

REPORT ON PROMOTIONAL CAMPAIGN FOR ADRIATIC REGION'S TYPICAL PRODUCTS AND SERVICES

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WP 4 – SMART STRATEGIC FRAMEWORK FOR INNOVATIVE ADRIATIC TOURISM DESTINATION, PRODUCTS & SERVICES



Project Acronym: TAKE IT SLOW Project ID Number: 10255547

Project Title: Smart and Slow Tourism Supporting Adriatic Heritage for Tomorrow

Priority Axis: 3 Environment and cultural heritage

Specific objective: 3.1 Make natural and cultural heritage a leverage for sustainable and

more balanced territorial development

Work Package Number: 4

Work Package Title: SMART STRATEGIC FRAMEWORK FOR INNOVATIVE ADRIATIC TOURISM

DESTINATION, PRODUCTS & SERVICES

Activity Number: 4.5

Activity Title: Marketing and promotion of new sustainable Adriatic region tourist

destination and offer

Partner in Charge: PP2/SKC Partners involved: PP2/SKC Status: Final



REPORT ON PROMOTIONAL CAMPAIGN FOR ADRIATIC REGION'S TYPICAL PRODUCTS AND SERVICES

Promotional campaign concept

According to the Marketing and Promotional Content Plan, a promotional campaign with the main emphasis on digital marketing tools for the purpose of promoting the goals of the TAKE IT SLOW project - Sustainable development in support of the preservation of the Adriatic heritage (hereinafter: TAKE IT SLOW).

Through the TAKE IT SLOW project, the aim is to shape and promote the Adriatic region as a smart, integrated, sustainable, accessible, year-round, green and slow tourist destination of the Mediterranean, which is recognizable by its unique intangible and material heritage, as well as the natural heritage of the island, coast, interior and rural areas. part of the Adriatic (TAKE IT SLOW, 2023).

Promotional content aims to promote the described cultural and natural values under the project's slogan "Embrace the pace of Adriatic heritage experience" / "Osjeti ritam življenja na Jadranu" / "Accogli le bellezze del patrimonio culturale e naturale dell'Adriatico" in order to strengthen the position of the Adriatic region on the market and achieve an integrated understanding of the area among visitors.

Promotional campaign for typical products and services

The digital marketing strategy of promotional campaigns includes several different platforms. Daily news portals for a large reach of different audiences, social networks Facebook and Instagram for reaching a younger audience and encouraging interaction such as likes, shares and comments, and influencer marketing that will bring the brand/product closer to target groups, position it on the market while creating a new "audience" and strengthen the credibility of already existing online content.



Promotional campaign showing typical products and services of the Adriatic region through different media (printed or digital) and different sets of events:

| Platform | Campaign | | |
|---|-------------------------------|--|--|
| Social media / News and lifestyle portals | Typical products and services | | |

Promotional campaign showing typical products and services of the Adriatic region, available from the project's photo database.

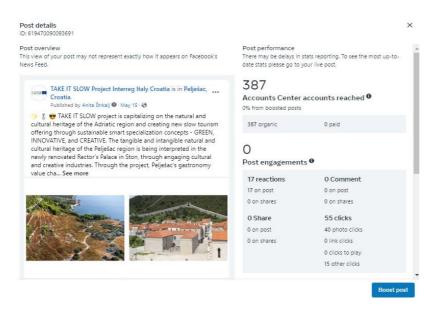
From the Guidelines for the interpretation and promotion of cross-border cultural and natural heritage, one of the most important aspects of the interpretation of natural and cultural heritage is the way in which it is visually presented, so when choosing visuals, that is, photos for the promotional campaign, real photos and situations that promote typical products and services are chosen.

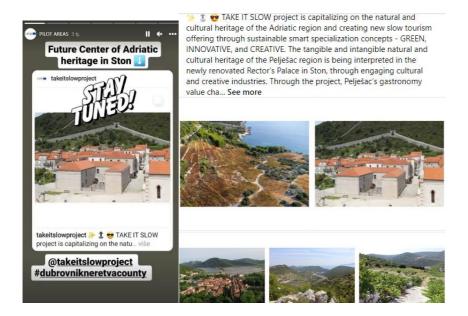
1.) The specific short social media posts were created about project partners and its project activities with the goal of promoting cross-border cooperation and promoting participatory content on targeted themes via social networks.

