

## ID FISH & GAME RETENTION POSTCARDS

## Results:

Postcards sent: 782 on 6/14/18 to individuals who purchased an adult three-year fishing license in 2015 and had not repurchased as of 5/30/18.

Licenses Purchased: 160 repurchased a license between 6/14/18-8/8/18. Total customer spend: **\$9,680.25** including fees paid or \$8,372.25 without fees.

Total cost of campaign: \$591.44.

ROI including fees: 1537%; ROI without fees: 1316%

ROI with staff time and including fees: 1099%

ROI with staff time without fees: 937%

## Postcard Front and Back:







