



Delta Dental of Virginia St. Patrick's Day Wrap Up - 2025

## **Overview**

It was an incredible year for the Freedom First St. Patrick's Day Parade and Shamrock Festival. Despite the misty weather, DRI experienced a large crowd. Feedback from attendees and the community was overwhelmingly positive.

Estimated attendance - 30,000+



## **Parade**

Over 60 organizations participated in the parade, including Delta Dental.

## **Shamrock Festival**

Thousands of people came out to listen to live music on the Delta Dental Stage and enjoy refreshments. DDVA was prominently displayed on signage throughout the festival area.



#### DDVA at the parade!





## Radio

DRI partnered with K92, Q99, Star Country, The Rock Channel, WFIR, and Sports Radio for the promotion of the event. On-air promotions, live mentions, website support, social media, and on-site promotions were used.

### 94 Live Mentions

Additionally, Tile ads were used on all radio station websites.

\$14,725 + promotional value









# TV

Media Partner WDBJ7 provided advanced news coverage, promotional spots, social media posts, and LIVE parade coverage on WZBJ24, and on their Facebook page (398K followers).

Promotional Spots aired 215 times!

\$5,000+ Promotional Value for Spots

### LIVE Coverage = Priceless!





# Additional Spots

DRI paid WDBJ7 to run additional OTT (Over the Top) spots advertising the Freedom First St. Patrick's Day Event.

# 40,000 impressions delivered \$2,000 Promotional Value



# Media Coverage

The parade and shamrock festival were both featured many times on local TV stations (WDBJ7, WSLS10, WFXR), in print publications, and all over social media.







ROANOKE, Va. - It's almost time to ring in the spring. The Freedom First St. Patrick's Day Parade is set for this Saturday in Downtown Roanoke

The Shamrock Festival will kick off that morning with live music, drinks and more. Downtown Roanoke Inc. says that the day is especially important for local businesses.

"Having this event right here in spring, the weather's gorgeous, it's usually starting to turn around this time, having that unofficial kickoff to the warmer months and giving folks a reason to get downtown and to spend their day here it really gives a lift to our local businesses," Izzy Post, Director of Marketing and Communications with Downtown Inc., said.

### Freedom First St. Patrick's Day Parade and Shamrock Festival set for 2025



(WDBJ7) By Pat Thoma

Published: Feb. 5, 2025 at 12:33 PM EST | Updated: 3 hours ago

#### 20 X 0 I

ROANOKE, Va. (WDBI)/Downtown Roanoke inc. Release) - The Freedom First St. Patrick's Day Parade and Shamrock Festival will be back for 2025, according to Downtown Roanoke, Inc. The Corned Beef and Co. Celtic Celebration and Martin's Downtown St. Pat's Street Party are also set for March 15 in Downtown Roanoke.

The Freedom First St. Patrick's Day Parade begins at 11 a.m., featuring the Appalachian Highlanders Pipes and Drums, Jamestown Pipes and Drums, Radford University Highlanders Pipes and Drums, Virginia Highlands Pipes and Drums, and Albemarle Pipe and Drums and more community organizations already confirmed. The parade will travel along Jefferson Street to Campbell Avenue, ending at Williamson Road.

The free Shamrock Festival kicks off at 10 a.m. and runs to 5 p.m. in the John Nolen Plaza behind the Market Building. The festival features adult beverages, vendors, and live music performances by In The Meantime, Funky Bone, The Jared Stout Band, and DJ Joey Nicke 1 on the <u>Defail Dental Stane</u>.

Corned Beef and Co.'s Celtic Celebration features live Celtic music, DJs, party favors, and food specials such as corned beef, cabbage, and Irish potato soup from 10 a.m. to 5 p.m. on Jefferson Street between Campbell Avenue and Salem Avenue. The Celebration then



#### Thousands expected downtown this weekend to celebrate St. Patrick's Day

Downtown Roanoke Incorporated calls it the unofficial start to spring. Saturday is the Freedom First St. Patrick's...

Read More

#### Freedom First St. Patrick's Day Parade

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## WATCH: St. Patrick's Day Parade and Shamrock Festival returning to Roanoke

The festival is set to return March 15



ROANOKE, Va. – Downtown Roanoke is going green, on Monday organizers announced plans for St.
Patrick's Day festivities which bring thousands to the star city.

The Parade and Shamrock Festival are set to return on Saturday, March 15. From green beer to live music and vendors - organizers say there is something for everyone.

"Whe're one of the largest S Patrick's Day festivation the East Coast, and people here really embrace it, not just with our festivities, but all of the local businesses around here as well, kind of bounce off of us and join forces. So downtown here is going to be flooded with green. You're going to be so many people out enjoying themselves. And so people should come out, have a good time." Izzy Post, from Downtown Danable for eath.

# Paid Advertising

DRI ran a paid advertising campaign utilizing digital outof-home (DOOH) advertising, a modern way to reach audiences through digital screens in public places based on geography.

Ads were displayed at restaurants, convenience stores, grocery shops, pharmacies, airports, and more!

24,800+ impressions served

Digital Ads also ran with Macaroni Kid.





