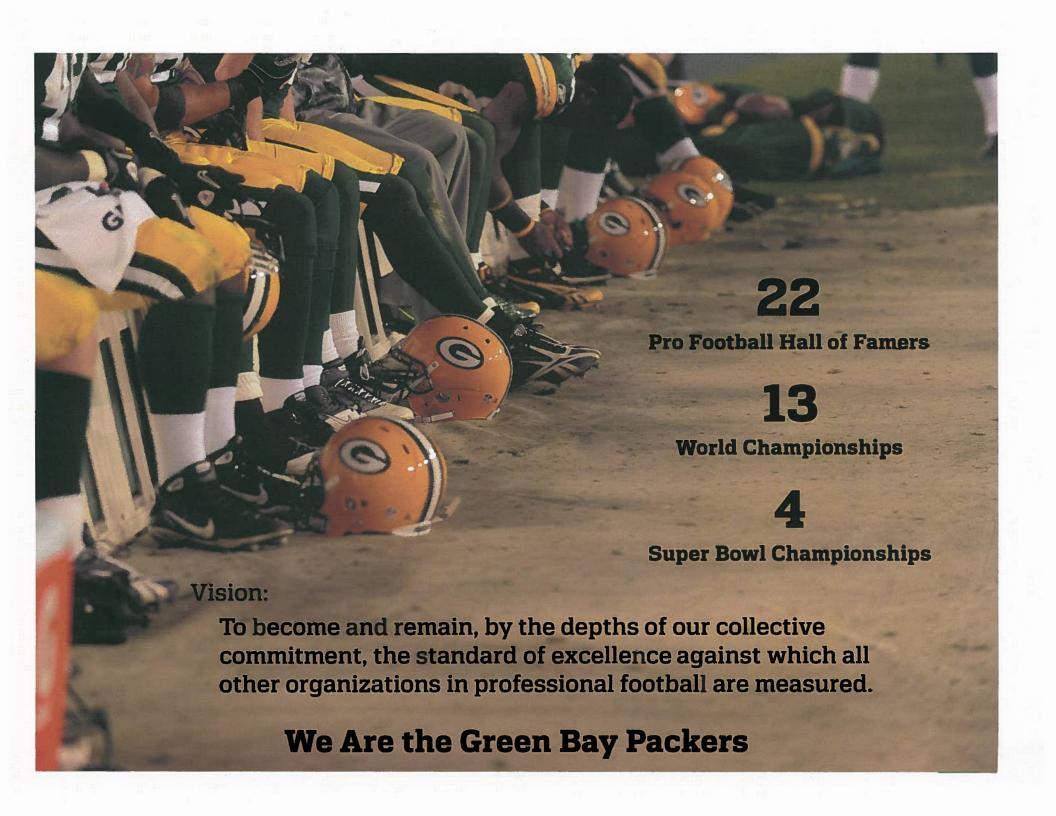


# Digital Marketing Solutions

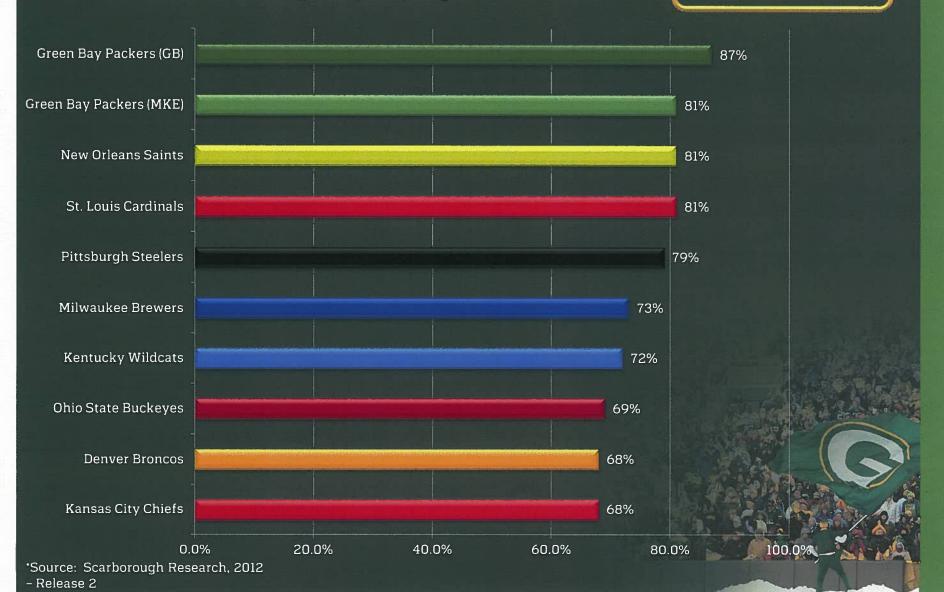


.com



#### Top 10 Markets All Fans (W,A,L)

The Packers are #1 in all of sports!



#### Power of the NFL



The average NFL Fan spends over 200 hours engaged with the NFL each season.

- Typical NFL Fans = 9.13 hours/week
- Avid NFL Fans = 12.55 hours/week
- In the off-season, NFL fans spend roughly 38% of their sports time on the NFL.

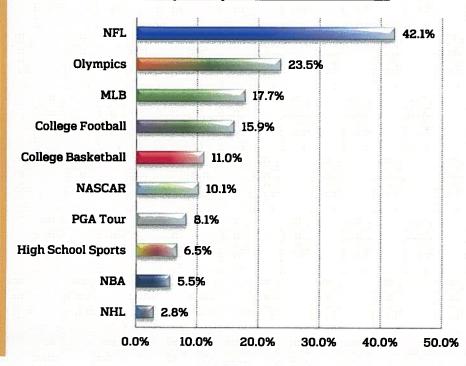
#### America's Passion

- <u>182 million</u> fans; the most avid in any sport.
