

Oregon City Civic Improvement Trust Tourism Grant Exit Report

This form is to be filled out within 30 days of completion of the OCCIT grant project. Please limit responses to the space provided. If available, please attach any event photo and any promotional material samples (advertisements, flyers, posters, etc.).

Project Title: Oregon's 4th Annual First City Celebration Street Festival

Organization: Main Street Oregon City Inc.

Project Coordinator: Ethan Erickson

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1. Brief project description:

The non-profit Main Street Oregon City is working to make Oregon City a better place to live, work, and visit by making our downtown more vibrant and socially sustainable. This includes producing special programs and activities that celebrate our community's culture, creativity and commerce. Oregon's First City Celebration Street Festival is the signature event of the summer in Downtown Oregon City bringing together Oregonians that have a wide variety of interests to celebrate. Art, wine, live music, international fare, and fellow Oregonians together in one place are all reasons why the First City Celebration is so attractive to so many people.

2. Description of project accomplishments:

Oregon's 2013 First City Celebration Street Festival provided a fun, interactive, and memorable experience for newcomers and residents alike to Downtown Oregon City. It was a great opportunity to invite people to enjoy a street festival and one of Oregon City's best resources, the principal destination of the Oregon Trail expedition – Oregon's Historic First Main Street.

With increased funding in 2013 and an additional Main Street staff member brought on to further develop the capacity of this event, we can observe in the table below how the simple increase in capacity this year was a principal accomplishment to celebrate.

Year	Fee Art Vendors	Fee Wine Vendors	Participating Businesses	Elevator Patrons	Outreach Methods*	Sponsorship Support	Drinking Bracelets	Estimated Attendance
2012	36	4	8	3,015	8	\$3,850	N/A	3,000
2013	46	12	16	3,529	11	\$7,000	1800	4,000

^{*} Outreach methods include: Word of Mouth, email outreach via compounding listserves, KINK FM Radio advertising, Oregonian insert to 30,000 regional subscribers, Oregon City News advertisement, Local event Posters, Portland Monthly Magazine advertisement, Invitation Fliers handed out at the O.C. Farmers Market, East Willamette Valley Winery post cards, Three River Artist Guild promotions, paid Facebook event page advertisements, Main Street Banners Downtown, and day of event signage on 99E.

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In addition to the quantifiable data presented above and the survey data presented below, there was also an anecdotal accomplishment to account for. This year we marketed a "Headlining Band" as the finale of our all-day live music entertainment. *Soul Vaccination* was our Headlining Band which helped boost marketing and outreach via their website and live performances. Having a headlining act was mutually beneficial as it offered us something to advertise, and offered the band a promotional partner in Oregon's First City Celebration.

We also spent time this year gathering random survey data in-person from event attendees during the Street Festival (n=84), and from anyone who participated in the Street Festival in any way via an on-line feedback survey following the event (n=75).

Here is some additional quantitative data and findings of those survey instruments:

Event Attendee / Visitor surveys results gathered during the Street Festival on 7/27/13:

"Can I ask you a few quick questions about the First City Cel	ebration Street Festival?"
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1.	Is it your first tim	ie attending the Firs	t City Celebration, or ha	ive you coi	me in years	past? YES	or NO
						(5	5) 29
2.	What is your prin	nary interest in the	First City Celebration?	Art – Win	e – Music –	Food - Fur	ı day!
		(All of	the above = 17)	7	7 8	5	40
3.	How did you hear	r about the Street Fe	estival?				
	KINK Radio - O	regonian Insert -	Oregon City News - I	Portland N	Monthly Ma	igazine – L	ocal Poster
	7	7	5		2		14
	Invitation Flier	- East Will. Valley	Wine - Vending Artist	- Word	of mouth -	Facebook	- Drive By
	5	2	5		31)	4	2
4.	How long do you	plan on staying dov	vntown today? < 1 hou	r - 1 or 2	hours - 3	or more h	ours
			16	5	46	22	1

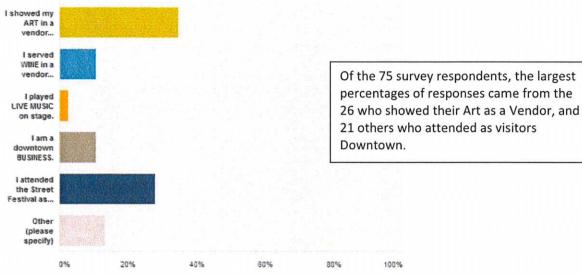
- 5. Main Street Oregon city, Oregon's First Main Street, turns 170 years old today... What do you like most about downtown Oregon City?
 - Clean and improved look of Downtown (or) Restored Buildings = 11
 - Bars and Restaurants = 11
 - Culture and Atmosphere = 10
 - **Historic Nature** of Downtown = 9
 - New Stores and Shops = 8
 - Friendly people = 6
 - Main Street = 3
 - Willamette Falls = 2
 - Walkability of Downtown = 2
 - Bridge (or) Elevator = 2
- 6. Where did you <u>travel from today?</u> 23 different locations identified (most from Clackamas Co.)
 One visitor from each of Washington, California, and Texas.

