

NPR MUSIC & LAGUNITAS BREWING CO.

2016 Tiny Desk Contest & Live Events Overview



NPR MUSIC'S TINY DESK CONTEST & LAGUNITAS

NPR Music launched the Tiny Desk Contest with the goal of discovering under-the-radar musical talent from artists across the U.S.

In its second year, the Contest drew more than 6,000 entries, national press recognition and added a nationwide 10-city tour – all part of an integrated partnership with Lagunitas Brewing Company.

As part of Lagunitas' multi-platform partnership with Tiny Desk and NPR Music, the campaign generated increased press recognition (over 200 articles), a social reach of 28.5 million and an inperson audience of 2,300.

As Lagunitas and Tiny Desk Contest become inextricably linked, the partnership and opportunities for expansion become more impactful.





NPR MUSIC & LAGUNITAS: TINY DESK CONTEST 2016

6,000: User-generated video submissions received across

NPR Music digital and social media channels

200+: News stories that covered the Contest and Tour. Major

press includes Mashable, The New York Times, People,

Wall Street Journal and AP.

75%: Rated Tiny Desk Contest: On the Road events at a "5" on a

5-point scale. Nearly all gave the events a "4" or "5". They praised the mix of bands, great venues, friendly community

and free beer.2

80%: Percent of event attendees ages 21-44*

"Since its launch... NPR's Tiny Desk Contest has become something of a grail for rising independent artists. The rules are simple, and it's about as open and democratic as a battle of the bands can get."

- Mic, 3.3.16







CROSS-PLATFORM RECOGNITION

- Branding Opportunities: Lagunitas was recognized as the exclusive sponsor of the Contest across NPR Music platforms, custom contest video and Tiny Desk Contest newsletter.
- Social Media Extensions: Recognition of Lagunitas in NPR Music's social media channels, including the successful Tiny Desk Contest Tumblr. On Twitter, the Tiny Desk Contest had a Twitter reach of 28.5+ million.*
- On Air Recognition: Lagunitas was recognized with sponsor credits across NPR programs.
- Live Events: Ten-city tour featuring Lagunitas pouring opportunities and branding.

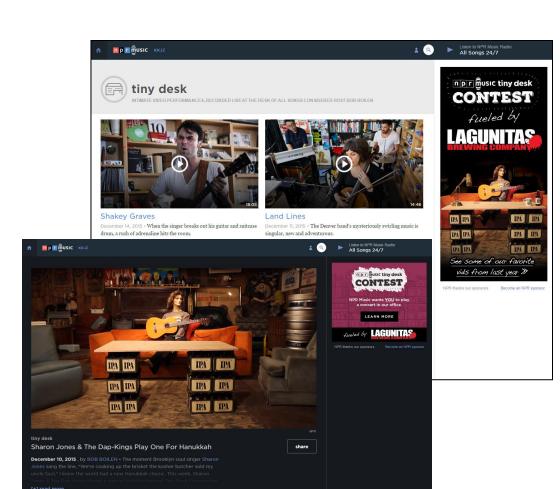






TINY DESK CONCERTS: SERIES OWNERSHIP

- Tiny Desk Concert series pages
- Tiny Desk Concert series video pre-roll
- Tiny Desk Concert podcast video and audio pre-roll
- Logo recognition on all Tiny Desk Contest pages and Tiny Desk Contest Tumblr
- Custom, co-branded halo units on NPR.org

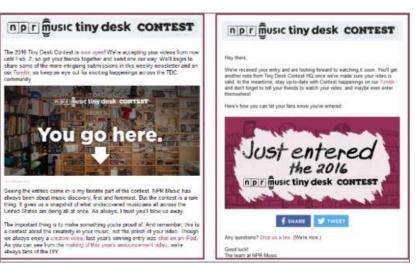


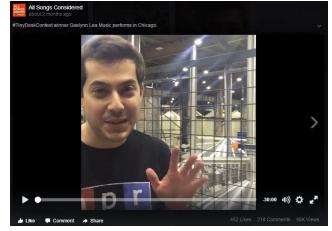




TINY DESK CONTEST: SOCIAL REACH

- Newsletter subscriber growth: 124%
 - 14,276 subscribers at end of 2016
 vs. 6,385 at end of 2015
- Newsletter open rate: 67%
- Eligible Contest submission growth: 6.5%
 - 5,107 in 2015 to 5,441 in 2016
- 81.5% of 2016 entrants were newcomers who did not submit videos in 2015*
- Over 310k <u>Facebook Live</u> video views of performances by Tiny Desk Contest entrants along the Tour
- Total Twitter reach of 28.5 million*









TINY DESK CONTEST IN THE PRESS

Top national outlets <u>The New York Times</u>, <u>Wall Street Journal</u>, <u>People</u>, <u>USA Today</u>, <u>Mashable</u> Local markets – Press across top 25 DMAs Tiny Desk Contest mentioned across 150+ total publications

- Mashable NPR's Tiny Desk Concert contest winner is the best thing you'll hear all day
- The New York Times ("Women in the World") NPR Tiny Desk winner is "captivating" violinist with brittle bone disease
- People Hear NPR Tiny Desk Concert Winner Gaelynn Lea's Haunting Tune, 'Someday We'll Linger in the Sun'
- <u>USA Today</u> Gaelynn Lea's NPR Tiny Desk Concert is staggeringly beautiful
- <u>USA Today</u> NPR's Tiny Desk concert winner will blow you away
- Wall Street Journal 'Get Gone' by Seratones Review: Sound From Louisiana and Beyond
- Music.Mic Watch the Winner of NPR's 2016 Tiny Desk Contest's Inspiring Submission Video
- PBS NewsHour 'Tiny Desk' winner on why musicians with disabilities are an 'unequal minority'
- <u>U.S. News & World Report (AP)</u> A Minnesota singer-songwriter beat 6,100 other people to win NPR's 'Tiny Desk' contest
- Local Spins Tiny Desk Concerts contest gives nod to Minnesota not Michigan in compelling 'arresting' fashion
- The Odyssey Gaelynn Lea Wins NPR Tiny Desk Contest
- Global Citizen Woman with disabilities creates beautiful music, winning Tiny Desk Award
- The Current Tiny Desk contest winner Gaelynn Lea talks about her big victory
- <u>City Pages</u> Duluth Fiddler Prevails as NPR's Tiny Desk Contest Winner
- <u>DIY Musician</u> Congrats to Gaelynn Lea, winner of NPR's Tiny Desk Contest (and a CD Baby artist)
- <u>City Pages</u> Watch Duluth's Gaelynn Lea Perform an Amazing Tiny Desk Concert







In partnership with Lagunitas Brewing Company, NPR Music hit the road for the first-ever Tiny Desk Contest tour. The 10-city series featured performances by local musicians who entered the Tiny Desk Contest, along with panel discussions led by *All Songs Considered* host Bob Boilen and Contest winner Gaelynn Lea.

NPR Music and Lagunitas traveled across the U.S. to major music markets – including New York, LA, Nashville and Austin – with stops at Lagunitas breweries in Chicago and Petaluma, CA. With an average venue size of 225 people, the Tiny Desk Tour reached over 2,300 fans, with more than 310,000 users tuning into the concerts via Facebook-Live.

Concert goers experienced the Lagunitas brand through a pop-up photobooth with vintage polaroids, sandstone drink coasters and bars stocked with Lagunitas' signature craft brews. The tour gave local musicians a unique platform to showcase their craft and highlighted the strong partnership between NPR Music and Lagunitas who – above all – share a love for great music.





