

# Marian Memorial Campaign Results

In honor of the first Feast of Mary, Mother of the Church on May 21, 2018

Angelus News in collaboration with Archdiocese of Los Angeles Marketing & Communications

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Overview

The main goals of the Marian Memorial Promotion were to...

Distribute Marian tapestries to contribute to Archbishop Gomez's vision for an image of Mary in every home Increase Always Forward subscriptions by requiring newsletter signups to receive the Marian tapestries Encourage the faithful of the Archdiocese and Catholic schools to attend the Cathedral Mass on May 21 Secure local media coverage about the new Marian Memorial and the Archdiocesan activities

The efforts included a combination of online and offline marketing, editorial, and public relations support such as...

**Angelus News Editorial Features** 

**Dedicated Landing Pages** 

**Social Media Content & Advertising** 

**Targeted Email Distribution** 

**Local Media & Press Outreach** 

**Catholic Schools Outreach** 

About 3,000 people and 23 Catholic schools attended the Memorial Mass at the Cathedral on Monday, May 21

In honor of Archbishop Gomez's vision, there are now 3,582 Marian tapestries in homes throughout the Archdiocese of Los Angeles

The Always Forward subscriber list grew by 23% during the month-long promotion -1,809 new subscribers

 $oldsymbol{6}$  Angelus News articles and  $oldsymbol{45}$  features by print and digital media outlets covered the feast day celebrations

Social media content published by Angelus News, Archbishop Gomez, and various Archdiocesan departments exposed

more than **370,000** people to the Marian Memorial message and Archbishop Gomez's devotion

Results

### About 3,000 people attended the First Memorial Mass at the Cathedral

### Over 1,300 students from 23 Catholic schools joined in uniform

Bishop Alemany High School

**Holy Trinity School** 

**Immaculate Conception** 

Louisville High School

Our Lady of Guadalupe School

Our Lady of Loretto Elementary School

Our Lady of the Assumption School

Precious Blood School

Saint Augustine School (SAS)

Saint Catherine of Sienna

Saint Cecilia School

Saint Gregory the Great School

Saint Joseph Elementary School

Saint Joseph High School

Saint Joseph the Worker School

Saint Marianne de Paredes School

Saint Mary Catholic School

Saint Mary's School

Saint Paul High School

Saint Robert Bellarmine School

Saint Teresa of Avila School

Santa Rosa Bishop Alemany

Santa Rosa de Lima





Contributing to Archbishop Gomez's vision for every home to have an image of Mary,

there are now...

3,582

Marian tapestries in homes

throughout the Archdiocese of Los Angeles



People shared photos of the tapestries in their homes with Angelus News

Archbishop Gomez encouraged people to post photos of the tapestries using the hashtag #MaryAtHome



During the month-long promotion, the Always Forward subscriber list

increased by 23%

7,828

+

1,809



9,637

Total Subscribers on May 15

New Subscribers Between May 15 and June 15\*

Total Subscribers on June 15

60% of the 6,012 unique visitors to the English and Spanish versions of the landing page submitted a tapestry request

Facebook (60%), Twitter (11%), and Catholic News Agency (2%) were the top three external referral sources



#### An email invitation from Archbishop Gomez launched the promotion, and an email of gratitude from Angelus News ended it

The 9.5% click-through rate to request a Marian tapestry in Archbishop Gomez's email is far above average click-through rates: 2% to 3%

The 43% open rate on the email of gratitude exceeded average open rates for Always Forward and publisher standards: 18% to 20%

### A special gift for your home

From Archbishop Gomez on May 15

**7,592** Total sends

32% Open rate

**2,429** Unique opens

9.5% Click-through rate

**722** Unique clicks

### $\boxtimes$

#### Your image of Mary, blessed by Archbishop Gomez

From Angelus News on June 13

**3,389** Total sends

**43%** Open rate

1,462 Unique opens

3.8% Click-through rate

127 Unique clicks

Facebook and Instagram ads, live for two weeks of the promotion, resulted in  ${\bf 538}$  unique visits to the Angelus News landing page





**615** Total clicks

**538** Unique clicks

2.34% Click-through rate

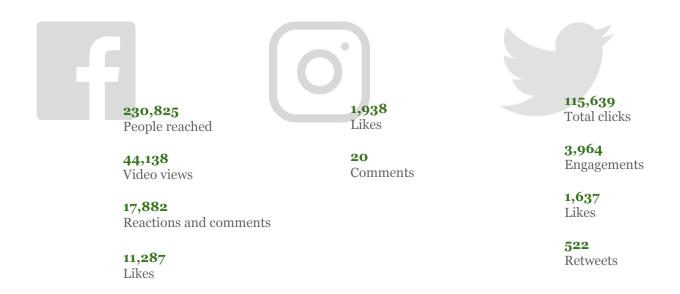
**\$0.81**Cost per click

**26,273** Total impressions

**5,970** People reached

#### Throughout the promotion, Archbishop Gomez's social media content drove over 340,000 additional impressions

The top-performing posts mentioned the Marian Tapestry Gift and Archbishop Gomez's vision for every home to have an image of Mary



