

DATE: December 6, 2016

TO: Victoria Cimino, Amy Bassett & Kris Neilsen,

NH Division of Travel & Tourism Development

FROM: Madison Murach

Lou Hammond Group

CC: Sean Layton

Terry Gallagher Lou Hammond E.J. Powers Jeff Mucciarone Grace Ames

Scott Tranchemontagne

RE: Activity Report – November 2016

Following is a summary of services conducted by Lou Hammond Group on behalf of the NH Division of Travel & Tourism Development for the month of November, 2016.

ACHIEVED CLIPS STATEWIDE:

Total Impression: 107,555,136; Total Media Value: \$1,025,052

• November 4 – *The Boston Globe*

As a result of pitching, *The Boston Globe* featured both Loon Mountain and Waterville Valley in a story on the best girlfriend ski getaways in New England.

UMV: 232,546

Circulation: 13,946,814 Media Value: \$118,161

• November 10 – Associated Press

"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event. It was picked up in a total of 8 publications nationally.

UMV: 292,861

Media Value: \$1,953

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UMV: 300,975

Media Value: \$2,008

• November 10 – <u>Clay Center Dispatch</u>

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UMV: 12,062 Media Value: \$80

• November 10 – The Eagle

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UMV: 101,748 Media Value: \$679

• November 10 – NewsOK

"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event.

UMV: 602,211

Media Value: \$4,017

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UMV: 208,185

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Media Value: \$1,389

• November 10 – Washington Times

"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event.

UMV: 2,310,599 Media Value: \$15,412

• November 10 – Reading Eagle

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UMV: 134,886 Circulation: 37,912 Media Value: \$900

• November 14 – Concord, NH Patch

As a result of winter forecast pitching, "NH Tourism Officials: Strong Winter Season Forecasted" was published by Tony Schinella.

UMV: 4,486,194 Media Value: \$29,923

• November 14 – <u>Travel + Leisure</u>

As a result of media outreach, Travel + Leisure Online featured Portsmouth, NH as one of America's Best Towns for the Holidays.

UMV: 7,175,300 Media Value: \$59,794

• November 15 – Manchester Ink Link

As a result of winter forecast pitching, "NH Expects to See 8.2 Million People Spend \$1.2 Billion on Winter Tourism" was published by Carol Robidoux.

UMV: 140,000 Media Value: \$933

• November 16 – Berlin Daily Sun

As a result of winter forecast pitching, "New Hampshire Tourism Officials Forecast Strong Winter Season" was published by a staff writer.

UMV: 27,231 Media Value: \$182

• November 17 – *Hippo*

As a result of winter forecast pitching, "Bring on the Winter Tourists" appeared in the Quality of Life Index in the print edition.

Circulation: 42,561 Media Value: \$134

• November 20 – Orbitz

As a result of Michelle Herrmann's visit to the Granite State last month, Orbitz.com published its Three Perfect Days in Portsmouth feature. The article is an insightful feature that calls out many of the area's great partners.

UMV: 15,734,042

Media Value: \$47,202.13

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UMV: 298,809 Media Value: \$1,993

• November 21 - WMUR

News regarding NH ski resort opening dates was broadcast during the 5am news and again at 6am.

Combined Viewership: 84,235 Combined Media Value: \$562

• November 27 – <u>The Boston Globe</u>

As a result of pitching, The Boston Globe featured the Monadnock region's Currier and Ives Cookie Tour in their "Here, There, and Everywhere" column.

Circulation: 232,546 UMV: 13,946,814 Media Value: \$118,161

• November 29 – The Boston Herald

As a result of Moira McCarthy attending the Boston Ski Event where Ragged Mountain Resort was discussed, The Boston Herald featured an online story titled, "McCarthy: Make-up season on tap for skiers, riders."

UMV: 3,227,734 Media Value: \$21,518

• November 30 – Parents Magazine

As a result of pitching, Parents.com (featured Santa's Village in Jefferson NH and the Ice Castles in Lincoln, NH in a roundup titled, "22 Places to Take Kids Over the Holidays."

UMV: 2,817,938 Media Value: \$23,482

• November 30 – <u>USAToday.com</u>

As a result of pitching, USAToday.com featured Cosmic Tubing at Granite Gorge Ski Area in a story titled, "Winter adventures: 10 unique activities to try this season."

UMV: 25,446,800 Media Value: \$441,078

ACHIEVED CLIPS BY REGION:

DARTMOUTH - LAKE SUNAPEE – Impressions: 29,280,796; Media Value: \$195,656

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GREAT NORTH WOODS – Impressions: 4,868,784; Media Value: \$32,072

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WHITE MOUTAINS - Impressions: 46,278,094; Media Value: \$337,299

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UMV: 80,081 Media Value: \$534

• November 21 – Connecticut Post

"New Hampshire Ski Areas Announce Opening Days" was published following DTTD and Ski NH's announcement of ski resort opening dates.

UMV: 766,797

Media Value: \$5,115

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"New Hampshire Ski Areas Announce Opening Days" was published following DTTD and Ski NH's announcement of ski resort opening dates.