The posts were published on project social media with the total reach: 5 thousand.



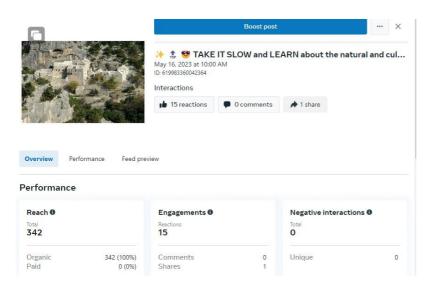
Dubrovnik-Neretva County promoted tangible and intangible natural and cultural heritage of the Pelješac region and Pelješac's gastronomy value chain with the newly renovated Rector's Palace in Ston at the centerpiece.

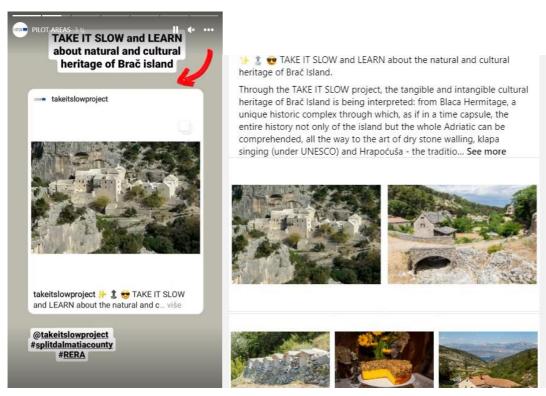






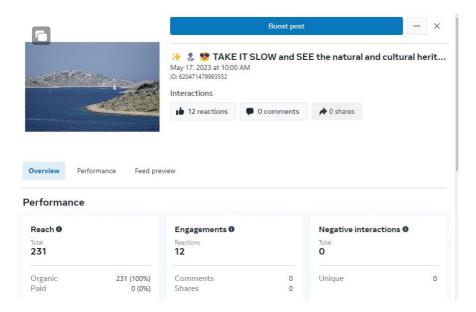
Split Dalmatia County promoted Brač island and its Blaca monastery, a unique ecosystem with a lot of vineyards, olive trees, and big apiary, in a landscape of extreme value as well as a unique historic metaphor through which, as if in a time capsule, the entire history not only of the island but the whole Adriatic can be comprehended.

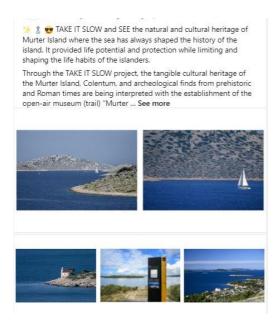






Šibenik-Knin County promoted natural and cultural heritage of Murter island where the sea has always shaped the history of the island. It provided life potential and protection, while limiting and shaping the life habits of the islanders.

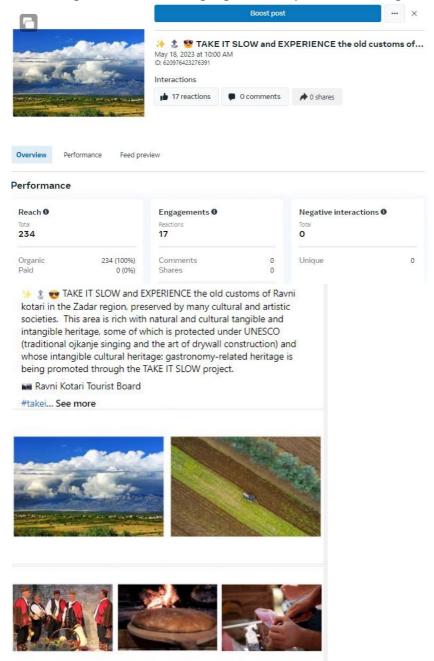






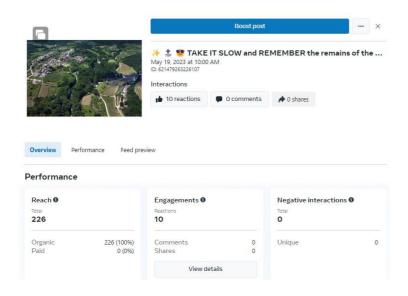


Zadar County promoted old customs of Ravni kotari in the Zadar region, preserved by many cultural and artistic societies, area rich with natural and cultural tangible and intangible heritage, some of which is protected under UNESCO (traditional ojkanje singing and the art of drywall construction) and intangible cultural heritage: gastronomy-related heritage.