#### Example:



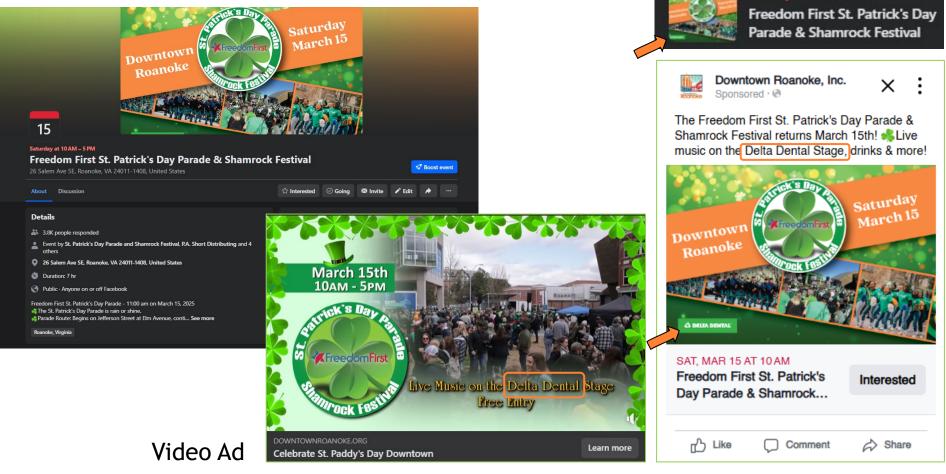


Paid Advertising Cont.

DRI also ran a digital campaign focused on social media and Facebook targeting. Over **85,000 impressions** were served to a targeted group using social premium, video, and event response ads. This resulted in a click-thru rate of **3.11%** on the paid

Saturday at 10 AM - 5 PM

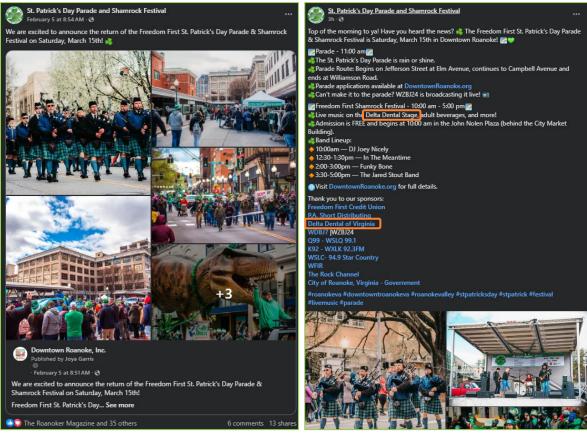
Facebook Event ad!

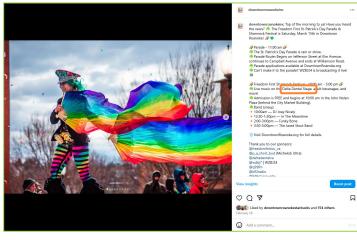


## Social Media

Numerous Facebook posts were shared on the St. Patrick's Day page as well as DRI's Facebook (34K followers), Instagram (10.4K), and Twitter (10K). A Facebook Event was also set up to promote the festivities.

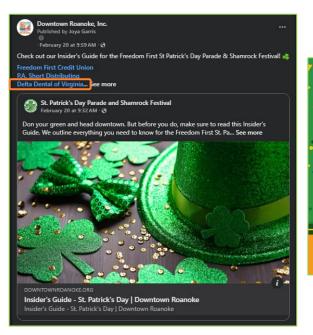
Reach of campaigns was over 131,000+







## Social Media Cont.



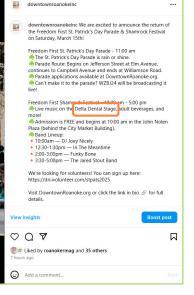


Downtown Roanoke, Inc.

Check out our amazing band lineup for the Delta Dental Stage.









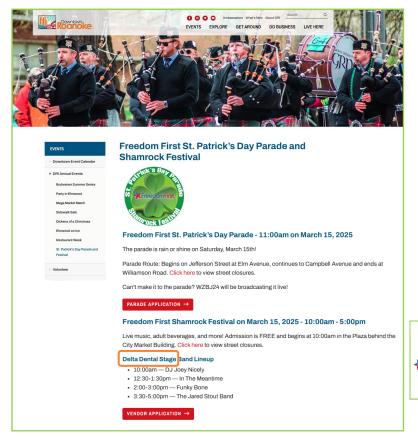
Get ready to rock 🎻 at the Freedom First Credit Union Shamrock Festival on Saturday, March 15th!

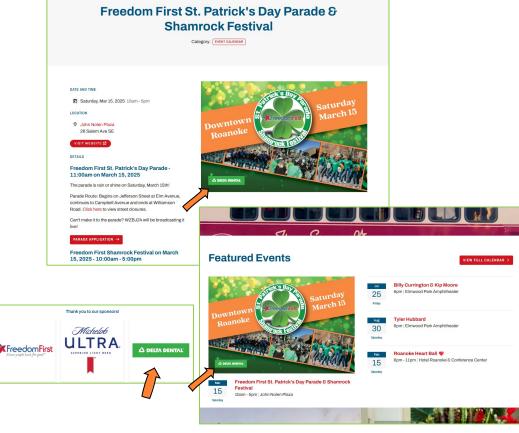


# DowntownRoanoke.org

The Freedom First St. Patrick's Day Parade and Shamrock Festival was featured prominently on our website including on the homepage.

This resulted in over 21,000 page views!





## **Additional Pieces**

The Freedom First St. Patrick's Day festivities were featured weekly in our e-Newsletter sent to 14,000+ subscribers and business newsletter sent to over 300 downtown companies.

Event Day Signage was placed at the festival and parade area.

Sponsor logos were included on the volunteer, staff, and Freedom First employee t-shirts.













# Dollars Donated to Nonprofits

- DRI relies on volunteers to assist at the St. Patrick's Day Parade & Shamrock Festival.
  - In return, DRI makes a generous donation to these nonprofits.
- \$1,200 donated to LOCAL groups:
  - Angels of Assisi
  - Regional Center for Animal Care & Protection
  - ► FAME Roanoke Booster Club





# Thank you for supporting the St. Patrick's Day Parade & Shamrock Festival!