- 17.5 million viewers: Average NFL Broadcast
  - Double NASCAR's average
  - Four times the combined average of the NBA, MLB and NHL.





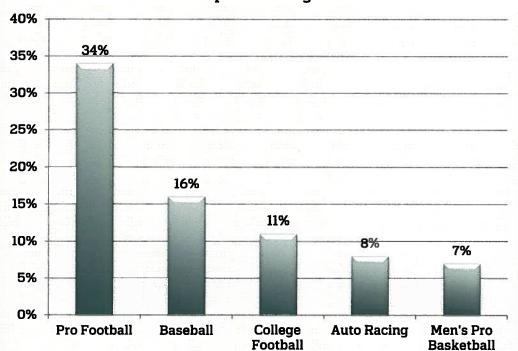
#### Fan Avidity - Very Interested (GB/MKE)

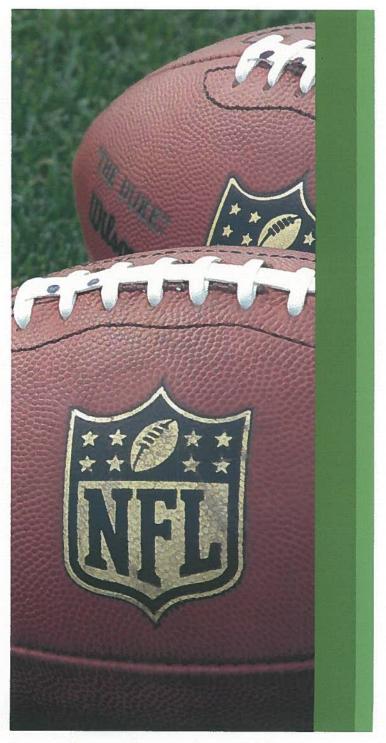


#### **NFL Continues to Grow**

In January 2013, Harris Poll's survey of America's favorite sports showed that the NFL continues to grow as a fan favorite. Over one-third of adults who say they follow at least one professional sport, say professional football is their favorite. The top five favorite sports are shown below.

