IM24CA Media & Communications 2021

Annual General Meeting 2021



Piret Salmistu IM4CA Administrator and Media Coordinator

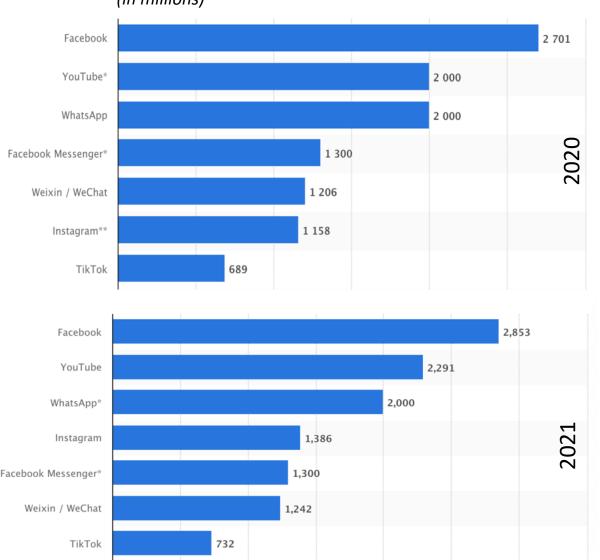




Trends

- Facebook was the first social network to surpass one billion registered accounts and currently sits at more than 2.85 billion monthly active users.
- Instagram and YouTube have been growing due to video content
- Video content will dominate people love video right now, especially live video content, which feels especially authentic.
- Live Streaming Will Become the New Norm
- User-Generated Content Will Continue to Be Popular
- Quality over quantity. No need to post once a day. Audiences appreciate quality over quantity

Most popular social networks worldwide 2020 vs 2021, ranked by number of active users (in millions)





Melges 24 Media Channels

- Website
- Social media
- 1 Instagram
- 1 Facebook
- 🕇 Flickr
- YouTube
 - Twitter
- Direct mailing, news and PR





Melges24.com statistics

https://www.melges24.com/

- Top 10 website users by • countries, count and % of the total users.
- Users visited 2.16 pages per • session
- Avg. duration of the session ٠ 2:14

Users since the launch of the webpage on Feb $16 - Nov 5$								Users
		2020		8,425 6 of Total: 100.00% (18,425)				2
1.		United States	6,344	(34.36%)		1.	200	United
2.		Italy	1,984	(10.75%)		2.		Italy
3.		Germany	1,499	(8.12%)		3.		Germa
4.	٠	Canada	987	(5.35%)		4.		United
5.	200	United Kingdom	715	(3.87%)		5.		Croati
6.	-	Estonia	687	(3.72%)		6.	٠	Canad
7.	14 .	Australia	506	(2.74%)		7.	**	China
8.	-	Sweden	418	(2.26%)		8.	10	Austra
9.		Switzerland	405	(2.19%)		9.		Denm
10.		France	353	(1.91%)		10.	-	Swed
					A			

Users since the launch of the webpage	on Feb 16 – Nov 5	5 Users – Nov 6 2020 - Nove	mber 5
2020	18,425 % of Total: 100.00% (18,425)	2021	30,439 % of Total: 100.00% (30,439)
1. 🔤 United States	6,344 (34.36%)	1. 🔤 United States	10,777 (35.15%)
2. Italy	1,984 (10.75%)	2. Italy	2,972 (9.69%)
3. 🧮 Germany	1,499 (8.12%)	3. 🧮 Germany	2,234 (7.29%)
4. 🛃 Canada	987 (5.35%)	4. 🔡 United Kingdom	1,223 (3.99%)
5. 📲 United Kingdom	715 (3.87%)	5. 🕿 Croatia	1,106 (3.61%)
6. 🚍 Estonia	687 (3.72%)	6. 🚺 Canada	1,046 (3.41%)
7. 🔛 Australia	506 (2.74%)	7. 🛄 China	886 (2.89%)
8. 🔚 Sweden	418 (2.26%)	8. 🔛 Australia	742 (2.42%)
9. 🖸 Switzerland	405 (2.19%)	9. E Denmark	640 (2.09%)
10. France	353 (1.91%)	10. 🔚 Sweden	639 (2.08%)

