#### Act wattsmart Video Contest results







#### Overview of the video contest

- On March 6, 2013, launched the statewide Act wattsmart video contest. Take two!
- Customers could submit videos between March 6 and May 31, 2013
- People's Choice voting ran from when the first video was submitted on April 25, 2013 through June 30, 2013
- Winners announced on August 1, 2013









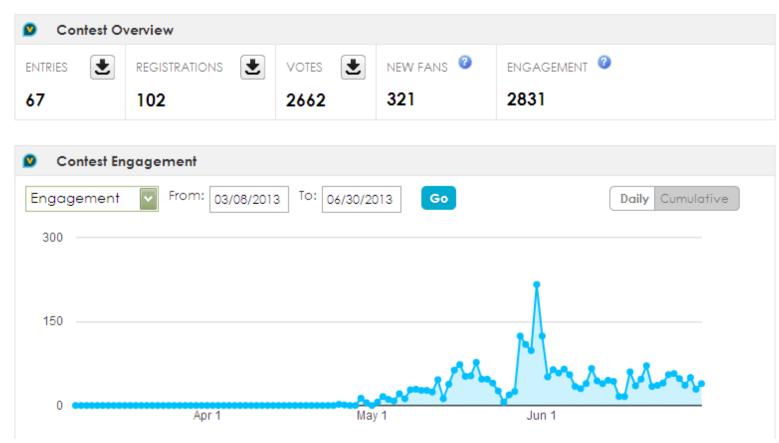


#### About the entries

We received 67 amazingly creative and informative video



# Viewing and voting







## Act wattsmart logistics

- A panel of judges awarded the following:
  - "Best Video" grand prize (\$10,000 merchandise award to Lowes)
  - Two "best video" runner ups (\$2,500 merchandise award to Lowes)
- Customers voted and awarded:
  - "People's Choice" award (\$2,000 merchandise award to Lowes) for the video that receives the highest number of votes from the public