#### Favorite Sports Among U.S. Fans



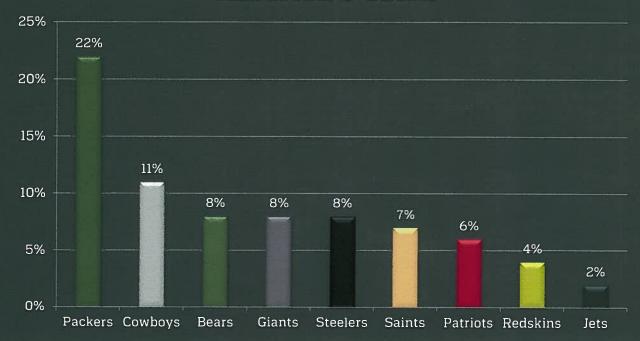


## **Green Bay Packers**America's Team

In December 2011, Public Policy Polling asked survey respondents nationwide to name their most favorite team in the National Football League.

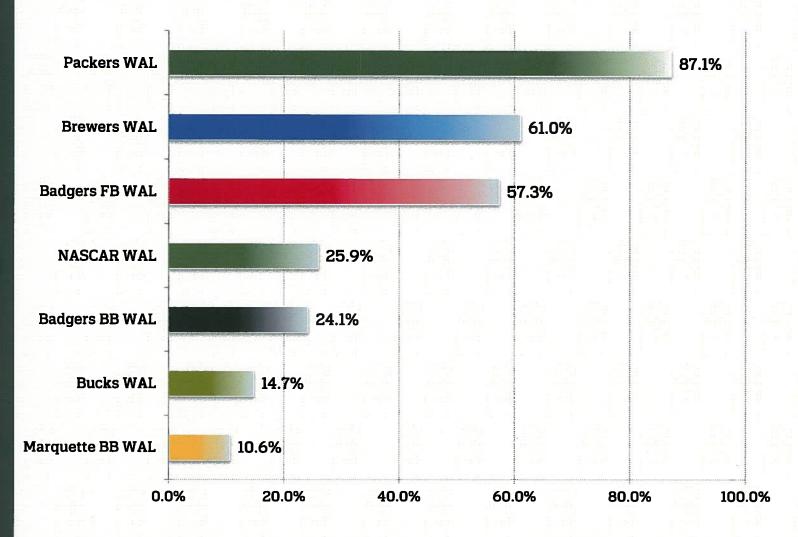


#### **America's Team**









**WAL** = people who either **W**atch, **A**ttend and/or **L**isten to the game

\*Source: Scarborough Research, 2012 - Release 2

#### We Are the Green Bay Packers

bellinhealt

100,000+

**Fans on Season Ticket Holder Waiting List** 

#1

**Brand in all of Sports** 

**Turnkey Sports and Entertainment Survey 2008** 

#1

Stadium Experience in NFL

ESPN The Magazine: Ultimate Standings 2012

#1

**Overall NFL Franchise** 

SHOPKO ...

**ESPN The Magazine: Ultimate Standings 201** 

"One thing about the Packers it's a team with a great tradition, a great and a wonderful tradition. A glory that is the Packers has been developed for one thing only and that's pride."

- Vince Lombardi

#1

**NFL Team Apparel Sales** 

NFL / NFL.com 2011

There is a place, a very unique place. Where generations have come together on many Sunday afternoons. A brand born from a pride and tradition. Where our single minded goal is to preserve and carry on that legacy for years to come.

### We ask you to be part of our proud tradition.

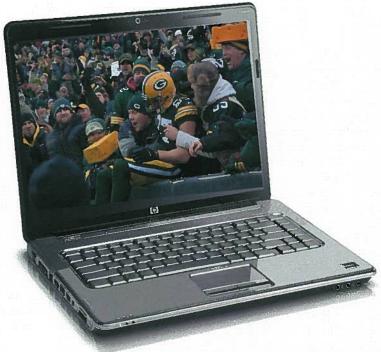




Pride. Teamwork. Glory. Tradition







# Why Packers.com?

Let's look at our engaged, growing, digital audience.....