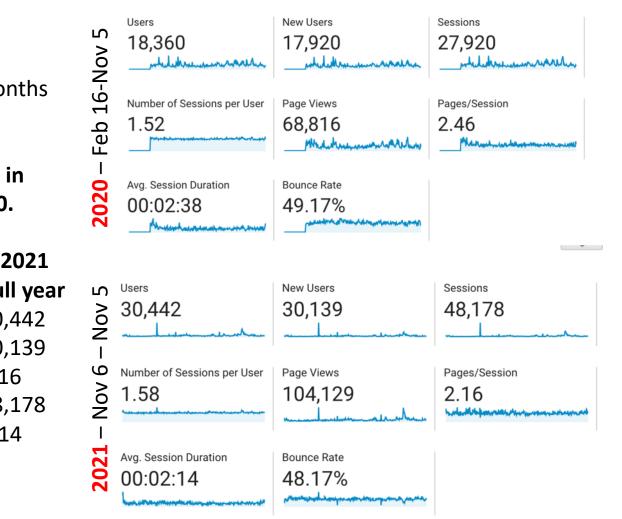


Melges24.com statistics

Comparing the visitors numbers of full year 2019 with 8,5 months in 2020 and full year of 2021

According to the statistics there's been a remarkable growth in 2020 and 2021 after launching new website in February 2020.

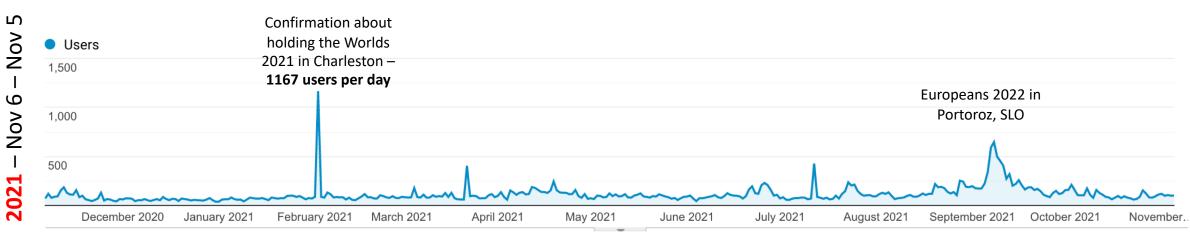
	2019	2020	2021
	full year	10 months	full yea
Unique users	20,334	18,360	30,442
New users	19,985	17,920	30,139
Pages per session	2.36	2.46	2.16
Sessions	36,584	27,920	48,178
Avg duration		2:39	2:14

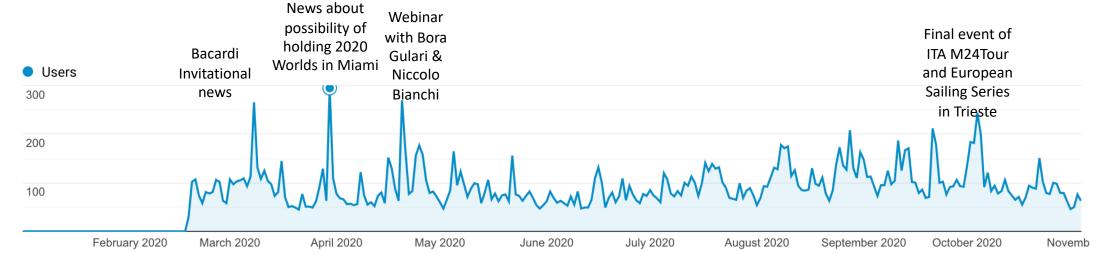




Melges24.com statistics 2021

Weekly trends and peaks - 2020 vs 2021





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Website – melges24.com

INTERNATIONAL MELGES 24 CLASS ASSOCIATION

Melges 24 + Class + Members + Events + News + Media + Rules & Regs + Marketplace + 🕇 🔲 💿 🎔 🎽 🔤 📿 🛔