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TINY DESK CONTEST: ON THE ROAD



Gaelynn Lea's Tiny Desk Concert & Happy Hour

- NPR Music & Lagunitas welcomed Gaelynn Lea, the 2016 Tiny Desk
 Contest winner, to the NPR Headquarters in Washington, DC on March 9
- Gaelynn performed a <u>Tiny Desk Concert</u> recorded at Bob Boilen's famous desk, followed by a Lagunitas-fueled happy hour with over 200 NPR staff



Songs We Love Live Highlights

- NPR Music presented three editions of *Songs We Love Live*. These interactive storytelling events featured a panel of music experts in conversation about songs they love.
- Audience members were also invited to share a song they loved with NPR. A few shared their stories aloud, inviting a blend of funny, poignant storytelling



FINY DESK CONTEST: ON THE ROAD



Ask Me Another Podcast Taping

- Gaelynn Lea was featured in a special live event experience and podcast taping of Ask Me Another, NPR's popular comedy guiz show taped at The Bell House in Brooklyn, NY
- Gaelynn performed two original songs, and was also paired up with NPR Music's Bob Boilen for a fun quiz segment about common items you'd find "in your own tiny desk"



Live Music Meet-Ups

- Six out of the ten events were billed as music meet-ups in collaboration with local NPR Member stations
- Three to four Tiny Desk Contest entrants performed live in Philadelphia, New York, Seattle, LA, Nashville and Austin
- The meet-ups brought together audiences of local music fans and tastemakers in each community



TINY DESK CONTEST: ON THE ROAD

- Lagunitas was prominently recognized as the exclusive sponsor of NPR Music's Tiny Desk Contest, including:
 - Select Lagunitas brews
 - Lagunitas signage displayed throughout venues
 - Bar signage
 - Lagunitas collateral display table
 - Lagunitas pop-up photobooth activation
 - Co-branded Songs We Love forms

Recognition from the Stage

- At each event, NPR Music Host Bob Boilen thanked Lagunitas from the stage for their support of NPR Music's Tiny Desk Contest
- In Chicago, Lagunitas executive Karen Hamilton opened the event by welcoming guests to the Lagunitas Brewery for a special evening of music, conversation and beer. She recognized the natural alignment between the NPR Music and Lagunitas partnership around a shared a love and celebration of music and the community it creates.









TINY DESK CONTEST: ON THE ROAD

















TINY DESK CONCERT & HAPPY HOUR @ NPR















APPENDIX



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CO-BRANDED EVENT SIGNAGE



11x17" Event Poster



Facebook & Twitter Social Graphic



Lagunitas Beer Menu



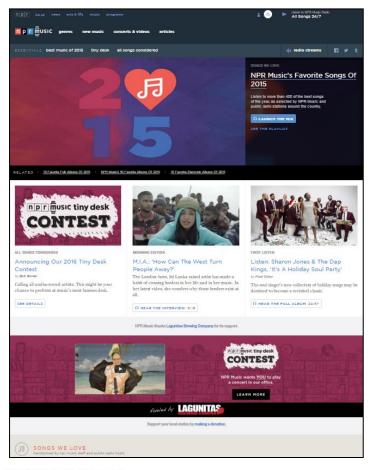
4x6" Bar signage

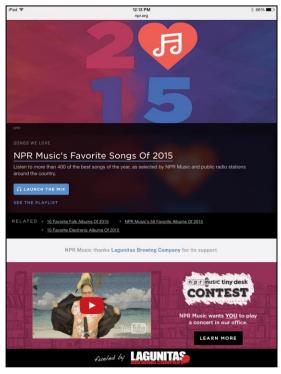


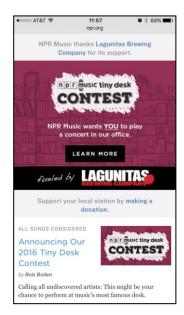
4x11" Photobooth Poster (LA)