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Vendor / Business / Visitor survey results collected after the First City Celebration:

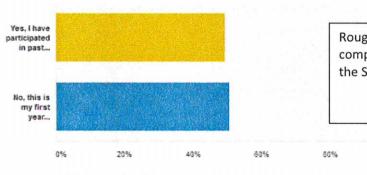
What kind of Street Festival participation do you represent?





Have you attended the First City Celebration Street Festival before?

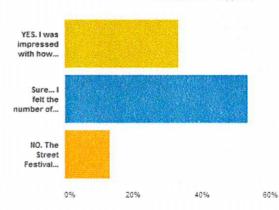
Answered: 75 Skipped: 8



Roughly half (37 of 75) of those who completed the survey had participated in the Street Festival in years past.

Did you feel the event was appropriately attended?





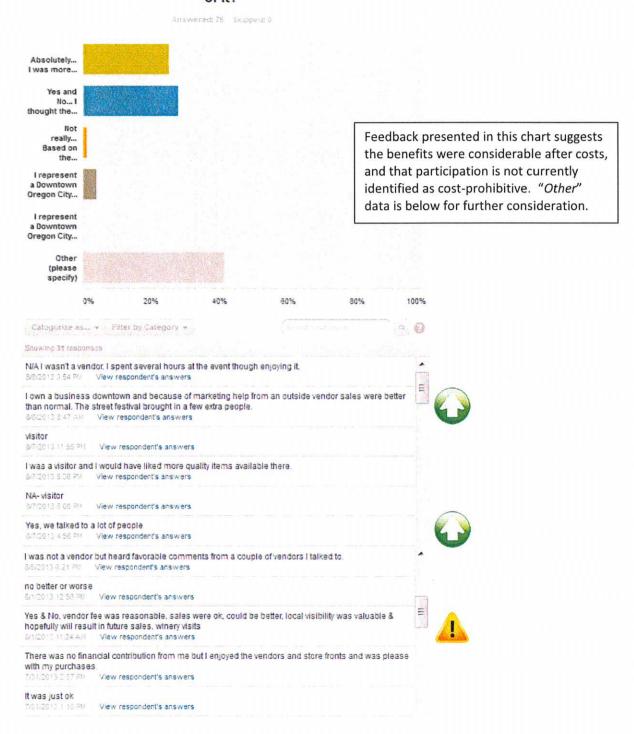
Survey respondents felt the attendance at the Street Festival basically met most people's expectations. Twice as many felt it exceeded their expectations than those who felt it did not.

80% 100%

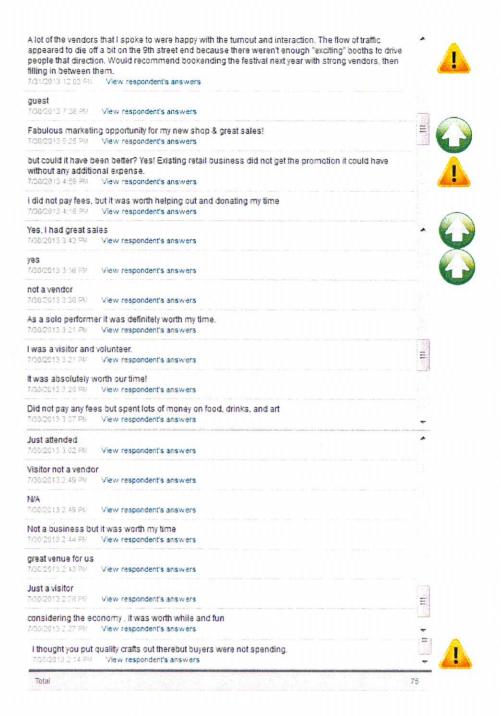
100%

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Was the Street Festival worth your time and financial contribution for what you got out of it?