888 - 2 20 I+I 🛏 🛏 12 = + I I = 🚟 🚟 💶 I I I I • 12 = im im i 2 C = = = =



Melges 24 - Never Gets Old

The reputation of the Melges 24[®] precedes itself. Best known for its very competitive disposition and easy-to-sail personality. This modern sportboat maintains its status as a leader in high-performance, one design sailing. The Melges 24 is a lifestyle with competitive racing and a focus on fun. This America's Cup inspired boat generates excitement.

Home page

- Main menu, social media icons, Search and Login
- Flags links to National Classes subpages
- Carousel images with links to subpages
- News block
- Ads/regatta banners block
- Upcoming regattas in carousel block links to event pages
- Current champions with links to Winner profiles
- Video block
- Footer



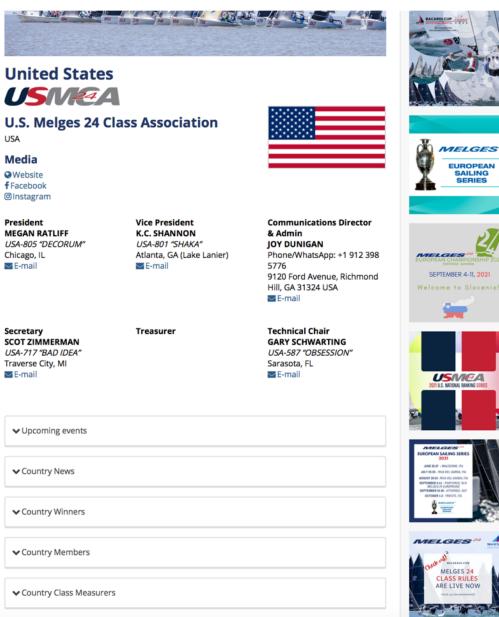
INTERNATIONAL MELGES 24 CLASS ASSOCIATION

Website

Country page

Each country has its own subpage when clicking on the flags in the header with the following information:

- Contacts
- Upcoming events in country each event has its own subsite
- Country related and general n
- Current year country members
- Country measurers
- Country winners latest results, National Champions, winners – Hall of Fame with the Top 3 sailors of the Worlds, continental championships, continental rankings, the winners of the national championships (up to 2019) and since then Top 3 winners of the regattas
- Past events in country with the links to the results



Past events



Website

Winner profiles

Top 3 (helmsman, owners if known, some tacticians) of the Worlds, continental championships, continental and world rankings, the winners of the national championships (up to 2019) and since then Top 3 winners of the regattas

More than 200 sailors have their own profile

https://www.melges24.com/winners - the profiles are linked to the

Press Releases and website news

- Country represented
- Position
- Boat name(s)
- Related websites
- Tab Titles & Results
 - Titles From Nationals to the Worlds
 - Results since 2019 links to the event pages & results
- Related news through the website (some tagging yet to do to the older news)
- Carousel photo gallery

Melges 24 - Class - Members - Events - News - Media - Rules & Regs - Marketplace - f 🛄 🎯 🎔 🚵 🔤 🔍 🛔











✓ Titles & Results

Akos Csolto



National Champion Titles

2017 - HUN - I Overall - Seven-Five-Nine HUN759 - Akos Csolto, Balazs Tomai, Botond Weores, Rövid Levente - Results

2019 Melges 24 European Sailing Series

III Corinthian - Seven-Five-Nine HUN759 - Akos Csolto, Balazs Tomai, Botond Weores, Mihaly Kasa