Istria Region promoted picturesque symbols of medieval Istria, Istrian castles and common northern Adriatic cultural heritage.

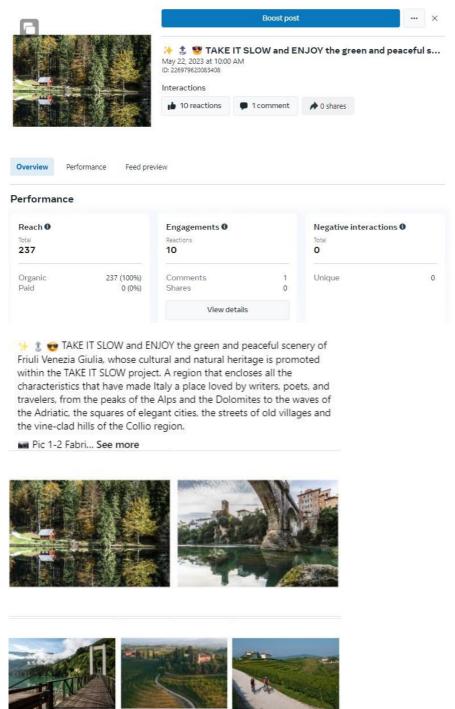






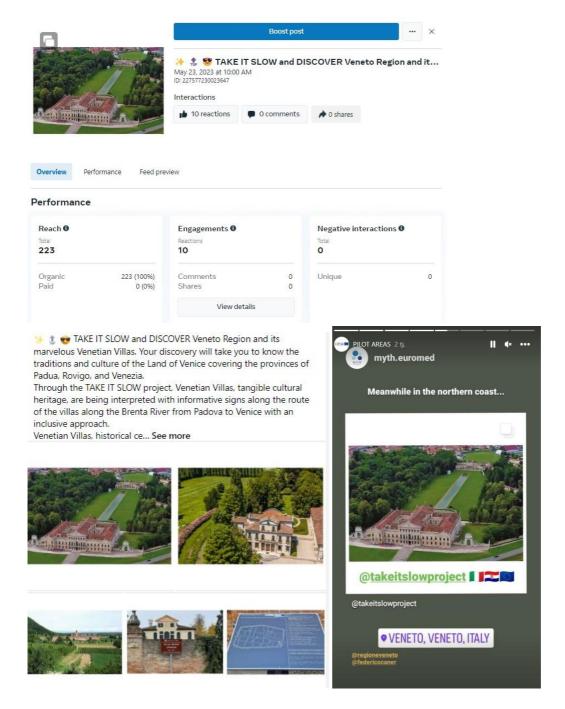


Friuli Venezia Giulia promoted the green and peaceful scenery that encloses all the characteristics that have made Italy a place loved by writers, poets and travellers.



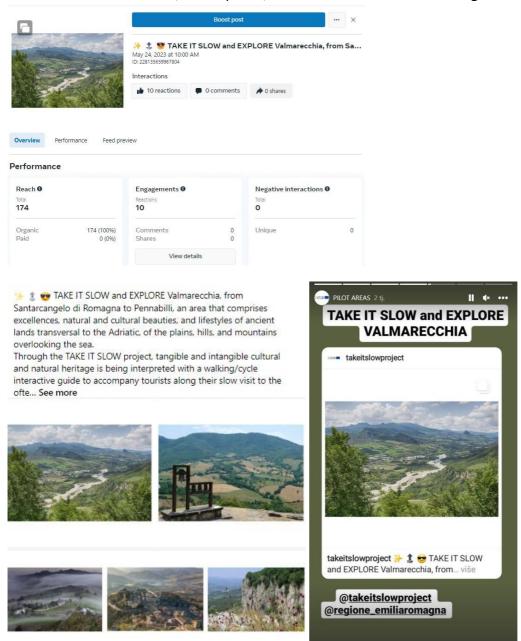


Veneto Region promoted its marvelous Venetian Villas and the traditions and culture of the Land of Venice covering the provinces of Padua, Rovigo and Venezia.