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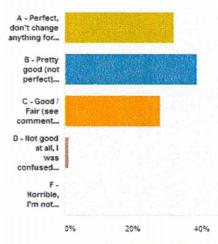
Summary on Comments:

None of the comments provided in the "Other" category were overtly negative (). Some of the comments did a good job of bringing caution to a topic for future consideration (). Most of the comments did not provide additional information to help assess the issue of participation and cost-prohibitive policies in place. Additional positive or reinforcing comments were also presented in this portion of the survey suggesting good participation value ().

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Load in and Load out of vendor booths was a coordinated process. What grade would you give the Load in and Load out process this year?

Answered: 75 Skipped: 0



The grade given here is a solid "B" with "Pretty Good" representing 39% of the vote. Balancing out any + or – attached to this grade is accounted for as an even amount offered either an A or a C grade.

100%

Did your customers share anything interesting with you about their experience? What other concluding comments would you like to offer to help make 2014 more successful?

Answered: 47 Skipped: 28

Showing 47 responses Most vendors shared with me that received a lot of exposure for their downtown stores but did not make much in the way of money. Perhaps if there was some way to incorporate the farmers market into the event that would made the entire event a complete representation of Oregon City. Competing events are just not good for business. Make sure you have signage at street corners on the "hill" letting those up on top know what's happening down below! View respondent's answers I could have used better shade to keep the boxes of wine out of the sun as it moved across the sky. I really liked the idea of the wineries trivia and voting, but the majority of people didn't know about it. View respondent's answers For a small town, I was quite pleased with the amount of turn out, but my sales were poor (and from the other vendors I talked with, they had a similar experience.) But due to poor sales, I don't think I'll be back next year. I do want to thank you for being well organized and having some of the friendliest staff/volunteers. View respondent's answers They were having a good time! I was "too late" in starting my business to obtain a vendor space, but fortunately people found me. Have to thank Maizie Mae's for the downtown map that included retail (c'mon, really...we weren't included on the FCC map?) Customers were definitely checking the map to see where else to shoo. Make it a 2-day celebration...Sat & Sun!!! View respondent's answers Heard comments appreciating the number of wineries & being local; also the high quality of the art was appreciated. Some confusion at the start with ID check for alcohol & what was the start time. Many customers were in the area before 12 & did not have wristbands & unsure if we needed to send them back to entry to be checked. Unclear if we could start tasting before 12 or before wrist bands done. View respondent's answers they had fun View respondent's answers It was mostly positive from customer comments I recieved. View respondent's answers Despite low sales, the fair itself seemed to be a hit! Great job and great luck next year. View respondent's answers

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Customers seemed pleased overall. Perhaps a few more tables away from the noisy stage would have allowed more folks to enjoy the cooler evening while sipping wine and enjoying the ambience of Main Street turned pedestrian zone:)

7/31/2013 5:52 PM View respondent's answers

I very much enjoyed the event. Look forward to attending again next year.

2:37 PM View respondent's answers



131/2613 1:10 PW View respondent's answers

Hours should be changed, 10 AM start time and 7 PM finish. Customers are there earlier, once the good music started, no shoppers.

7/31/2013 12:40 PM View respondent's answers

Here's the biggest issue I saw: Downtown Main Street looked like a warzone on Sunday. The garbage cans were overflowing and spilling onto the streets. This absolutely must be addressed for next year.

7/31/2013 12:03 PM View respondent's answers





The art was not promoted enough. Wineries and music were talked about in all the promotions but art was barely mentioned. We had some very talented artists participating in the event and they deserve more respect and attention than that. The art booths were too close together and not placed well. They should have been on either side of the street with the emergency lane down the middle. Hours were supposed to be 12-9 but signs were put up that said 11-9. Some artists were still setting up at 11am and customers were trying to shop. One of the business owners was threatening to tow the artists cars for parking between 3th and 9th, even though we were told we could park there. There were very few food vendors and not enough bathrooms. TRAG brought around bottled water and booth-sitted to give artists breaks and that was great. 9pm was too late for artists to be there. There were no sales after the headliner music started -7:30pm? Art show hours should be more like 10am - 7pm, 8pm at the latest.



Everyone seemed to enjoy it! I think for next year, it would be great if the artists left at 8 pm. It's really too dark to see anything after about 8 in the evening.

7/20/2013 9/37 PM View respondent's answers

No Comments, but enjoyed the wine

7/30/2013 8/23 PM View respondent's answers

not very many people knew about it or didn't know that it was only a 1 day event. The people at the event that I talked to thought the variety and quality of products at the event were excellent.