Read more | 2019 ranking results: Overall | Corinthian

2018 Melges 24 European Championship - Riva del Garda, Italy

Country: Hungar

Position: Owner/Helmsman Boat name: Seven-Five-Nine Rank: Corinthian

III Corinthian - Seven-Five-Nine HUN759 - Akos Csolto, Balazs Tomai, Botond Weores, Mihaly Kasa Read more | Results - Overall | Corinthian









Website

Calendar view and past events with results

You can find the events by countries, event types, series (continental or local)

- Each regatta has its own event page – click on the name of the event
- Venue country
- You can add event to your calendar
- Link to the results (at Recent Events page)

INTERNATIONAL MELGES 24

Melges 24 + Class + Members + Events + News + Media + Rules & Regs + Marketplace + 🕇 🗖 🎯 🍠 🚠 💆 🔾



Calendar

Find the upcoming regatta by applying the filters by countries, event type and regatta series. For the recent events and results click here

Country	y - A	ny - 💙	Event type	- Any -				~
Series	- Any	1-			🗸 🗸 s	earch		
12.11. - 14.11.				hip / Gulf Coast cker Cup 2021	0	Pensacola, Florida USA	United States	Add Event to Calendar
18.11. - 21.11.		Croatian Mela Croatian Mela Championshi	ges 24 Nation			Split, Croatia	Croatia	Add Event to Calendar
20.11.	2021	Doublehande	d Race 2021		USARCA	Santa Barbara, CA, USA	United States	Add Event to Calendar
04.12. - 05.12.		Holiday Rega	tta 2021			Santa Barbara, CA, USA	United States	Add Event to Calendar
17.12. - 19.12.		Bacardi Melg 2022 Event N		Series 2021-	A	Miami, FL, USA	United States	Add Event to Calendar
17.01. - 22.01.		The Southern	most Regatt	a 2022	y-5	Key West FL, USA	United States	Add Event to Calendar
28.01. - 30.01.		Bacardi Melg 2022 Event N		Series 2021-	h	Miami, FL, USA	United States	Add Event to Calendar
06.03. - 12.03.		Bacardi Cup I	nvitational R	egatta 2022	Prostat and	Miami, FL, USA	United States	Add Event to Calendar

MELGES²⁴

MELGES

ANNUAL GENERAL MEETING 20

MELGES

EUROPEAN

EPTEMBER 4-11, 2021

USINEA

SAILING

Melges 24 - Class - Members - Events - News - Media - Rules & Regs - Marketplace - 🕇 🖬 🎯 🍠 🚠 🔤 🔍 🕯





In this menu you will find the recent events since 2019.

From 2019 - World Championship, North American Championship, European Sailing Series, North American Championship Series events.

The information about the earlier events you will find under menu items and the type of event.

Series - Any	1-	*	Country	- Any -	~	
Event type	- Any -		💙 Yea	r - Any	- 💙 Арр	bly
29.10.2021 - 31.10.2021	Croatian Melges 24 Series 2021 - 4 - Split	-	Split, Cro	oatia	Croatia	Resul
16.10.2021 - 17.10.2021	Midwest Fall Championship 2021	-	Muskeg USA	on, MI,	United States	Resul
09.10.2021 - 10.10.2021	Puget Sound Sailing Championship 2021		Seattle, USA	WA,	United States	
08.10.2021 - 10.10.2021	2021 Danish Melges 24 National Championship		Sundby,	DEN	Denmark	Resu
07.10.2021 - 10.10.2021	2021 SPI OUEST-FRANCE	agai se	Port de Plaisanc Trinité-s FRA		France	
03.10.2021	Fall One Design Regatta 2021		Santa Ba CA, USA		United States	
01.10.2021 - 03.10.2021	2021 Melges 24 Canadian National Championship	L	Victoria, CAN	BC,	Canada	Resu
01.10.2021 - 03.10.2021	Melges 24 Championship 2021	•	Lake Ge Wl, USA		United States	