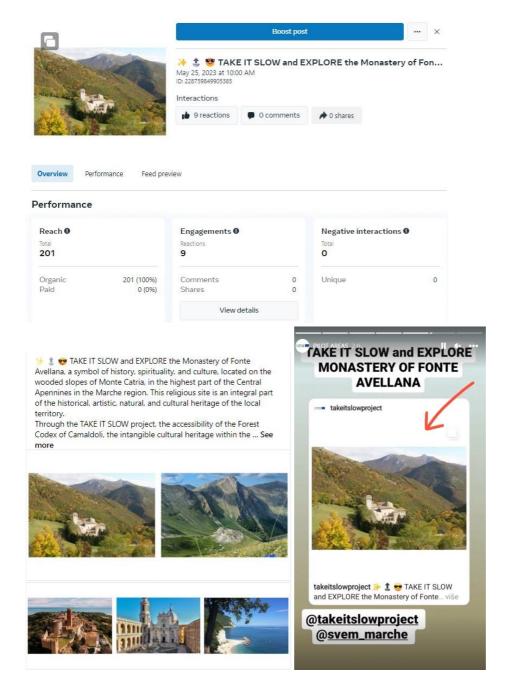


Emilia Romagna region promoted Valmarecchia, from Santarcangelo di Romagna to Pennabilli, area that comprises excellences, natural and cultural beauties and lifestyles of ancient lands transversal to the Adriatic, of the plains, hills and mountains overlooking the sea.



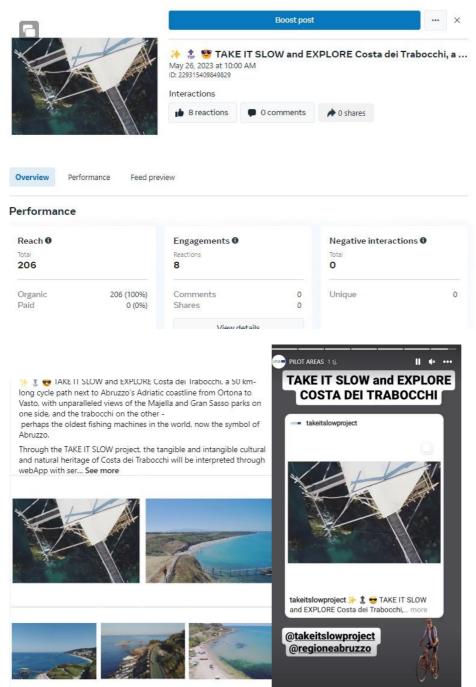


Marche Region promoted Monastery of Fonte Avellana, a symbol of history, spirituality and culture, located on the wooded slopes of Monte Catria, in the highest part of the Central Apennines in Marche region.



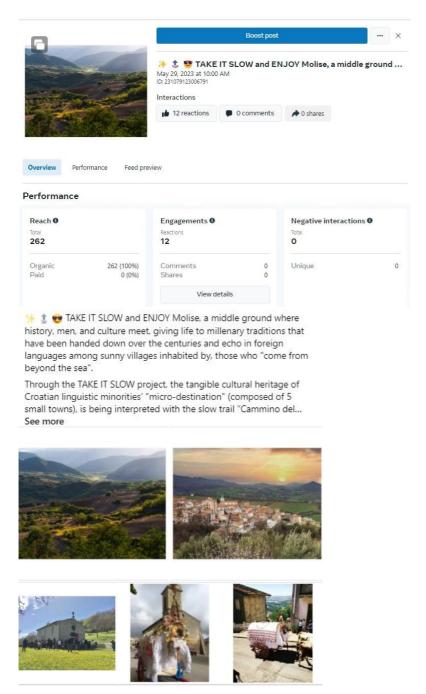


Abruzzo Region promoted the tangible and intangible cultural and natural heritage of Costa dei Trabocch, a 50 km-long cycle path next to Abruzzo's Adriatic coastline with the symbol of Abruzzo – trabocchi, oldest fishing machines in the world.