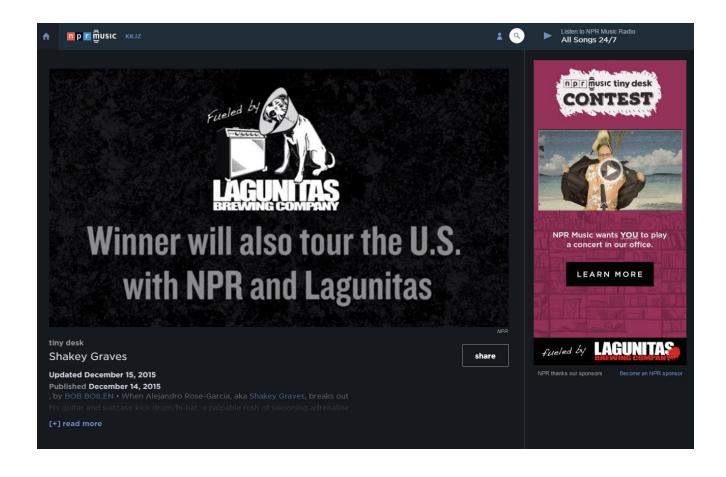






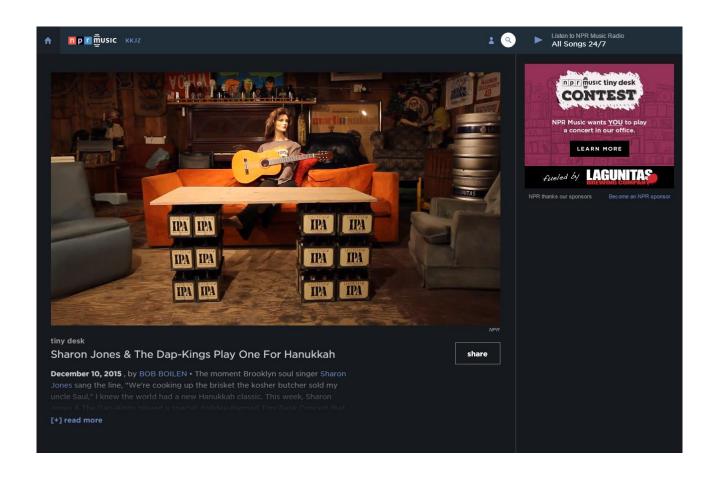






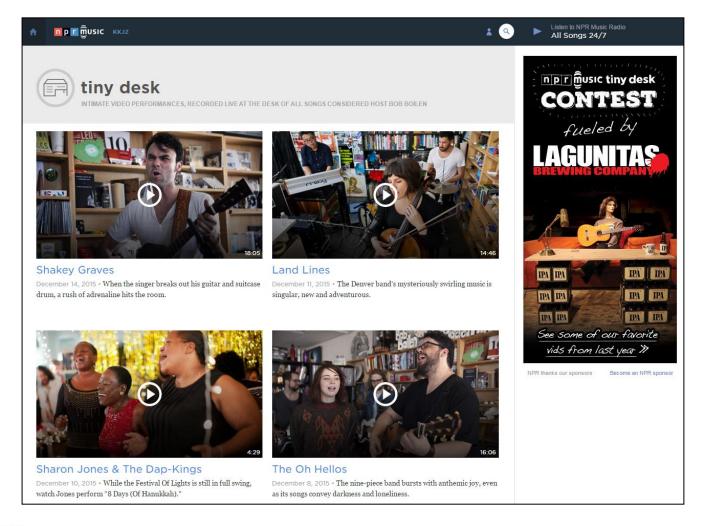






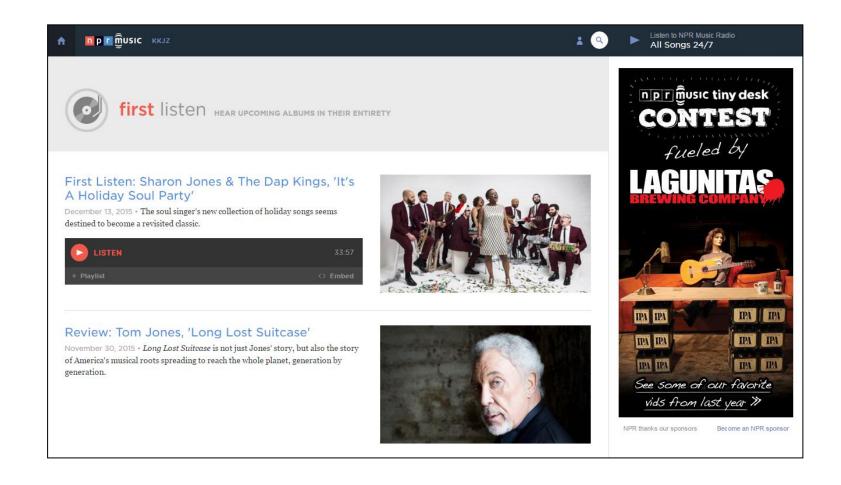






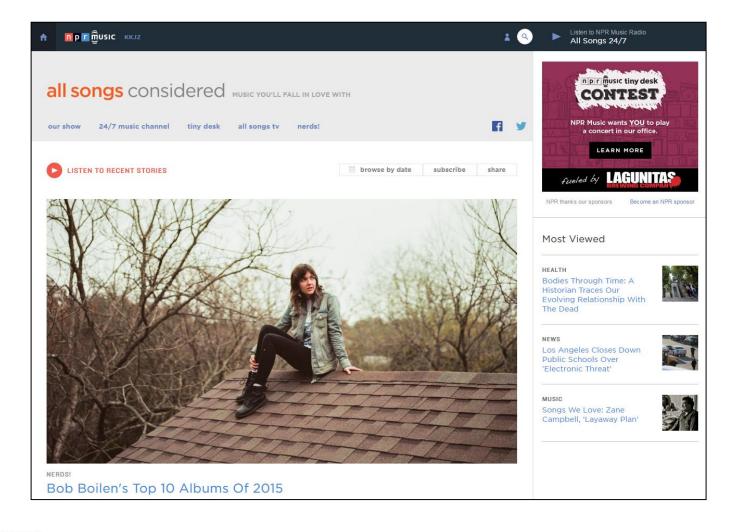












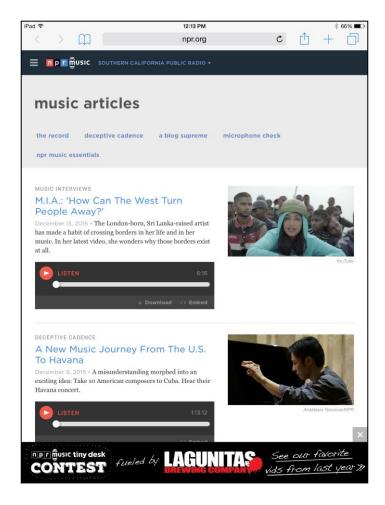


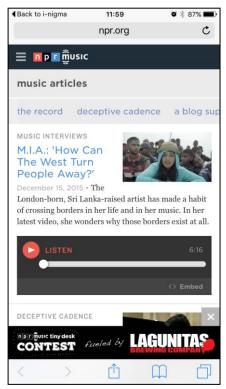






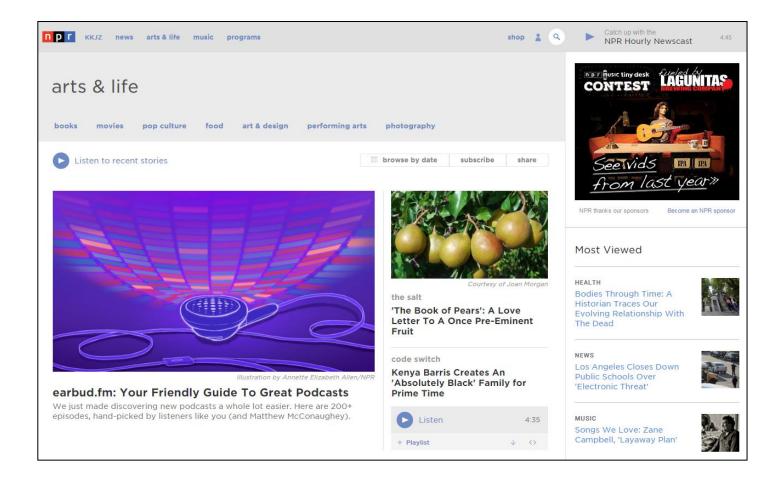
















Podcast Copy

- GENERAL READ: 15 (ROS / MUSIC / ALL SONGS CONSIDERED)
 Support for NPR Music comes from the Lagunitas Brewing Company, helping keep the Pub in public radio, online and off. Learn more at Lagunitas dot com.
- GENERAL READ: 15 ALT
 Support for NPR Music comes from the Lagunitas Brewing Company—brewers of fine ales and mystery.
 Since 1993, Lagunitas has been fueling interesting stories by the ounce. More at Lagunitas dot com.
- GENERAL READ :30 AUDIO