MELGES

NNUAL GENERAL MEETING 2









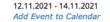


Website – Event page

- Each regatta has its own event page click on the name of the event through the site or in Calendar view
- Venue information and links
- General information about the event
- You can add event to your calendar
- Tab Regatta News, all event related news published at melges24.com
- Tab Winners Top 3 skippers will be listed here and these results will appear on each sailor's profile
- Related photos in the carousel view on the bottom of the page



Atlantic Coast Championship / Gulf Coast Championship / Bushwhacker Cup 2021



NELGES



Event type Melges 24 - Other Regattas & Local Series Series U.S. National Ranking Series 2021





✓ Regatta News



Website – Most popular pages

- Page views 104,225 in total; 84,128 unique page views
- Main page is the most visited page
- The pages of the Europeans 2021 & European Sailing Series were most visited, followed by Calendar page views

P	age 🕜	Page Views 🥐 🤟	Unique Page Views	Avg. Time on Page			104,225 % of Total: 100.00%	84,128 % of Total:	00:01:54 Avg for View:
		104,225	84,128	00:01:54			(104,225)	100.00% (84,128)	00:01:54 (0.00%)
		% of Total: 100.00% (104,225)	% of Total: 100.00% (84,128)	Avg for View: 00:01:54 (0.00%)	11.	/set-melges-24	1,118 (1.07%)	953 (1.13%)	00:02:56
1.	/ ال	21,631 (20.75%)	16,487 (19.60%)	00:01:14	12.	/2021-european-sailing-series-2021-ita-melg Jackson es-24-tour-act-3-malcesine	888 (0.85%)	678 (0.81%)	00:03:09
2.	/Europeans2021	6,394 (6.13%)	4,638 (5.51%)	00:04:04	13.	/italy	878 (0.84%)	694 (0.82%)	00:01:35
3.	/europeansailingseries	4,195 (4.02%)	3,506 (4.17%)	00:01:16	14	(recent currents recently			00.01.52
4.	/calendar 🖉	2,358 (2.26%)	1,932 (2.30%)	00:01:31	14.	/recent-events-results	814 (0.78%)	656 (0.78%)	00:01:53
5.	/worldchampionships 🕘	2,194 (2.11%)	1,895 (2.25%)	00:02:49	15.	/how-to-guides-expertise	789 (0.76%)	682 (0.81%)	00:04:48
6.	/bot-traffic.xyz	2,013 (1.93%)	2,009 (2.39%)	<00:00:01	16.	/germany 문	773 (0.74%)	624 (0.74%)	00:01:34
7.	/parts-and-accessories	1,555 (1.49%)	1,230 (1.46%)	00:02:33	17.	/members	740 (0.71%)	631 (0.75%)	00:01:09
8.	/europeanchampionships	1,438 (1.38%)	1,239 (1.47%)	00:01:04	18.	/latest-news	695 (0.67%)	579 (0.69%)	00:01:08
9.	/2021-european-sailing-series-2021-ita-mel ச ges-24-tour-act-4-riva-del-garda	1,282 (1.23%)	951 (1.13%)	00:03:04	19.	/halloffame	661 (0.63%)	533 (0.63%)	00:01:52
10.	/melges-24	1,176 (1.13%)	1,063 (1.26%)	00:01:41	20.	/melges-24-gold-cup-2021	658 (0.63%)	566 (0.67%)	00:02:35

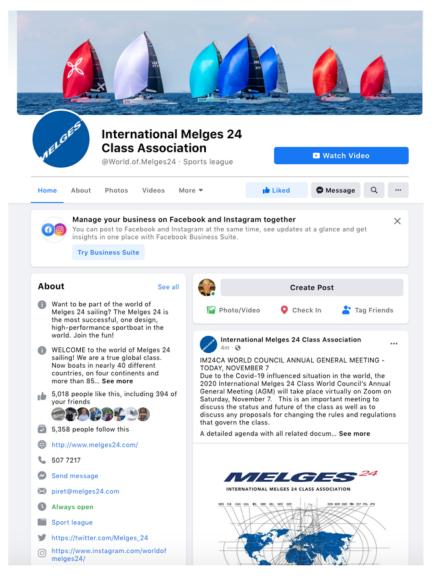


Facebook - @World.of.Melges24

Basic facts

Started 4.04.2012 with the so called page structure - *From 2007 to 2012 as a ordinary group*