Archbishop Gomez blessed all Marian tapestries, captured in a Facebook Live video and photo albums on Facebook, Twitter, and Instagram

The Facebook Live video received 20,740 views, 3,602 reactions and comments, and reached 63,842 people





The Instagram album gained 1,148 likes and 13 comments

After the tapestry blessing posts, the top posts mentioned Marian consecration and his vision for every home to have an image of Mary



27,794 People reached

1,714 Reactions and comments



**790** Likes

**7** Comments

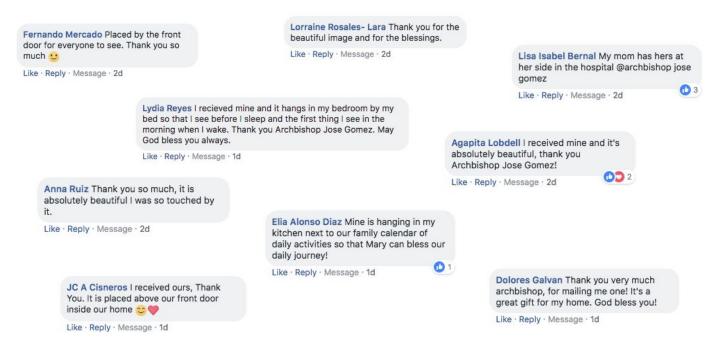


7,495 Impressions

**206** Total engagements

### Archbishop Gomez's post requesting photos of the Marian tapestries in people's homes received 3,200 reactions

In the **171** comments, people expressed gratitude for the gift and the significance of his blessing





Across all Angelus News social media channels, 17,900 people saw the related posts and 1,805 people interacted with them

12,343
People reached

**1,018** Post clicks

**570** Reactions and comments

**431** Video views

5,557
Total impressions

178

Engagements

**25** Likes

**14** Retweets

#### The top-performing posts mentioned the Marian Tapestry Gift and Archbishop Gomez's vision for every home to host an image of Mary



- 6,479 People reached
- 211 Reactions and comments
- 407 Post clicks



- 1,499 People reached
- 103 Reactions and comments
- 221 Post clicks



- 2,822 Total impressions
- 97 Engagements
- 11 Likes



- 1,031 Total impressions
- **39** Engagements
- 5 Likes

### 6 Angelus News articles discussing the Marian Memorial resulted in 3,263 unique views and an average of 3:39 minutes spent reading

Archbishop Gomez's piece adapted from his homily performed best in terms of readership, with 2,418 unique readers



Kathryn Jean Lopez's reflection had the most engagement, with an average of **over 5 minutes spent reading** 



The Marian Memorial and the Archdiocese of Los Angeles' activities gained global and local media coverage

Across digital, print, and television over **4 million** potential people were reached, the equivalent of over **\$80,000** in advertising value









Whittier Daily News



SAN GABRIEL VALLEY TRIBUNE





California Catholic Daily

**BEFORE IT'S NEWS** 

REPORT

Los Angeles Daily News



### 29 digital features generated over 2 million potential views of earned exposure

This amount of reach is equivalent to over \$3,780 in advertising spend





9 newspaper features generated over 2 million potential views of earned exposure

This level of media coverage and exposure is equivalent to over  $\$3,\!780$  in advertising spend





5 television spots on NBC-4, Telemundo, and Univision reached 553,000 potential viewers

This visibility would have cost over \$78,880 in advertising spend





Recommendations

#### When planning and executing future feast day promotions, we suggest...

Replicating success by pairing marketing goals with relevant religious celebrations to successfully drive action

Continuing incentivized approach and personal invitations for Always Forward subscription growth

Using Facebook as the primary social media channel for future promotions as the top-performing channel

Creating opportunities to integrate schools in events highlighting key liturgical celebrations

Identifying stories that can be pitched to outside media to increase outreach of promotion