The Lagunitas Brewing Company began on a kitchen stove in Northern California in 1993. From actually getting beers into bottles and onto the streets, Lagunitas looks to the future... From expanding the Petaluma Brewery to building a second in Chicago and soon a third in Azusa, Calif., to bringing its flagship IPA across the pond, Lagunitas could probably make good beer on the Moon if needed. 'Cuz wherever you go, beer speaks, people mumble. More mumblings at LAGUNITAS dot com.





Podcast Copy

GEO-TARGETED SEATTLE :15

Support for NPR Music comes from the Lagunitas Brewing Company, fueling the love of music one ounce at a time—in Seattle and beyond. More at Lagunitas dot com.

GEO-TARGETED PORTLAND :15

Support for NPR Music comes from the Lagunitas Brewing Company, fueling the love of music one ounce at a time—in Portland and beyond. More at Lagunitas dot com.

ASK ME ANOTHER :15

Support for ASK ME ANOTHER comes from the Lagunitas Brewing Company. Leave no questions un-asked... Because life is uncertain, don't sip. More at Lagunitas dot com.

ASK ME ANOTHER :30

Support for Ask Me Another comes from Lagunitas Brewing Company, who are no strangers to being asked for another. So much so they've expanded their Petaluma Brewery, built a second location in Chicago, and building a third in Azusa, Calif. Some've even been asked to send their flagship IPA across the pond. Wherever you get asked, beer speaks, people mumble. Mumble along with us at LAGUNITAS dot com.





Podcast Copy

HOW TO DO EVERYTHING :15

Support for HOW TO DO EVERYTHING comes from the Lagunitas Brewing Company who believe everyone should know a little sumpin' about everything. More at Lagunitas dot com.

HOW TO DO EVERYTHING:30

Support for How To Do Everything comes from the Lagunitas Brewing Company. Lagunitas began doing everything on a kitchen stove in Northern California in 1993. From actually getting beers into bottles and onto the streets, Lagunitas looks to the future... From expanding the Petaluma Brewery to building a second in Chicago and soon a third in Azusa, Calif., to bringing its flagship IPA across the pond, Lagunitas could probably make good beer on the Moon if needed. 'Cuz wherever you go, beer speaks, people mumble. More mumblings at LAGUNITAS dot com.

POP CULTURE HAPPY HOUR :15

Support for POP CULTURE HAPPY HOUR comes from the Lagunitas Brewing Company. Helping keep culture on top of mind and tip of tongues. More at Lagunitas dot com.





Podcast Copy

POP CULTURE HAPPY HOUR :30

Support for Pop Culture Happy Hour comes from the Lagunitas Brewing Company. Popular belief has it that Lagunitas began on a kitchen stove in Northern California in 1993. From actually getting beers into bottles and onto the streets, Lagunitas looks to the future... From expanding the Petaluma Brewery to building a second in Chicago and soon a third in Azusa, Calif., to bringing its flagship IPA across the pond, Lagunitas could probably make good beer on the Moon if needed. 'Cuz wherever you go, beer speaks, people mumble. More mumblings at LAGUNITAS dot com.

TED RADIO HOUR :15

Support for TED RADIO HOUR comes from the Lagunitas Brewing Company. Lagunitas brews fine ales, mystery, and interesting stories by the ounce. Learn more at Lagunitas dot com.

TED RADIO HOUR :30

Support for TED Radio Hour comes from the Lagunitas Brewing Company. Lagunitas began on a kitchen stove in Northern California in 1993. From actually getting beers into bottles and onto the streets, Lagunitas looks to the future... From expanding the Petaluma Brewery to building a second in Chicago and soon a third in Azusa, Calif., to bringing its flagship IPA across the pond, Lagunitas could probably make good beer on the Moon if needed. 'Cuz wherever you go, beer speaks, people mumble. More mumblings at LAGUNITAS dot com.