AGM 2021 at 5,228 likes, 5,756 followers AGM 2020 at 5,018 likes, 5,443 followers AGM 2019 at 4,735 likes AGM 2018 at 3,888 likes AGM 2017 at 3,181 likes AGM 2016 at 2,305 likes AGM 2015 at 1,798 likes AGM 2014 at 1,454 likes AGM 2013 at 1,146 likes AGM 2012 at 618 likes





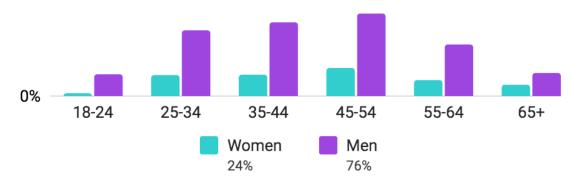
Facebook & Instagram statistics

Facebook Page likes 🕕

5.2K





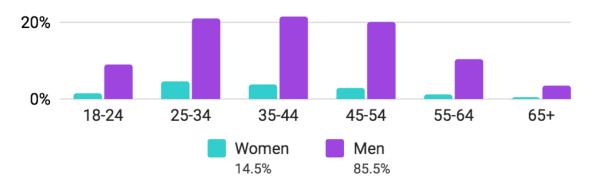


Instagram followers 🕕

8.6K

Age & gender 🕕







Facebook & Instagram statistics

Facebook Page reach 🚯



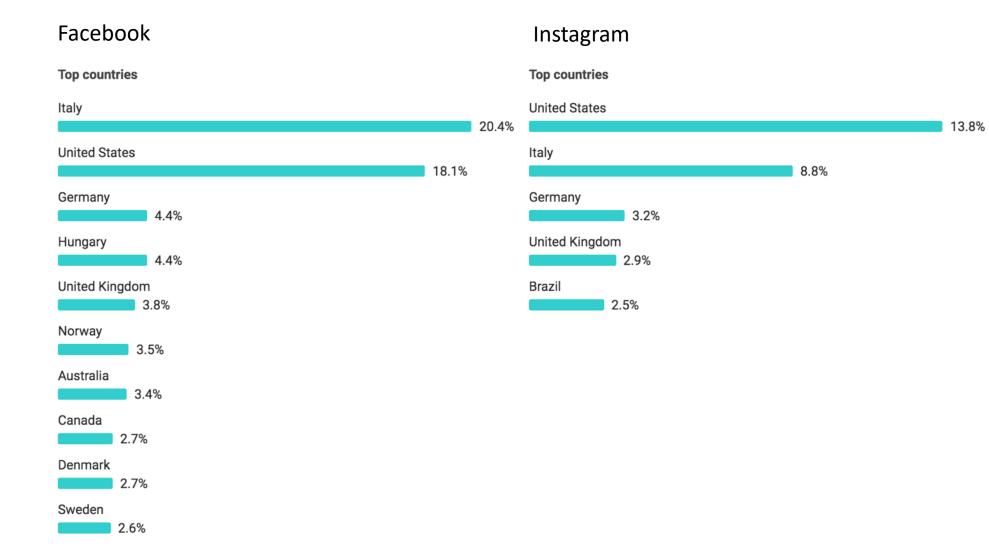
It can be seen, that due to the Facebook algorithm change, the reach of the posts have dropped a lot.

Also, similar posts on the same day are gaining entirely different number of views on Facebook.

Instagram visitors and usage have been growing steadily and became more and more popular for our audience.