Appendix

# Angelus News Editorial Features

Article	Author	Publication Date	Total Views	Unique Views	Bounce Rate	Time on Page
Go to Jesus through Mary	Archbishop Gomez	May 22, 2018	2,522	2,318	89.79%	3:52
Why we need a new day to honor the Virgin	Mike Aquilina	May 16, 2018	687	635	87.40%	4:01
Watch live today — Archbishop Gomez to celebrate Mother of the Church Mass	Angelus News Staff	May 21, 2018	127	105	77.03%	3:22
How Jesus' mother holds the key to living Pentecost like a true apostle	Kathryn Jean Lopez	May 18, 2018	107	91	83.33%	5:17
How US churches are celebrating Mary, mother of the Church	Catholic News Agency	May 19, 2018	87	79	72.00%	2:59
Pope Francis: Like Mary, the Church is a mother	Elise Harris, Catholic News Agency	May 21, 2018	41	35	83.33%	2:27
		Total / Average	3,571	3,263	82.15%	3:39

# Digital Media Coverage

Article	Publication	Date	Potential Views	Ad Value
The LA Archdiocese is about to celebrate a Mass decreed by Pope Francis	Los Angeles Daily News	May 21, 2018	547,705	\$1,030
Take Mary into your home, LA archbishop says on new Marian feast	Catholic News Agency	May 12, 2018	371,422	\$698
Catholics celebrate first Memorial of the Blessed Virgin Mary, Mother of the Church	Catholic News Agency	May 19, 2018	371,422	\$698
How US churches are celebrating Mary, Mother of the Church	Before It's News Syndicated from Catholic News Agency	May 19, 2018	360,336	\$677
Take Mary into your home, LA archbishop says on new Marian feast	Before It's News Syndicated from Catholic News Agency	May 22, 2018	360,336	\$677
		Total	2,011,221	\$3,780

### Print Media Coverage

Title	Newspaper	Publication Date	Potential Views	Ad Value
The LA Archdiocese is about to celebrate a Mass decreed by Pope Francis	Los Angeles Daily News	May 21, 2018	547,705	\$1,029.69
The LA Archdiocese celebrates new Virgin Mary Mass decreed by Pope Francis	Daily Breeze	May 21, 2018	124,439	\$233.95
The LA Archdiocese celebrates new Virgin Mary Mass decreed by Pope Francis	Pasadena Star News	May 21, 2018	99,919	\$187.85
The LA Archdiocese celebrates new Virgin Mary Mass decreed by Pope Francis	Press Telegram	May 21, 2018	89,755	\$168.74
The LA Archdiocese celebrates new Virgin Mary Mass decreed by Pope Francis	San Gabriel Valley Tribune	May 21, 2018	73,464	\$138.11
		Total	935,282	\$1,758.22

### Television Media Coverage

Spot	Channel	Date	Time	Potential Viewers	Ad Value
New Feast of the Virgin Mary	NBC-4	May 21, 2018	6:00 p.m.	95,000	\$7,060.56
Dia de la Virgen Maria Bendecida	Telemundo	May 21, 2018	5:30 p.m.	80,000	\$16,298.56
Se Celebra Dia de la Virgen	Telemundo	May 21, 2018	6:00 a.m.	80,000	\$16,298.56
21 de Mayo es el Dia de la Virgen Maria	Telemundo	May 21, 2018	12:00 p.m.	80,000	\$16,298.56
Honor a la Virgen Maria	Univision	May 21, 2018	6:00 a.m.	218,000	\$22,929.92
			Total	553,000	\$78,880

# Angelus News Social Media — Facebook

Post	Date	Reach	Reactions/Comments/Shares	Post Click	Views
https://www.facebook.com/AngelusNews/photos/a.436979466326974.100708.117956358229 288/1911721795519393/?type=3&theater	6/4	1,499	103	221	N/A
https://www.facebook.com/AngelusNews/posts/1894790170545889	5/22	1,098	56	38	N/A
https://www.facebook.com/AngelusNews/posts/1894288953929344	5/22	500	20	10	N/A
https://www.facebook.com/AngelusNews/posts/1893056760719230	5/21	486	15	30	N/A
https://www.facebook.com/AngelusNews/posts/1891656367525936	5/20	599	19	26	N/A
https://www.facebook.com/AngelusNews/photos/a.436979466326974.100708.117956358229 288/1890628594295380/?tvpe=3	5/19	1,448	64	73	N/A
https://www.facebook.com/AngelusNews/posts/1888259287865644	5/17	234	82	213	431
https://www.facebook.com/AngelusNews/posts/1887056621319244	5/16	6,479	211	407	N/A
	Total	12,343	570	1,018	431

# ${\bf Angelus\ News\ Social\ Media-Twitter}$

Post	Date	Impressions	Total Engagement	Likes	Retweets
https://twitter.com/AngelusNews/status/996899088154185728	5/16	2,822	97	11	7
https://twitter.com/AngelusNews/status/997939831656378369	5/19	351	13	4	2
https://twitter.com/AngelusNews/status/998392189255331840	5/20	558	8	1	2
https://twitter.com/AngelusNews/status/998611714601037825	5/21	248	5	0	0
https://twitter.com/AngelusNews/status/998950835223715841	5/22	268	4	2	0
https://twitter.com/AngelusNews/status/999078147047022592	5/22	279	12	2	1
https://twitter.com/AngelusNews/status/1003813698551640064	6/4	1,031	39	5	2
	Total	5,557	178	25	14