## **Key Metrics Packers.com**

- #1 most visited website in the NFL
- Consistent, quality traffic year long, peaking during football season
- Engaged audience:
  - Multiple page views per visit
  - Return multiple times per month
  - Average duration: 7 minutes
- Monthly Averages:
  - Visits

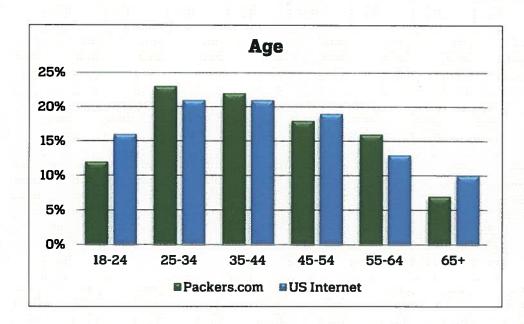
3.2 million

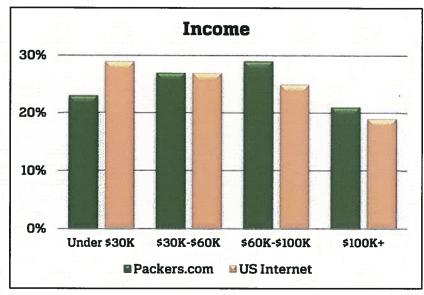
- Unique Visitors 1.6 million (2.8m daily unique)
- Page Views 9.4 million (annual averages

   peaks during seasons and reduces post
   season)

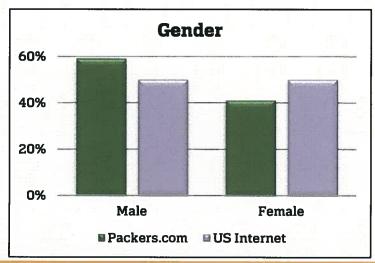


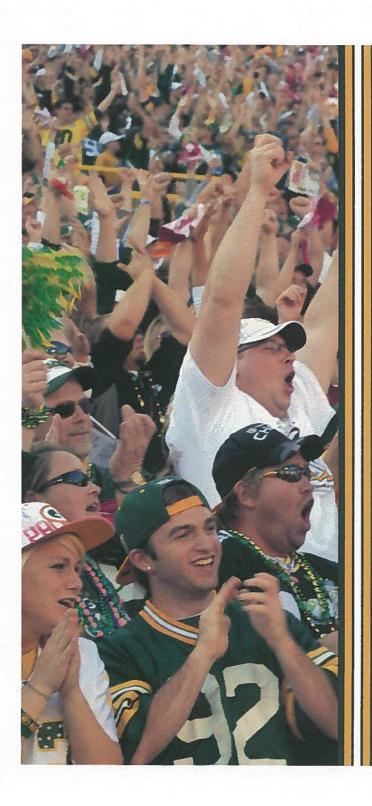
#### Packers.com Demographics











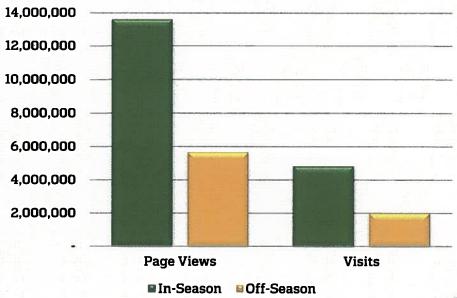
#### **Packers.com Metrics**

Throughout the season, approximately 30.28% of Packers.com visitors return to packers.com per month.

The average time fans spend on packers.com:

In-Season: 6:53Off-Season: 7:03







# Where does www.packers.com rank?

Besides being the #1
website in the NFL in terms
of traffic, we also rank
strong against local
media sites. This chart compares
unique visitors.

Information versus
Entertainment websites



#### **Regional Media Comparison**

	September 2011 Season Kick-off	December 2011  End of Regular Sesson	March 2012 Dead Zone
JSOnline.com	1,062,223	1,005,333	1,041,779
Packers.com	983,427	1,298,417	340.025
Fox Sports WI	471,190	567,303	346,997
Green Bay Press Gazette	375,665	414,715	355,681
ESPN Milwaukee	15,848	19,000	14,511
Cheesehead TV	13,451	12,103	7,119

Stats provided by Compete.com.