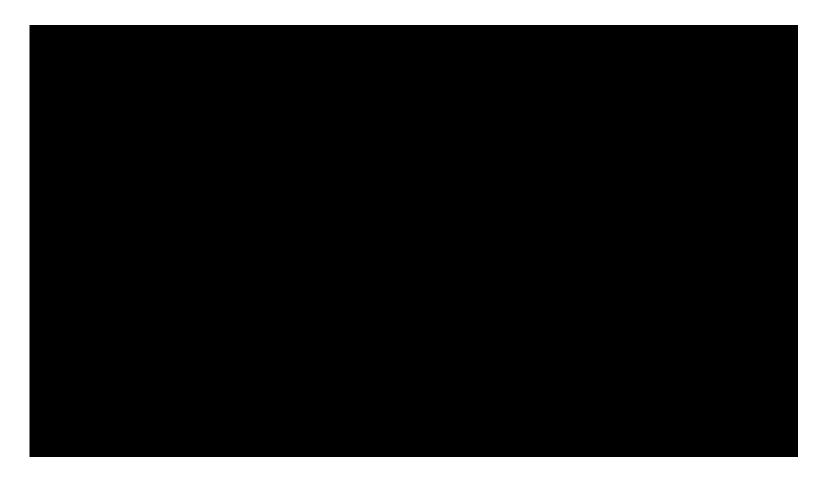
#### Best Video - Grand Prize Winner







## Best Video - Runner Up







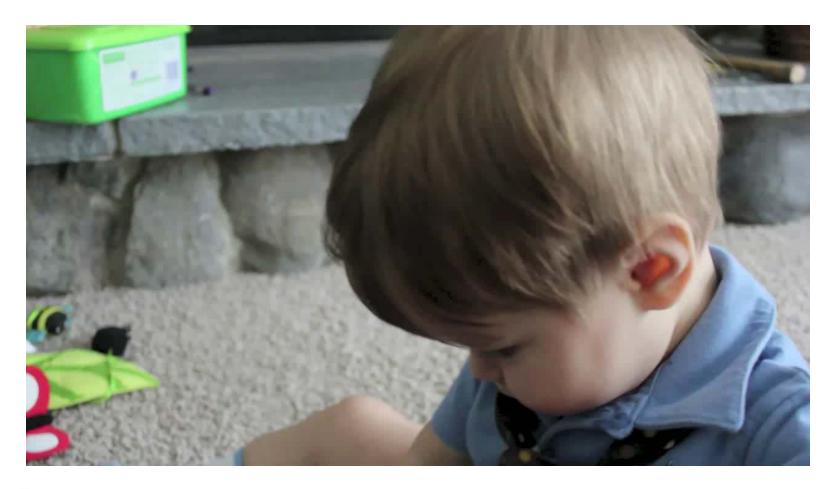
## Best Video – Runner Up







# People's Choice Winner

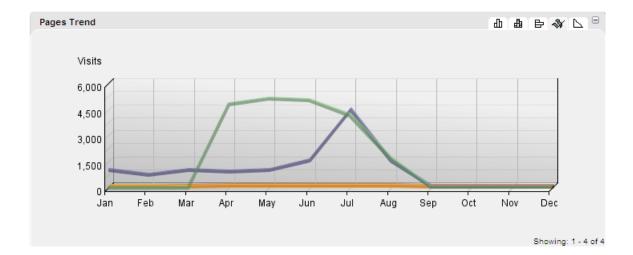






### Recap

- 67 customers entered videos into the contest
- The videos received 2,662 votes!
- The videos received 19,446 views!
- We added 321 Facebook fans during the contest
- Our web traffic on wattsmart.com increased by 525% during the contest period.
- The media coverage we generated with the video contest has a an advertising value equivalency of more than \$140,000. This takes into account the advertising cost of the space we received. We were able to talk about the contest and also wattsmart tips and programs.



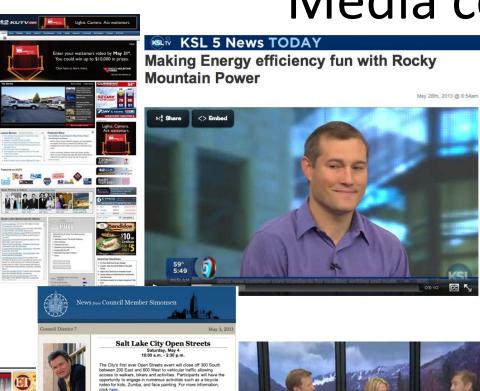




## Media coverage

May 17, 2013 1:48pm

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TORNADOES STRIKE SEVERAL MIDWEST STATES, KILLING 1 MAN IN OKLAHOMA

Upcoming Sugar House Streetcar Briefing and Possible Vote

compete. For more information, click here or visit the contest's Facebook page here.





# Television/Radio appearances

| Station          | Date      | Newscast                 | Viewers Listeners |
|------------------|-----------|--------------------------|-------------------|
| KTVX/ABC4        | 3/6/2013  | News at 4pm              | 17,000            |
| KTVX/ABC4        | 3/8/2013  | Good Morning Utah        | 11,000            |
| KUTV             | 3/8/2013  | 2 News This Morning      | 17,000            |
| 100.3 FM         | 3/8/2013  | 3pm hour                 | 3,500             |
| 101.9 The End FM | 3/8/2013  | 3pm hour                 | 3,500             |
| KTVX/ABC4        | 5/1/2013  | Evening news             | 20,000            |
| KTVX/ABC4        | 5/9/2013  | Good Morning Utah        | 11,000            |
| KPCW             | 5/14/2013 | This Green Earth         | 2,500             |
| KUTV             | 5/16/2013 | 2 News at Noon           | 29,000            |
| KSTU/Fox13       | 5/20/2013 | Good Day Utah 7am hour   | 19,000            |
| KUTV             | 5/21/2013 | Fresh Living - 1pm hour  | 29,000            |
| PCTV             | 5/21/2013 | 7 AM hour                | 2,500             |
| X96              | 5/21/2013 | Radio From Hell 9am hour | 65,000            |
| KSTU/Fox13       | 5/25/2013 | Good Day Utah Weekend    | 22,000            |
| KSL              | 5/28/2013 | KSL 5 News Today         | 19,000            |
| KTVX/ABC4        | 6/13/2013 | Good Morning Utah        | 11,000            |
| KSTU/Fox13       | 8/1/2013  | 5:30 PM News             | 16,000            |
| KSTU/Fox13       | 8/3/2013  | Good Day Utah Weekend    | 22,000            |
| KTVX/ABC4        | 8/1/2013  | Good Morning Utah        | 11,000            |