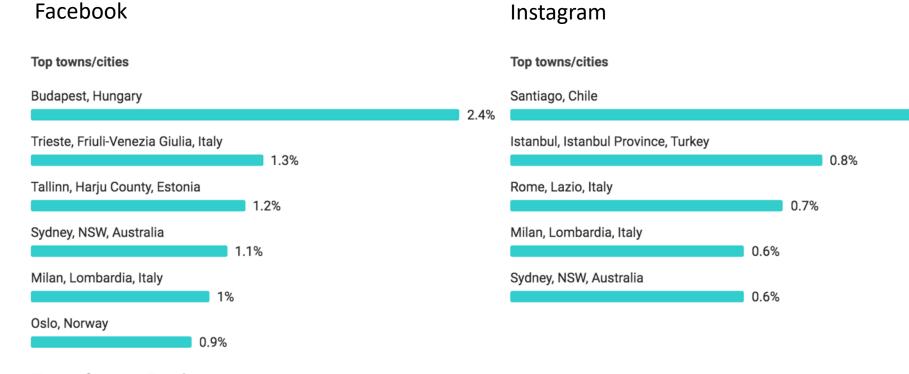
Facebook & Instagram statistics





1.1%

Facebook & Instagram statistics



Top performers: Reach



📥 MELGES 24 EUROPE...

Reach 🚯 **6.6K**

Facebook post



HAPPY NEW SAILING YE ...

Reach 🚯

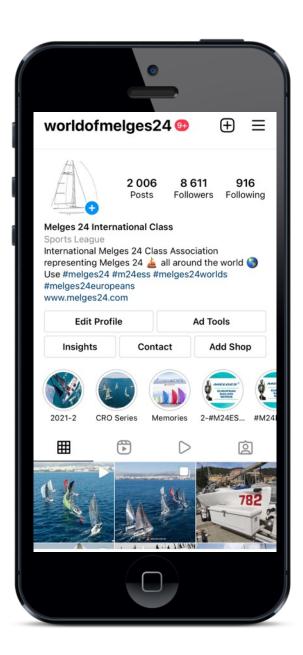
52.5K

O Instagram post



Melges24 on Instagram

- <u>https://www.instagram.com/worldofmelges24/</u>
- Tag in your posts @worldofmelges24 & #melges24
- Started the account 8th January 2015
- Followers 8,611 +1,803 (2020-6,808 +3,185; 2019-3,623; 2018-2,093; 2017-1529; 2016-1071; 2015-272)
- Posts 2,006 (2020 1,753; 2019-1,486; 2018-1,239; 2017-981; 2016-695; 2015-126)
- There are 10,700 (2020-9,600; 2019-8,400; 2018-6,500; 2017-4,898; 2016-3,272) posts under hashtag #melges24





Instagram - Reach

- When you look at the reach, there's been a remarkable growth in numbers also in 2021
- Videos are gaining the highest numbers of views
- Keep posting them!



3 January 12:22 HAPPY NEW SAILING YEAR,... 0 Reach 52.5K

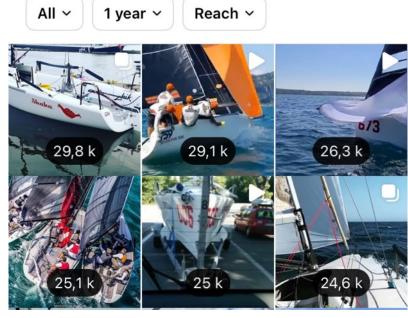


2021

4 February 13:16 Wet, wet, wet, but fun! 0

Reach

30.6K







26 February 12:59 We wish better luck to @ratz... 0

Reach 44.7K



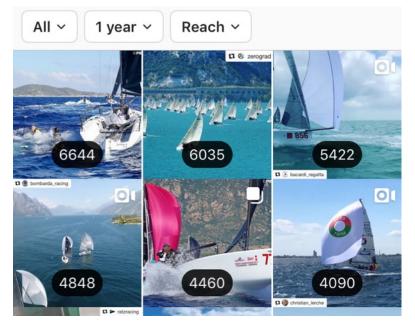
፩ #2- Reach - 29,1k ≤ S

29.5K

Reach

O)