It is important to realize there may be a +/- 10% error margin, as it's a free service.



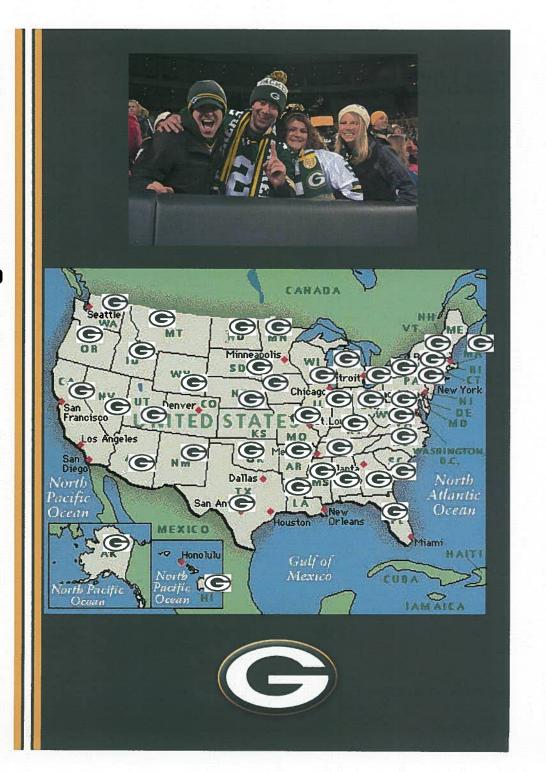
# Packers.com Visitors are Everywhere....

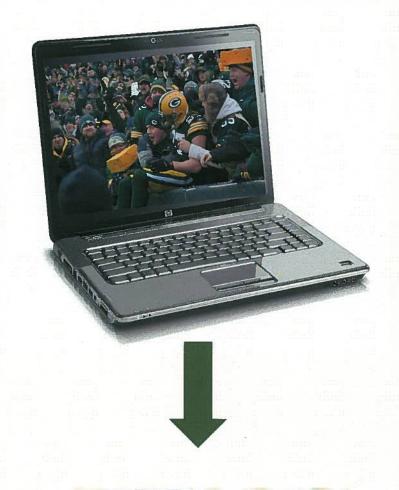
Packers.com has monthly visitors from all 50 states!

Top 10 states in 2012 Visiting Packers.com:

- 1. Wisconsin 26%
- 2. California
- 3. Illinois
- 4. Minnesota
- 5. Texas
- 6. Florida
- 7. New York
- 8. Michigan
- 9. Ohio
- 10.Iowa

Geo-targeting can be available when applicable







Connecting the Right Digital Solution to the Right Partner....



# Social Media – the Audience

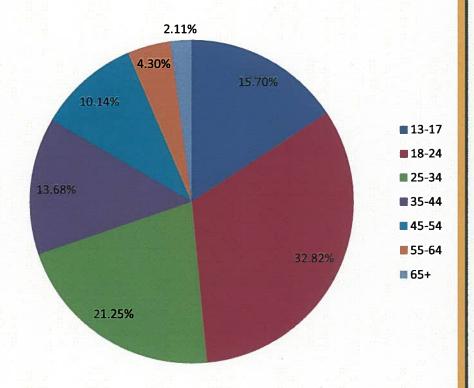
#### Who is the Social Media Audience?

- Over 434,000 followers on Twitter
- Over 3.4 Million fans on Facebook
- On a monthly basis, we reach
   23,439,399 people through Facebook
- 316,467 people are talking about our Facebook content
- We have an engaged Social Media audience that we can connect and align with your brand
- Our engagement means we can help you enhance and grow your Social Media followers

Talk to your Sales Executive about customized social media opportunities for your business.....



# Social Media – the Audience



Looking at monthly Facebook averages, over 54% of our audience is 18-34 year-old adults.