UMV: 2,310,599 Media Value: \$15,412

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UMV: 114,201 Media Value: \$762

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"New Hampshire Ski Areas Announce Opening Days" was published following DTTD and Ski NH's announcement of ski resort opening dates.

UMV: 208,185

Media Value: \$1,389

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UMV: 38,168 Media Value: \$255

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UMV: 92,012 Media Value: \$614

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UMV: 152,466 Media Value: \$1,017

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UMV: 52,689 Media Value: \$439

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UMV: 245,432

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UMV: 73,389

Media Value: \$490

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UMV: 298,809 Media Value: \$1,993

• November 21 - WMUR

News regarding NH ski resort opening dates was broadcast during the 5am news and again at 6am.

Combined Viewership: 84,235 Combined Media Value: \$562

• November 30 – Parents Magazine

As a result of pitching, Parents.com (featured Santa's Village in Jefferson NH and the Ice Castles in Lincoln, NH in a roundup titled, "22 Places to Take Kids Over the Holidays."

UMV: 2,817,938 Media Value: \$23,482

LAKES – Impressions: 28,590,300; Media Value: \$191,050

• November 10 – Associated Press

"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event. It was picked up in a total of 8 publications nationally.

UMV: 292,861 Media Value: \$1,953

• November 10 – Colorado Springs Gazette

"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event.

UMV: 300,975 Media Value: \$2,008

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UMV: 101,748 Media Value: \$679

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"Ski Resorts, Tourism Officials, to Report on Winter Season" was published as a result of the winter forecast announcement and media pitches surrounding the Ski NH reception/expo event.

UMV: 602,211 Media Value: \$4,017

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MONADNOCK – Impressions: 54,727,596; Media Value: \$636,734

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As a result of winter forecast pitching, "Bring on the Winter Tourists" appeared in the Quality of Life Index in the print edition.

Circulation: 42,561 Media Value: \$134

• November 30 – USAToday.com

As a result of pitching, USAToday.com featured Cosmic Tubing at Granite Gorge Ski Area in a story titled, "Winter adventures: 10 unique activities to try this season."

UMV: 25,446,800 Media Value: \$441,078

SEACOAST – Impressions: 27,778,126; Media Value: \$139,068.13

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"Mike Cote's Business Editor's Notebook: Hey, Boston! Skip Vermont, Ski NH!" was published by Mike Cote following a phone briefing with Vicki at the Ski NH reception. The article also appeared on page D1 of the November 13 print edition.

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• November 14 – Travel + Leisure

As a result of media outreach, Travel + Leisure Online featured Portsmouth, NH as one of America's Best Towns for the Holidays.

UMV: 7,175,300 Media Value: \$59,794

• November 15 – Manchester Ink Link

As a result of winter forecast pitching, "NH Expects to See 8.2 Million People Spend \$1.2 Billion on Winter Tourism" was published by Carol Robidoux.

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• November 20 – Orbitz

As a result of Michelle Herrmann's visit to the Granite State last month, Orbitz.com published its Three Perfect Days in Portsmouth feature. The article is an insightful feature that calls out many of the area's great partners.

UMV: 15,734,042

Media Value: \$47,202.13

ONGOING PROJECTS

• New Hampshire won a Bronze Hospitality Sales and Marketing Association International (HSMAI) Adrian Award for the state's overall DTTD National PR campaign.

• Ski N.H. Event in Boston – Complete

- o Agency distributed media invite
- Agency created press release, media advisory, talking points, media profile document
- o Agency generated attendees included:
 - Erica Corsano, The Boston Herald
 - Moira McCarthy, The Boston Herald
 - Caroline Morse, Smarter Travel
 - Mike Chace, Worthly
 - Linda Laban, Freelancer (Boston Globe, NY Daily News, NY Post)
 - Steve Jermanok, Freelancer (Boston Globe, Global Traveler)
 - Julie Hatfield, Freelancer (JustLuxe.com, Boston Globe)
 - Bob Curley, Freelancer (Successful Meetings, About.com)
 - Shirley Moskow
- o Agency followed up with all media attendees following event

MEDIA VISITS

- Freelancer **Michele Herrmann**, Orbitz + PASTE Visited Manchester and Portsmouth Oct. 8-11, coverage ran November 20
- Caroline Morse, Smarter Travel Jan. 6-8, Cannon Mountain ski piece
- Freelancer Will McGough potential February visit, assignment for Gear Patrol
- **Jeana Shandraw**, Surf N Sunshine Feb. 17-20
- Alexandra Pecci, AAA Northern New England Journeys Jan. 14 visit to Concord
- Carol Cain, Expedia.com Jan/Feb visit dates

