Diamond Limousine</u>, will be making a continuous loop between all stops from 7 p.m. to 12 a.m. The trolley loop will follow this order: BeerBurger \rightarrow Rocky O'Brien's \rightarrow J&A Tap and Reds Alehouse's patio \rightarrow Adelitas Mexican Grill \rightarrow Tin Roost \rightarrow BeerBuger \rightarrow Rocky O'Brien's \rightarrow and so on. If you miss one, don't worry; the next bus will be only a few minutes away.

When you pickup your Snuggie, you'll also get a punch card. Bring this with you to the crawl and have our volunteers at each location punch it for you. At the end of the night, all completed punch cards will be in a drawing for \$50 gift cards to the participating bars. Winners will be contacted Monday, Feb. 5.

Absolutely no smoking or alcohol will be allowed on the trolleys. Water will be provided.

The deals.

Here's what's on tap for food, drinks and entertainment throughout the night. Click <u>here</u> for a printout version.

| Drink Specials | \$20 tap wall card for \$10 Snuggie-exclusive drink 1/2 Off speciality cocktails & wine | Snuggie wearers are invited to spin the drink wheel for specials! | \$3 Tall Boys \$4 Mimosas \$6 Mia Tais | \$4 drafts of special taps \$3 well drinks | ADELITAS Play Pirinola for a special: Free shot \$2 Off margaitas \$2 Off drafts \$1.50 Off bottles Free 160z draft | \$5 select 25 oz mugs \$5 specialty cocktails \$5 wine by the glass |
|----------------|--|--|--|--|--|--|
| Food Specials | 1/2 Off any appetizer with purchase of any drink from behind the bar | \$7.50 Corned Beef Poutine | \$10 Appetizer Sampler | Snuggie-only speciality appetizer | \$8.49 Grande Zapata Appetizer 1/2 Off wings | \$2 Off: House Biscuits Mac & Cheese Chicken Pot Pie |
| Entertainment | Trivia begins at 8 p.m. to win Eden Lounge and BeerBurger gift cards | Live DI and Karaoke for all patrons Games for Snuggie wearers only! | Karaoke beginning at 9 p.m. Snuggle wearers cut to the front of the karaoke line all night | Gather around the patio firepit Hammerschlaggen, bags and beer pong | Pirinola. Spin the six sided pirinola for the drink specials above | Eating Contests (register 15 min. before): 8 p.mMac & Cheese 9 p.mWings Photo booth Patio firepts DJ |

Win Best Dressed.

Two pairs of tickets to next year's Snuggie crawl are on the line. One pair will go to the winner of *Public Choice*, the other to the winner of *Beat the Bitter Choice*. If you want to be in the running, here's how it works:

- 1. Summon your inner designer and put your own twist on your Snuggie.
- 2. Take a picture with the "VOTE FOR ME!" prop in the photo booth at Tin Roost.
- 3. We'll share an album of submissions on the Beat the Bitter Facebook page the week

The photo booth isn't just for those who want the title of best dressed Snuggie, everyone is encouraged to stop by Tin Roost between 8-11 p.m. for a free photostrip of your group rocking your Snuggies. Special thanks to Oh Snap Red Carpet Photo Booth for their partnership.



We also want to see *your* photos! Share them with us throughout the night using #BeatTheBitter and #SnuggieCrawl2018.

Get home safe.

Please plan ahead for a designated driver, consider the closest stop to your residence, call a local cab, or take advantage of the Uber voucher included in your registration.

- Use code SNUGGIE for \$5 off your Uber tab. Learn how to redeem here.
- Big Ten Cab North: (319)-541-7525
- Hawk I Ride: (319)-930-5566

Have fun!

Because we are all wearing Snuggies and look ridiculous, and because there are hundreds of people who wish they were you but didn't snag tickets in time.

Learn about JCI Johnson County

Beat the Bitter's Snuggie Crawl wouldn't be possible without the support of JCI Johnson County. They'll be the volunteers welcoming you to each stop on Feb. 3, and their financial and volunteer support is a big reason why Beat the Bitter is able to



produce events Jan. 28-Feb. 3, 2018. Included in your Snuggie registration is a \$25 JCI membership offer (usually \$60), which will be emailed to you after the event, but take a moment to chat with them during the crawl and learn about how you can get more involved in the community.

Beat the Bitter is organized by the North Liberty Betterment Group, a 501(c)(3) organization.

Contact the organizers at beatthebitternl@gmail.com. You are receiving this email because you've registered for the Beat the Bitter Snuggie Bar Crawl.

Want to change how you receive these emails?

You can update your preferences or unsubscribe from this list.

SNUGGIE PICKUP



CARDS DISTRIBUTED AT PICKUP

Win Best Dressed... and snag a pair of free tickets to next

year's Snuggie Crawl.

- Summon your inner designer and put your own twist on your Snuggie.
 Take a pic with the "VOTE FOR ME!"
- prop at the Tin Roost photo booth.
- Wait for the online vote on the Beat the Bitter Facebook page the week of Feb. 5.



2 Winners: Public Choice **Beat the Bitter Choice**









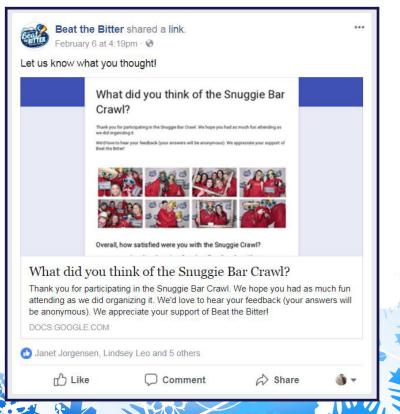












Overall, how satisfied were you with the Snuggie Crawl? 65 responses 29 (446%) 10 11 (1.5%) 0 (0%) 0 (0%) 0 (0%) 1 (1.5%) 11 2 3 4 5 6 7 8 9 10 What aspect of the event did you enjoy most? 64 responses

SAMPLE OF POST-EVENT SURVEY QUESTIONS