# Print coverage

| Publication       | Date             | Headline   | Circulation |
|-------------------|------------------|--|-------------|
| rubiication       | Date             |  | Circulation |
| Deseret News      | 3/7/2013         | Rocky Mountain Power to hold video contest               | 112,000     |
|                   |                  | Produce a video about saving                             |             |
| Salt Lake Tribune | 3/6/2013         | electricity, win \$10,000                                | 112,000     |
|                   |                  | Rocky Mountain Power launces                             |             |
| Standard Examiner | 3/6/2013         | video contest  | 62,534      |
|                   |                  |  |             |
| Park Record       | 5/15/2013        | Jeff Hymas interview                                     | 2,980       |
|                   |                  | Rocky Mountain Power asks<br>Utahns to help pick top     |             |
| Salt Lake Tribune | 6/18/2013        | Wattsmart video  | 112,000     |
|                   |                  | S. Ogden couple's video wins                             |             |
| Standard Examiner | 8/4/2013         | them \$10,000 in energy-<br>efficiency upgrades          | 62,534      |
|                   | 5 <u>- 3 . 0</u> | Utah family's energy savings video 'can't be beat — doo, |             |
| Salt Lake Tribune | 8/7/2013         | doo, doo'  | 112,000     |





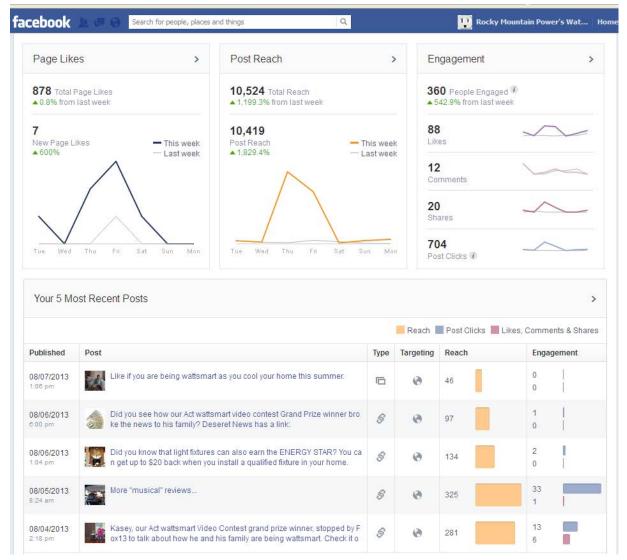
# Online coverage

| Website                  | Date      | Unique Visitors |
|--------------------------|-----------|-----------------|
| VidOpp                   | 3/20/2013 | 1,000           |
| KSL-TV                   | 3/9/2013  | 12,937,832      |
| KTVX-TV                  | 3/7/2013  | 165,572         |
| TMCnet.com               | 3/6/2013  | 608,038         |
| BusinessWeek             | 3/6/2013  | 9,416,938       |
| Fixed Mobile Convergence | 3/6/2013  | 284             |
| Salt Lake Tribune        | 3/6/2013  | 6,685,303       |
| Standard Examiner        | 3/6/2013  | 176,200         |
| http://kutv.com/         | 5/22/2013 |                 |
| KSL.com                  | 5/28/2013 |                 |
| Salt Lake Tribune        | 6/17/2013 | 6,685,303       |
| KUTV.com                 | 6/18/2013 |                 |
| StandardNET              | 8/5/2013  | 426,251         |
| FOX13Now.com             | 8/3/2013  | 435,042         |
| TMCnet.com               | 8/3/2013  | 608,038         |
| Salt Lake Tribune        | 8/1/2013  | 6,685,303       |
| Deseret News             | 8/6/2013  | 103,190         |





#### Effect of winner announcement on our Facebook page







#### The Act wattsmart influence...