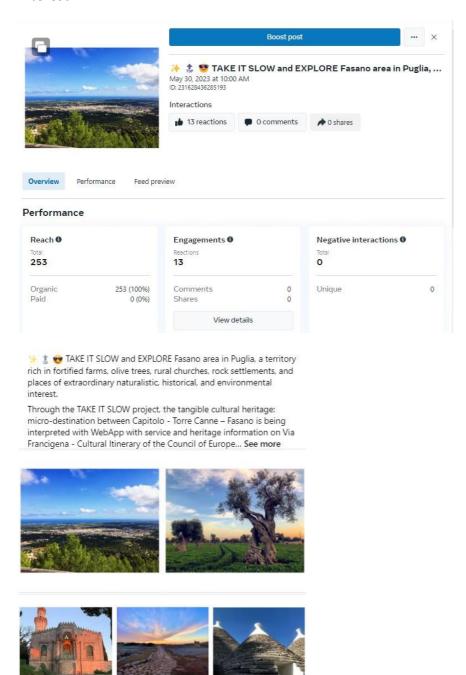


Molise Region promoted Molise, as a middle ground where history, men and culture meet, giving life to millenary traditions that have been handed down over the centuries and echo in foreign languages among sunny villages inhabited by people who "come from beyond the sea".





Puglia Region promoted Fasano area in Puglia, a territory rich in fortified farms, olive trees, rural churches, rock settlements, places of extraordinary naturalistic, historical and environmental interest.



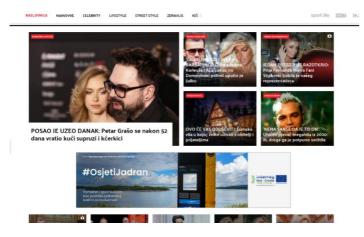


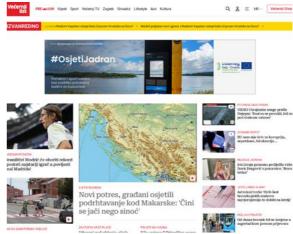
2.) Add display in newspapers and lifestyle portals achieved a total of 545,437 impressions and reached 321,112 users on the most read news and lifestyle portals.















#Osjeti Jadran Daily Results

| Date | Impression | Clicks | CTR | Viewability | Cost | Frequency | Reach |
|------------|------------|--------|-------|-------------|--------|-----------|--------|
| 2023-06-28 | 53 665 | 125 | 0.23% | 71.69% | 321.99 | 1.41 | 38 137 |
| 2023-06-27 | 96 968 | 292 | 0.30% | 71.17% | 581.81 | 1.48 | 65 625 |
| 2023-06-26 | 89 593 | 288 | 0.32% | 70.37% | 537.56 | 1.49 | 60 072 |
| 2023-06-25 | 81 355 | 277 | 0.34% | 70.90% | 488.13 | 1.37 | 59 546 |
| 2023-06-24 | 101 117 | 223 | 0.22% | 66.43% | 606.70 | 1.56 | 64 830 |
| 2023-06-23 | 108 078 | 197 | 0.18% | 67.10% | 648.47 | 1.62 | 66 880 |
| 2023-06-22 | 14 661 | 7 | 0.05% | 65.11% | 87.97 | 1.36 | 10 789 |

*internal RTB House data



3.) Campaign through events:

| Campaign |
|-------------------------------|
| Typical products and services |
| |

To promote typical products and services, cooking classes were organized on both side of Adriatic. The classes in Croatia (Zadar) were led by the renowned chef Rudolf Štefan, where he showed the participants how to prepare traditional gastronomy such as beef tartare with the aim of promotion of Adriatic gastronomy. The cooking classes in Italy (Puglia) were organized with the aim of promoting typical Adriatic gastronomy (pasta). The classes were promoted through social media.

The cooking class in Puglia, Italy:











The cooking class in Zadar, Croatia:











Additionally, Istria Region has organized cooking show with recipes from the TAKE IT SLOW project cookbook *Taste of Venice in Istria*.





