# NEW ANGLER EXPERIENCE PILOT CABELA'S LAVISTA, NEBRASKA

IN PARTNERSHIP WITH:









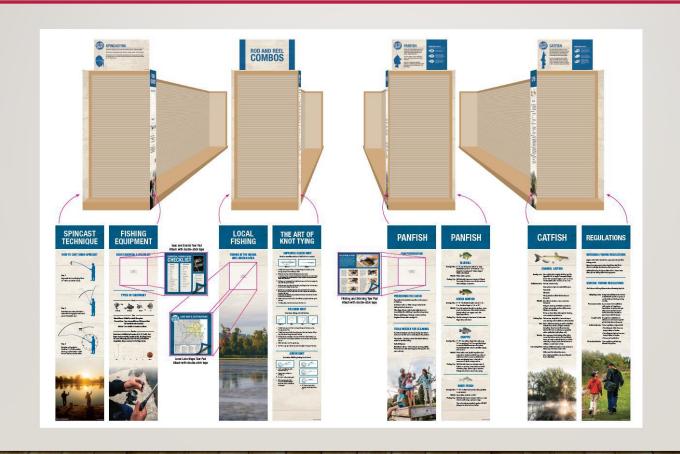
#### **GOALS**

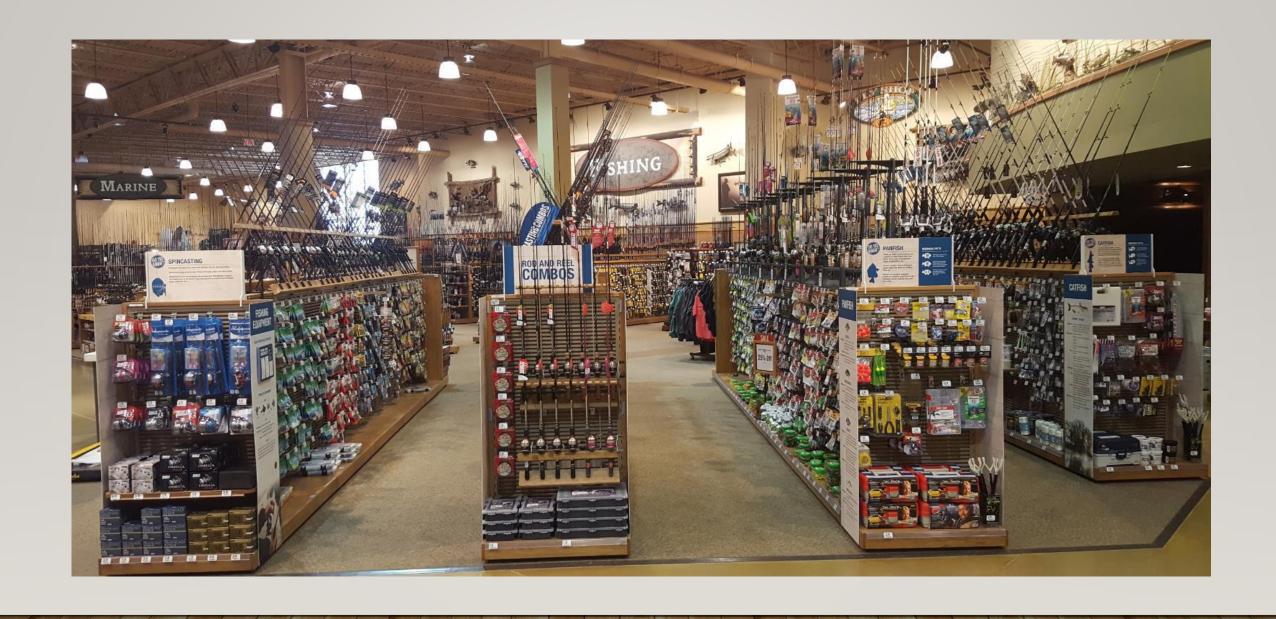
- Pilot a shopping experience at Cabela's store in La Vista, NE for new anglers that is:
  - Not intimidating
  - Educational
  - Engaging
- Generate more product sales
- Create more participation in Family Fishing Events/other R3 programs
- Increase fishing license sales

#### PROGRAM COMPONENTS

- **Training:** Education for store employees
- Merchandise: Create an area in the fishing department that caters to beginners
- Educational Resources & Events: Provide new anglers the tools to "go learn" through resources offered at Cabela's and the NE Game & Parks Commission

### FOUR ENDCAPS IN THE FISHING DEPARTMENT





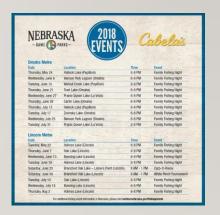
#### **SPINCASTING**











### ROD AND REEL COMBOS











#### **PANFISH**





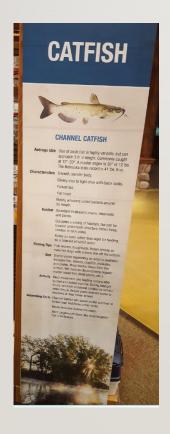






#### **CATFISH**









#### **BOWLING LAKE · NORTHWEST LINCOLN**

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- Additional Information:

  Nearby restrooms, playgrounds, picnic tables and benches and access/welking path
- and accessivements point.