7/30/2013 5:18 PM View respondent's answers

The only thing that I would change is the time. 11 AM to 8 PM. Most of my sales were during the day. 7/30/2013 7/28 PM. View respondent's answers.

Not really...would have been nice to have had electricity....only because I had a dark tent. 709/2013 5 57 PM. View respondent's answers.

Most of the people that visited my booth said they saw no banners or big signs and happened upon it by accident. I have numerous friends that live in Oregon city and they only knew about it because I told them, however they knew about the farmers market and some other events because of banners in the town. With Oregon city being next to a major freeway and numerous busy highways I think large banners or signs should have been stationed especially in these areas.

7/30/2013 6:30 PM View respondent's answers

Please advertise better for this. I only found out about it at the last minute and several other Oregon City citizens that I asked about it hadn't even heard about it or knew nothing about it. I feel there could be a better job of getting the word out. I really wanted to attend and had I known about it sooner I could have moved my schedule around to make it happen.

7/30/2013 5:43 PM View respondent's answers

I would do it again, no complaints, it's great volunteer help.

7/30/2013 5:27 PM View respondent's answers

it was a fun & friendly event with lots of locals, well attended. Great food & music.

7/39/2013 5:25 Phi View respondent's answers

Music during the day was not great, could hardly be heard. The eve got better and was a good upbeat part. 7/39/2013 5 15 PM. View respondent's answers

The security was an hour late. They had been given NO direction and they didn't do a very good job even after extra direction was given.

7/30/2013 5:11 PM View respondent's answers















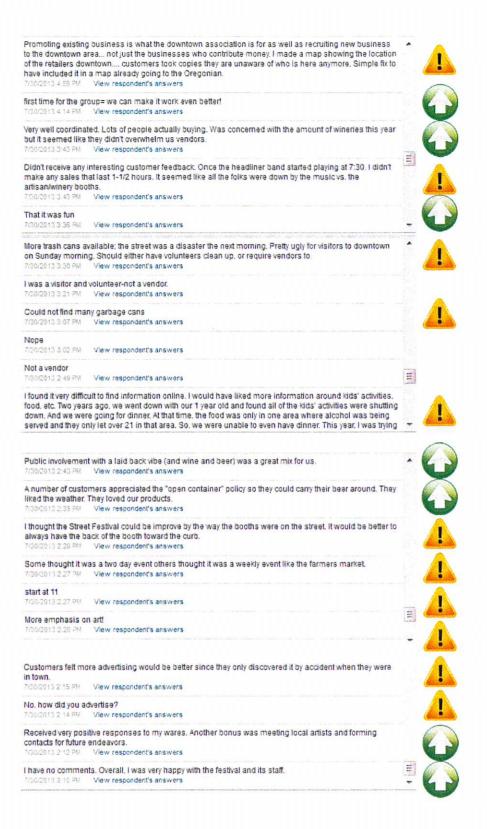








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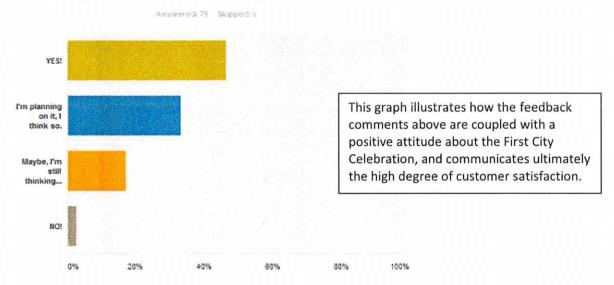
Summary on Comments:

The one truly negative comment () addressed how the third party security personnel did not functioning to support the event. Most of the cautionary comments () addressed issues to be considered in committee related to:

- Multiple Day options, Festival hours
- Outreach, Marketing, Advertising
- Participation by Downtown businesses
- Combining multiple events that day
- Garbage and Recycling, Clean up after
- Showcasing special art, wine, music, etc.
- Table and Chair locations, general layout
- Signage around town prior to event

The positive comments () primarily represented how folks appreciated the atmosphere of the event, that it was coordinated well, was fun, and that they are looking forward to next year.

Do you plan to participate in the First City Celebration Street Festival next year? Mark you calendar: Saturday, July 26th 2014



Brief Summary on Data extracted from both surveys:

From the in-person random survey of guests attending the Street Festival, we found roughly that for every family who had attended the First City Celebration in years past, there were two families attending for the first time. Most families were there to enjoy a fun day out, and not particularly interested in one aspect of the Street Festival over another (e.g. Art, Wine, Music). Word of mouth advertising appears to be more effective than most of the media sources used to market and promote the event. People seem to appreciate the new, clean, restored look of Main Street Oregon City and some of the new shops and restaurants there are these days to enjoy. The Feedback survey tells us that the festival felt well attended, that participation was worthwhile (not cost-prohibitive) for vendors and Downtown businesses, and that the overall logistical management was "pretty good – earning a B grade." There was a lot of good feedback provided in the comments section for the planning committee to consider before 2014. In general, 80% of those that responded are motivated (Yes!) and planning to participate again next year.

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3. Measures of performance and Return on Investment (Analysis of Accomplishments):

The first table on page one showing changes in the capacity of the First City Celebration from 2012 to 2013 indicates there was at least some measurable growth in every category. The only limitation to this assertion is that one of the categories (Drinking Bracelets) was being tracked for the first time this year. The purpose of this new category is to integrate even another benchmark that can help inform attendance estimations. This first table shows a range of capacity increases from 17% - 200%.

The survey data was also valuable this year in assessing a return on investment. The response numbers were low (estimated at roughly 8%) considering the number of potential families we could have sampled. Based on the information we have however, there are a few things to consider and substantiate with additional survey data in 2014. Here are some of the findings:

- Twice as many people attending the festival this year were visiting Downtown during
 the First City Celebration for the first time. This information is encouraging from a
 tourism perspective, offering feedback that this particular Street Festival offers a new
 experience for visitors to Oregon City / Clackamas County.
- Local word-of-mouth and business event posters were very effective this year when
 compared to advertising in Portland Monthly Magazine or other print media sources.
 From a Tourism perspective, it is encouraging that the Oregonian insert which landed in
 a targeted set of zip codes (many outside a 50-mile radius of Oregon City) and the KINK
 FM radio commercials were relatively well received and attracted visitors from outside
 the range of our local word-of-mouth or the business event posters.
- Whether it was the good music lineup, the nice weather, or some other factor, most people said the event was well attended and had a good feel – it felt like a nice party.
- Adequate grant funding, a large number of dedicated volunteer hours, and a good set of
 policies and protocols around the event have made it financially worthwhile (not costprohibitive) for most everyone involved. Although not documented herein with hard
 data, most businesses downtown commented that the First City Celebration was "one of
 the best sales days all year." The large number of volunteer hours and an adequate
 level of OCCIT grant funding this year certainly supplemented business costs and vendor
 fees otherwise required to make this event feasible.
- Given that people usually only take the time to complete a survey when they feel very
 positive or very negative, it is good to see that people are excited and positive about the
 progress of this event, and looking forward to it again next year.

More than the data discussed above, was the true community capacity accomplishment that grew out of the First City Celebration this year. We were able to involve a larger number of stakeholders interested in and affected by the Main Street Oregon City program. I am unable to account for the number of volunteer hours in years past, but with volunteers from US Bank, Three Rivers Artist Guild, Main Street Oregon City, East Willamette Valley Wineries, Youth Music Project, our other planning committee members, and seven-plus downtown businesses (not including those participating for profit), I would estimate the number of volunteer hours

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supporting this event to be 500. Along these lines, during our debriefing informational meeting following the event, many of the individual sub-coordinators I worked with who managed a certain aspect of the street festival (e.g. music, wine vendors, art vendors) were given a chance to all be in the same room at the same time. We decided then as a group to form a true stakeholder representation planning committee that will carry this event into the future.

4. List additional sponsors of the project:



Sponsor	Hoffman Corp.	East Willamette Valley Wines	Portland General Electric	Commstructure Consulting	Hilltop Smiles	Providence Willamette Medical	Stein Oil	Abernethy Center	Bank of the West
Contribution	\$2,000	\$600	\$500	\$500	\$500	\$500	\$500	\$500	\$500

Sponsor	Super Genius	US Bank Dollars for Doing	Verdict Bar & Grill	Nebbiolo Wine Bar	Daphne Wuest Donation	Mike Gavaza Donation	Main Street Oregon City Inc.	Three Rivers Artist Guild	US Bank
Contribution	\$300	\$200	\$100	\$100	\$100	\$100	100 Vol. Hours	100 Vol. Hours	50 Vol. Hours

5. How were OCCIT grant funds spent?

Six of the 11 outreach methods were paid for using OCCIT grant funding including:

- KINK FM radio advertising (30 second ads)
- A custom Oregonian insert (event map and poster sent to 30,000 subscribers)
- An advertisement in the Oregon City News
- Banners along Main Street (a durable product available for future use)
- Social media advertising (paid facebook ads)
- Half-sheet invitation fliers distributed locally

All of the live music and, music production, tables, chairs, fencing, decorations, and security were paid for with OCCIT grant funding. A portion of staff time was paid with OCCIT funds. The table below is a basic outline of all First City Celebration expenses (breakdown below):

1	Marketing – Promotions – Signage – Outreach – Media	47%	\$9,930.11
2	Live music – Music productions	27%	\$5,750.00
3	Event logistics and materials – Tales and Chairs – Fencing	12%	\$2,475.50
4	Staff compensation and reimbursements to volunteers	8%	\$1,700
5	Insurance and Security services during event	6%	\$1,412.50
	Total:	100%	\$21,268.11

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6. Final budget:

Suggested List (not inclusive)	(A)	(B)	(C)	(D)
	OCCIT Tourism Grant Dollars	Matching Funds (Cash)	In-Kind Matching	Total
Personnel Services (salaries, administration)	\$1,500.00	\$200.00	\$0	\$1,700.00
Project Administration costs (clerical, advertising, graphics, printing, postage)	\$7,205.11	\$2,725.00	\$0	\$9,930.11
Materials	\$0	\$0	\$0	\$0
Equipment/Supplies	\$2,475.50	\$0	\$0	\$2,475.5
Construction Costs	\$0	\$0	\$0	\$0
Event Costs	\$3,319.39	\$3,743.11	\$0	\$7,062.50
Transportation Costs	\$0	\$0	\$0	\$0
Insurance Costs (if needed)	\$0	\$100.00	\$0	\$100.00
Additional Expenses (list): 500 Volunteer hours supported this event (at \$22.14 per hour - http://www.independentsector.org/volunteer_time) accounting for \$11,070.00 in in-kind staff time. The Bounce-house, Youth Music Project trailer, and Downtown Business SWAG costs serve roughly as an in-kind contribution value of \$1,661.89	\$0	\$0	\$12,731.89	\$12,731.89
Totals	\$14,500.00	\$6,768.11	\$12,731.89	\$34,000.00

7. Collague of Promotional Materials:

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KINK FM Radio Commercial - http://downtownoregoncity.org/wpcontent/uploads/2013/01/FIRST-CITY-CELEBRATION-2013-30-mix.mp3





WELCOME to Oregon's First **DOWNTOWN!**

Art - Wine - Food - Music - You Saturday July 27th Noon to 9:00 pm





SATURDAY JULY 27 | NOON TO 9



Welcome downtown to Oregon's 4th Annual First City Celebration. This event is a full day of live music, a showcase of 12 of the Willamette Valley's finest wineries, and 45 of Oregon's most creative Artists. The First City Celebration on Saturday July 27th is a great time to celebrate Oregon.

THIS EVENT IS FREE AND OPEN TO THE PUBLIC



LIVE MUSIC LINEUP

12:00 - 1:15 PM BROOKS ROBERTSON

1:30 - 2:30 PM JESSY YOUNG

2:45 - 3:45 PM CARLSON WELLS 4:00 - 5:15 PM BRIAN ODELL BAND

5:30 - 6:45 PM WILL WEST & THE FRIENDLY STRANGERS

7:30 - 9:00 PM SOUL VACCINATION (HEADLINER)





SATURDAY IULY 27 | NOON TO 9





ate Oregon.



LIVE MUSIC LINEUP

12:00-1:15 PM Brooks Robert 1:30 -2:30 PM Jessy Young 2:45 -3:45 PM Cation Wells

4:00 -5:15 PM Brian Octell Band 5:30 -6:45 PM Will West & The Friendly 7:30 -9:00 PM Soul Vaccination (Head











CLACKAMAS COUNTY COURTHOUSE SALLYPORT

LACKAMAS COUNTY COURT TOUSE STALLTONG
wittern Oregon (Lity is a capilly growing and diversifying community. Depending the Courttre was essential for keeping up with Oregon (Lity and Clackamus County's growing needs. This
pert not only provides the accessites for the Courthouse, but also enhances Liberty Plaza with
hielentifiable and majure addition to the space. Heligian Constructions to growd to be a part of
ha vital project for the development of Downtown Oregon City." Heifman Corp.





8. Photos from Oregon's 2013 First City Celebration Street Festival:



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