See chart reflecting audience breakdown



# Facebook Reward Program Sponsor

With almost 3.5 million followers, our Facebook audience is engaged with our content by Liking, Commenting and Sharing our posts daily. This program rewards the most loyal fans for this activity.

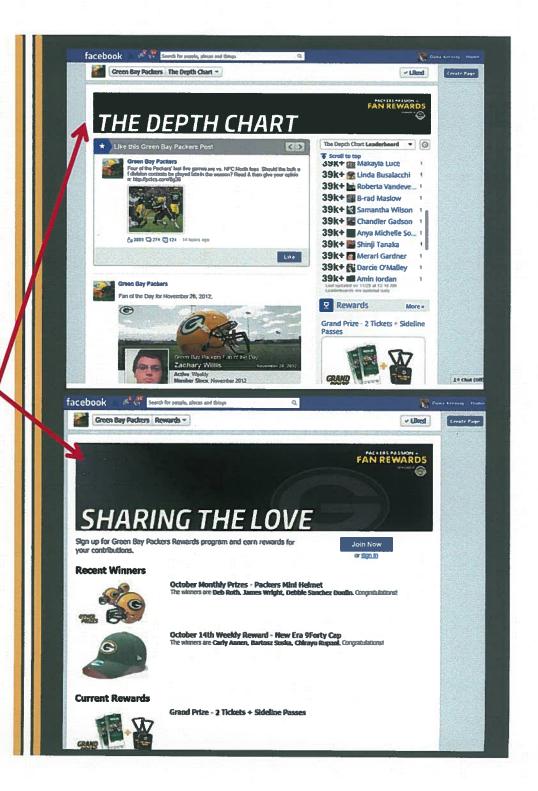
Average Reach: 170,092

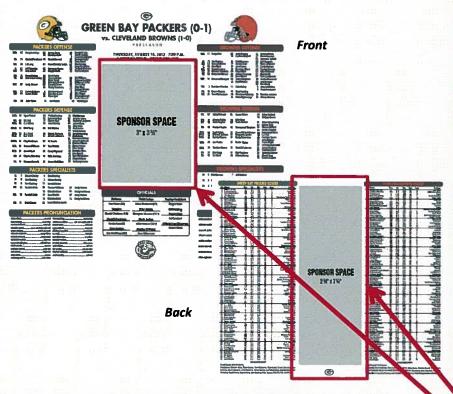
Average Impressions: 412,953

#### Inclusions:

- Exclusive Sponsorship of this program
- Co-branding pages on the heading of the application
- Logo/Branding on all posts within this application
- · Logo can be linkable to your Facebook page
- Allows an ability to reward our fans for 'Liking' your Facebook page and grow your Social Media followers
- · Ability to provide or sponsor all prizing for the program

<u>Case Study Success:</u> Current sponsor is Packers Everywhere, whose Social Media site grew by over 20%







#### Flip Card Sponsorship

- Printed Version: Distributed to the Press Box and 7,000 suite ticket holders
- Electronic Version: Posted on <u>Twitter and</u>
   <u>Facebook</u>, with printable version for download on
  - 54% of Packers' Facebook fans/followers are ages 18 - 34
  - First electronic posting reached over 704,000 people

#### Inclusions:

- Ad on front/back of electronic flip card for all Packers <u>home games</u>.
- Logo inclusion on printed version



#### Music Fan Poll Sponsorship

Before each home Packer game during the 2012 season, we will be conducting a poll asking fans what song they would like to hear during the first game break. Poll will be conducted through Facebook and promoted through our e-newsletter, social media and in-game announcements.

# PAGKERS



#### **Music Fan Poll Sponsorship**

The poll has an average reach of over 711,000 people with 11,000 people talking about it (voting, commenting and/or sharing).

Results are announced over the PA and on the video board during the game as an intro to the song (shown as UPS promotion below)





#### Music Fan Poll Sponsorship

#### **Sponsorship Inclusions:**

- 'Sponsored by' text listing next to Social Media posts regarding poll (includes both the post and the results)
- Sponsor mention during in-game blog on (receives about 12,000 page views on game day)
- Sponsor will have logo in promotional banner on pre-game e-newsletter which is distributed to 200,000 fans
- Logo on in-game graphics, shown on scoreboard, when song plays
- 'Sponsored by' audio on PA announcement as song is about to play

Season rate: \$30,000





#### Packers Everywhere

Packers Everywhere is a fanengagement website and mobile app with a purpose of bringing Packers fans together to watch games at their local establishments every Sunday.