WRITTEN MATERIALS & HOT TIPS

• Long-Lead: Spring 2017 Events – Agency distributed

- Hot Tip: What's New in Skiing in New Hampshire Agency shared with Client
- Hot Tip: Winter Hotel Deals & Promotions Agency shared with Client
- Winter vacations that go beyond skiing Agency distributed
- Holidays in New Hampshire pitching Agency distributed
- Winter vacations that go beyond skiing Agency distributed
- Long-Lead: Unexpected New Hampshire: Unusual/quirky activities around the state – Agency distributed
- Ski N.H. Event Written Materials Agency shared with Client/Distributed
 - o press release
 - o media advisory
 - o talking points
 - o media profile document
- Value Blast Agency continues to include New Hampshire in the bi-monthly agency wide value blast release distribution

STORIES PITCHED

- **Departures** Portsmouth, N.H for Americana issue
 - o Current Status: Tracking
- The Boston Globe Agency pitched Winter Fun on N.H. Seacoast
 - o Current Status: Tracking
- Martha Stewart Living Agency pitched Spring Museum Exhibitions
 - o Current Status: Tracking
- MODERN Magazine— Agency pitched Curator's Eye Opportunity
 - o Current Status: Tracking
- **AAA Northern New England** Agency pitched Eat, Sleep, Play Bethlehem, NH, Manchester, NH Piece on the Currier Museum, Portsmouth Athenaeum
 - o Current Status: Following-up
- Fodor's Agency pitched Long Weekend Getaway Pieces: White Mountains, Manchester, Monadnock Region
 - o Current Status: Tracking
- WADK "Talk of the Town" Agency pitched and scheduled Interview with Bruce Newbury on 12/5
 - o Current Status: Complete
- USA Today- Agency pitched Interesting Takes on Eggnog, Interesting Takes on Pie
 - o Current Status: tracking
- **Budget Travel** Agency pitched John Clayton of the Millyard Museum for a Local Expert column

o Current Status: Tracking

MEDIA INTERACTIONS:

- Agency met with Esther Fung, New York Times
- Agency met with **Dana Schuster**, New York Post
- Agency met with **Alyson Sheppard**, **Freelance**
- Agency met with Carly Fisher, Freelance
- Agency met with Tommy Crudup, Rachael Ray Show
- Agency met with Laura Pucillo, Daily Meal
- Agency met with Summer Albarcha, Influencer
- Agency met with Katie Manwaring, Blogger for Kate Bliss
- Agency met with **Jeff Heilman**, **Freelance**
- Agency met with Lee Abbamonte, Influencer
- Agency met with Jordi Lippe, Freelance
- Agency met with Hillary Richard, Freelance
- Agency met with Carol Cain, Freelance
- Agency met with Samantha Brooks, Luxury Magazine
- Agency met with Lara Eurdolian, Influencer

NEWS BUREAU

Listed below are media with whom the agency has had contact on behalf of the NH Division of Travel and Tourism and provided information in the way of specialized pitches, press kits or fact checking. In most cases, although listed only once, LH&A liaised with publications or freelancers on multiple occasions.

On behalf of New Hampshire Division of Travel and Tourism, media outreach included:

- AAA Horizons
- AAA World
- AARP The Magazine
- About.com
- Arthur Frommer's BudgetTravel.com
- Asbury Park Press
- Associated Press
- Baltimore Sun
- Boston Globe

- Boston Herald
- Boston Magazine
- Canadian Travel Press
- Coast Magazine
- Chicago Sun-Times
- Chicago Tribune
- CNN.com
- Condé Nast Traveler
- Connecticut Magazine
- Daily News
- Departures
- Elite Family Travel
- Examiner
- Family Circle
- FamiliesGoTravel.com
- Farwell Travels
- Fathom
- Food & Wine
- Forbes
- FOXNews.com
- Frommers.com
- Frommer's New England Travel Guide
- Gadling
- Gannett
- Gayot
- Houston Chronicle
- Huffington Post
- IgoUgo
- Ignite
- In The Know Traveler
- Ladies' Home Journal
- Meetings & Conventions
- Metro New York/ Metro Boston
- MetroWest Daily News
- Miami Herald
- Montreal Gazette
- MSNBC.com
- National Geographic Traveler
- National Post
- NBC's Today Show
- New England Travel & Life
- New Jersey Life
- New York
- New York Magazine

- New York Post
- Newsday
- Newsweek
- *NY1*
- O, The Oprah Magazine
- PARADE
- Passport
- Parents
- Philadelphia Inquirer
- Points North
- San Jose Mercury News
- Sarasota Magazine
- Saveur
- Seattle Times
- SeeAmerica.com
- ShermansTravel.com
- The Atlantic
- The New York Times
- The Star-Ledger
- The Wall Street Journal
- Time Out NY
- Toronto Star
- Toronto Sun
- Town & Country
- Trailblazer Magazine
- Travel Agent Central.com
- Travel + Leisure
- USA Today
- Washington Parent
- WomansDay.com
- Woman's World
- Yankee

GENERAL ACTIVITIES

- Agency submitted PR Insider to Client.
- Agency submitted Partners Report to Client.
- Agency participated in conference calls with the Client; providing agendas and call reports.
- Agency continues to update LHG Twitter page, Facebook page and website with client releases, weekly value blasts and key contests/images.

• Agency provided Client with relevant media clips.

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