# ${\bf Archbishop\ Gomez\ Social\ Media-Facebook}$

Post	Date	Reach	Reactions/Comments/Shares	Clicks	Views
https://www.facebook.com/archbishopgomez/photos/?tab=album&album_id=1991152380926756	5/23	15,141	1,631	997	N/A
https://www.facebook.com/archbishopgomez/posts/1988469397861721	5/21	3,867	1,409	1,009	4,561
https://www.facebook.com/archbishopgomez/videos/1988333404541987/	5/21	17,506	965	622	3,795
https://www.facebook.com/pg/archbishopgomez/photos/?tab=album&album_id=1983248191717175	5/17	10,351	519	611	N/A
https://www.facebook.com/archbishopgomez/videos/1983014258407235/	5/17	63,842	3,602	4,128	20,740
https://www.facebook.com/archbishopgomez/videos/1981087721933222/	5/16	9,369	803	470	2,707
https://www.facebook.com/archbishopgomez/videos/1972017626173565/	5/9	23,104	1,554	842	12,335
https://www.facebook.com/archbishopgomez/photos/a.357579307617413.81067.202701146438564/1 970704182971576/?tvpe=3&theater	5/8	15,898	913	290	N/A
	Total	230,825	17,882	11,287	44,138

# Archbishop Gomez Social Media — Instagram

Post	Date	Likes	Comments
https://www.instagram.com/p/Bim2XSRnYVC/?taken-by=archbishopgomez	5/10	790	7
https://www.instagram.com/p/Bi5biO4n1GX/?taken-by=archbishopgomez	5/17	1,148	13
	Total	1,938	20

# ${\bf Archbishop\ Gomez\ Social\ Media-Twitter}$

Tweet	Date	Impressions	Total Engagement	Likes	Retweets
https://twitter.com/ArchbishopGomez/status/999768269379776514	5/24	7,497	206	143	42
https://twitter.com/ArchbishopGomez/status/999750400923365376	5/24	7,179	274	64	17
https://twitter.com/ArchbishopGomez/status/999749898915532800	5/24	2,953	50	29	5
https://twitter.com/ArchbishopGomez/status/999698564069634048	5/24	3,102	94	46	19
https://twitter.com/ArchbishopGomez/status/999345328464642048	5/23	2,927	70	48	10
https://twitter.com/ArchbishopGomez/status/998670782225113089	5/21	5,099	134	75	17
https://twitter.com/ArchbishopGomez/status/998666756108496897	5/21	6,001	177	105	40
https://twitter.com/ArchbishopGomez/status/998662735239024640	5/21	2,283	44	22	6
https://twitter.com/ArchbishopGomez/status/998658957836251137	5/21	3,326	87	47	21
https://twitter.com/ArchbishopGomez/status/998654698881191936	5/21	2,263	47	26	11
https://twitter.com/ArchbishopGomez/status/998648399334445056	5/21	3,192	46	24	11
https://twitter.com/ArchbishopGomez/status/998642847422337025	5/21	2,694	54	26	20

# ${\bf Archbishop\ Gomez\ Social\ Media-Twitter-Continued}$

Tweet	Date	Impressions	Total Engagement	Likes	Retweets
https://twitter.com/ArchbishopGomez/status/998632791012184064	5/21	1,830	31	16	7
https://twitter.com/ArchbishopGomez/status/998632531275722752	5/21	2,255	37	19	8
https://twitter.com/ArchbishopGomez/status/998626490567798784	5/21	2,563	41	25	6
https://twitter.com/ArchbishopGomez/status/998610656097132544	5/21	2,002	31	19	4
https://twitter.com/ArchbishopGomez/status/998603906056949760	5/21	4,278	108	72	14
https://twitter.com/ArchbishopGomez/status/998578955459416064	5/21	2,683	189	34	8
https://twitter.com/ArchbishopGomez/status/997292212710002688	517	5,980	697	117	24
https://twitter.com/ArchbishopGomez/status/994317544390447105	5/9	2,251	116	11	4
https://twitter.com/ArchbishopGomez/status/994290854083756032	5/9	6,407	184	98	41
https://twitter.com/ArchbishopGomez/status/994275374073692160	5/9	27,345	1,035	517	158
https://twitter.com/ArchbishopGomez/status/994271402894114816	5/9	4,515	93	40	11
https://twitter.com/ArchbishopGomez/status/993916627656691712	5/9	5,014	119	50	18