The site focuses on helping the team build even stronger relationships with its fans by on the fan experience, encouraging users to upload photos, tell stories, and share their Packers obsession.

No matter how far they are from Wisconsin, Packers fans now have a direct way to engage and connect with each other





#### Packers Everywhere





- 197,600+ fans registered so far on PackersEverywhere.com website
- 71,000+ submitted fan entries (photos, stories and content suggestions)
- 1,800+ registered bars/restaurants that are
   "Official Packers Everywhere" establishments
- 29% of bars have logged in and continue to
   update their profiles/offerings for Packers fans
- 500,000+ bar/event searches since inception
   on 8/1/2011 (this is through only four games)



#### Packers Everywhere

#### **Partnership Opportunities Include:**

- Mobile APP sponsorship over 49k downloads
- Social Media over 33k Facebook followers
- Eblasts banners and dedicated emails (average open rate is 45% and CTR is 23%, well above industry averages)
- Customizable contest sponsorships
   engage your brand with our fans
- Impressions on website
- Video pre-roll ads





### Internet Advertising Variety of Ad Units

In 2012, Packers.com averaged over 1.6 million unique visitors per month.

#### Inclusions:

- Determined quantity of impressions served during the season, the year, or a designation period of time. Ad units available (only some pictured):
- 160x600
- 160x150
- 728x90
- 300x250
- 300x100

All artwork for website use to be provided by COMPANY and is subject to the approval of the Green Bay Packers marketing department.







## Digital Advertising - Video Pre roll Ads

COMPANY could receive (determined quantity) video pre-roll impressions, geographically targeted to the most relevant region(s)

#### **Example Inclusions:**

- (Determined Quantity) video pre-rolls, 15 seconds long
- (Determined Quantity) (300x250) ads running below the video and remaining on the page the entire time the video is playing
- Video skin ad surrounding video player box
- Video pre-roll ads are the highest performing ad unit on
- COMPANY is responsible for ad creative



Static video skin to border the video player

Your 15 second video that plays before ours

300x250 ad to run during the duration of both your pre-roll and our video



# Packers Mobile Application

The Packers new Mobile Application allows fans to connect with Packers content 24/7. The app includes up-to-date Packers news, stats, video and more.

- 688.000+ downloads as of October 2012
- Average monthly page views: Over 7,700,000 million
- Case Study 1: Meguiar's ads received <u>12,728 clicks</u> in just a <u>three-week window</u>
- Case Study 2: Wisconsin Milk Marketing Board ran a ticket promotion for 2 months and received over 56,000 clicks and 30,000 email entries!

#### **Inclusions:**

- Ad placement on the Packers Mobile App
  - COMPANY would received 2/3 of all mobile impressions. Will rotate between Pro Shop ad so no other advertisers will run during this promotional period





#### **Home Page Banner**

Capture the Green Bay Packers fans' attention in a unique way by taking over a premium position on the homepage for an entire day. A great way to make a big marketing splash to push a product or service.

#### **Inclusions:**

- Take over the homepage for one entire day with the 960x61 ad unit in the center of the page
- Exclusive to one advertiser (for one day) per week
- Average daily page views is over 117,000





#### Homepage Wallpaper

Have the opportunity to be exclusive to the homepage of with a premium ad placement. Homepage averages 120,000 page views in one day. Make a big impact and push on a product or service!

Ad unit is the 'Wallpaper' which encompasses the entire background of the homepage. One portion on each side is clickable to your web site. A high impact ad with unique creative offerings.

Take over the wallpaper for an entire day! Exclusive to one advertiser (for one day) per week.





#### Premium Ad Placement

#### Chip Ad

- Located on the top of the home page and all interior pages of
- Highest ad unit above the fold, available for purchase
- Sold by the impression
- Great way to make a product/promotional push or give your brand a strong digital presence







## Digital – Contest Development Page

<u>VALUE</u>: The Green Bay Packers can create and host a 'Contest' page that can help you capture email addresses and promote your current offers or contests.

- Page would look similar to this:
   http://nfl.packers.com/fan\_zone/contests/badger\_mutual\_essay\_contest
   / but would include fields for a user to 'Enter' your ticket contest, and provide their name and email address. You would have an icon here
- We would create and host the page on our website here: <a href="http://www.packers.com/fan-zone/contests.html">http://www.packers.com/fan-zone/contests.html</a>
- Your digital ads could link to this page and users could also come to it on their own. You can find this page under 'Fan Zone', then 'Contests'
- We can help manage the database and provide you emails on a weekly or monthly basis
- You can also drive traffic to this page off your website and your social media site to help encourage even more entries. *Entries ultimately are sales leads for future business!*
- Examples: Contest, offers associated with the game, Enter to win...



Zio Code

#### **Email**

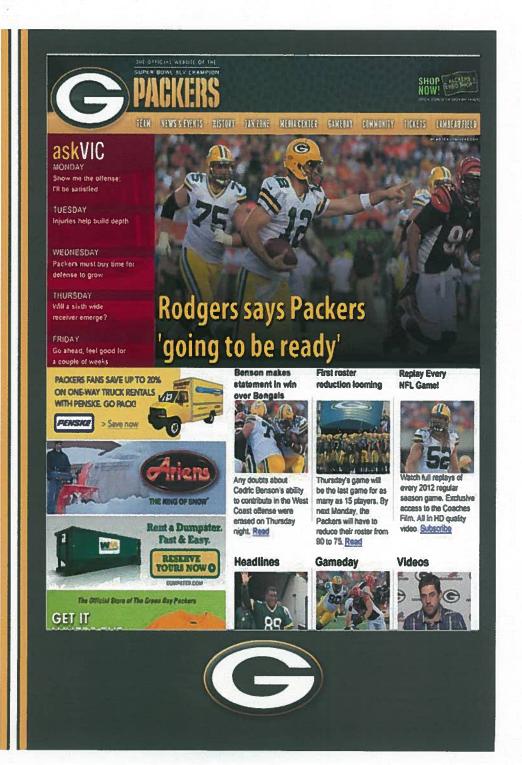
With 250,000 subscribers to our enewsletters, we have a unique ability to connect you with this engaged email audience.

- Open Rate: 25.3% unique opens
- Click Through Average: 7.5% (unique clicks)
- Both are above industry averages

#### **Opportunities:**

- Banner ads
- Personalized, dedicated promotional offer to our email distribution list

(with the approval of the marketing department; offer has to be in-line with Packers brand)



# Exclusive Offer to E-Newsletter Subscribers – E blast Inclusions: • (Determined Quantity) email offer that the Packers would send out on General Mill's behalf to the e-newsletter subscribers who opted in for Packer partner offers.

- Dates TBD that makes most sense and is in line with your marketing strategy.
- Email list includes about 210,000 emails as of today (this is the number of our subscribers who opted in to receive partner offers)
- Email should include details regarding an exclusive offer from your client
- Availability exists during the off season

Your customer is responsible for providing any company logos and all text to be included in the email. Packers will proof and create the email with our branding. Final proof will be sent to you for review and proofing.



# **Customized Opportunities**

The Green Bay Packers like to customize marketing opportunities that make the most sense for each partner.

We can fit a variety of budgets

We can target locally, regionally and nationally

We will help show you ROI

No mater who your target audience is; we have a creative way to help you connect with them.

Bring us your ideas or bring us your marketing goals and lets find the right solution for you...





#### **2013 GREEN BAY PACKERS OPPONENTS**

# **HOME GAMES: AWAY GAMES:**

#### THANK YOU!

NAME: Dana Kressig

**TITLE: Corporate Sales Executive** 

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Mobile: (920) 737-7889