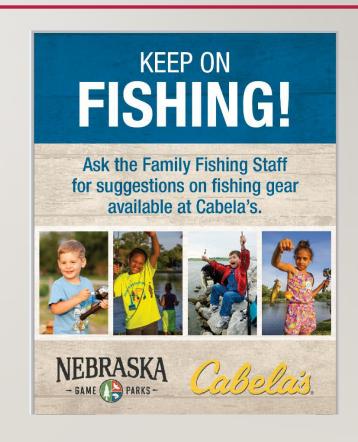
  Stocked registry with channel cattlish and minbow trout. Has a healthy self-replacing population of bluegill, bass and crappie.

  This is a low-use park and year will find peace and quiet here, except for the occasional place bishing off or lending. A great place that is almost out of town.



#### **FAMILY FISHING EVENTS**

- NE Game and Parks hosted 20 events in the Omaha/Lincoln Metro attracting approximately 3,000 people
- Events marketed through NE Game & Parks marketing channels
  - Social, e-mail, website, fliers, etc.
- Cabela's La Vista promoted on their local Facebook page
- Staff at events registered attendees and capture email for post-event survey



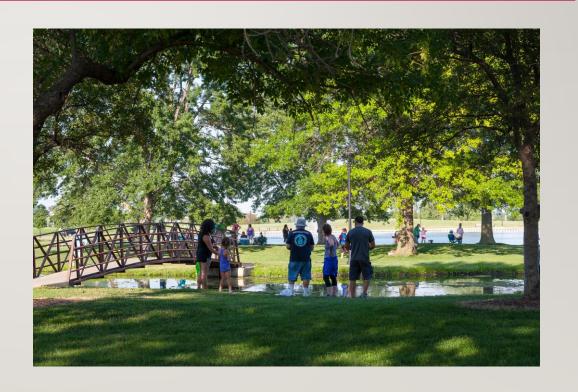
#### FREE TACKLE BOX!

- Flier and coupon distributed to event attendees by NE Game and Parks staff
- Other family fishing events offered for families to learn
- Empty tackle box offer at Cabela's store in La Vista, NE (starting with 100)
- Goal get participants to take next step and spur tackle sales
- Boxes contained educational materials from NE Game and Parks





- There were 19 Family Fishing
   Events in the Lincoln and Omaha
   areas with a total of 423 surveyed
   groups representing 1,282
   participants
- 415 free tackle box coupons were handed out, 100 were redeemed



 Leaders of the groups received coupons and redeemed them for a free tackle box, at a rate of 23.7% for all events, differently for Lincoln (91 coupons, 15.4%) vs Omaha (237 coupons, 24.5%) events



- Leaders of family groups were represented equally by male and females
- Redemption of coupons at Cabela's in La-Vista was equally proportional for males and females compared to coupons received
- Permit bars are representative of the
   2017 NE Fishing Permits Purchased



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- 24% of Family Fishing Participant leaders (person representing the family group) were directed to Cabela's
  - Represents 303 participants.
- Females were represented at a greater rate than normal participation as indicated by fishing permits.
- There was a difference in the percent of coupon redemption based on the distance from the store. The distance form Holmes Lake to Cabela's is 37 miles whereas Halleck Park is 5.2 miles. The higher return of coupons in Omaha events may be due to the closer proximity of the event venues to Cabela's.

#### NEW ANGLER EXPERIENCE PILOT

- NE Game and Parks event staff engagement to the program, and of Family Fishing Event participants to Cabela's and the program IS important.
  - Engaging the retailer and it's staff
  - Exciting participants about fishing and fishing gear
  - Directing participants to equipment resources
- Cabela's store and staff engagement to the program IS important.
  - Afford the space for equipment and information
  - Staff awareness and investment in customer needs

## NEW ANGLER EXPERIENCE PILOT NEXT STEPS

- Analyze Participant Data
  - Gender, Age, Ethnicity, Group Relationships
  - Event Location Statistics
- Survey Participants
  - Establish protocols, methods and tools to survey participants.
- Determine Retailer Value
  - Create methods to validate observations of increased product interest and sales.
- Plans to continue