2020 vs 2019







37.2K Reach



Instagram – Telling the stories

Before the Melges 24 European Championship 2021 in Portoroz, SLO – the first title event since the 2019 Worlds in Villasimius, ITA – I was asking about the expectations to the event from several sailors of different nations and great stories were told on the **#ROADTOPORTOROZ** – published in Instagram, Facebook and website <u>https://www.melges24.com/news/roadtoportoroz-melges-24-european-</u> <u>championship-2021</u>



worldofmelges24 • Following Denmark

worldofmelges24 SMEET & GREET ON #ROADTOPORTOROZ

MARC WAIN PEDERSEN - the owner and helmsman of DEN840 , former President of Melges 24 Danish Class Association.

^{CP™}We are so exited, finally, to come to a big Melges 24 regatta again. We haven't seen the Melges 24 fleet since the Europeans on Lake Garda in 2018. We have sailed two small regattas in Demmark this year, so it's not that much. And because of COVID-19, it was not the best idea to go outside the boarders.

 \bigcirc But now we are ready to go sailing against the Melges fleet again. We haven't been to Portoroz before, but we have heard that it is a great sailing venue, so here we come, FINALLY. \Leftrightarrow

□The main focus for us to this regatta, is to enjoy being out sailing again in a Big fleet and of course to see if we can follow up the best Melges 24 sailors. We are looking forward to see you all in a couple of days in Portoroz1 👻 .

https://www.melges24.com/denmark

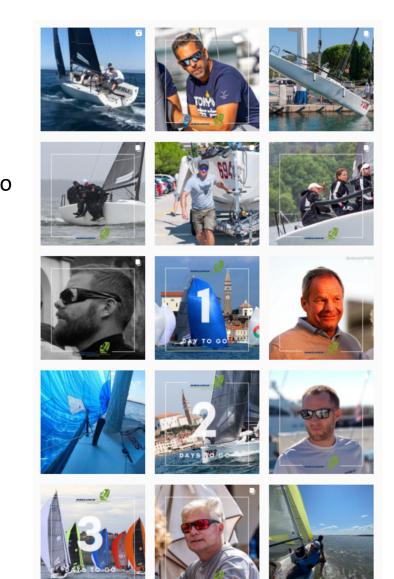
SEE YOU SOON IN PORTOROZ! 📥 😂

🚔 @pierrickcontin



SEPTEMBER 3

Add a comment...









With Story you can tell the stories

- From the 2021 Europeans more than 200 stories, both from the sailors and us, were created into 3 highlights (see the green logo below and you can open it when visiting https://www.instagram.com/worldofmelges24
- Rewinding these highlights you can have a full overview about the year, specific event or series of events
- Stories posted in Instagram can be shared also to Facebook cross-posting, more visibility
- Mentioning @worldofmelges24 in your stories, IM24CA will be happy to repost them.



2021-2



CRO Series



Memories



2-#M24ES...

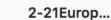


#M24ESS21



3-21Europ...







229 Stories







9 IGTV Videos





A great media team makes wonders

- Photos from the dock, team photos, venue, racing, drone photos
- Videos daily highlights concentrating on specific topic per day, drone footage usage in press releases, Facebook, Instagram, website, YouTube
- Interviews emotions of the sailors and creating memories for the history
- Press Releases pre-event stories and daily stories of the event
- Social Media
 - Daily updates in Facebook
 - Daily Video highlights and interviews to YouTube
 - Intensive coverage in Instagram via stories with crossposting to Facebook
 - Reposting the stories of the sailors and teams
 - Tagging and mentioning sailors, sponsors, organizers makes reach higher and adds visibility

The ones not at the event, can "almost be there" through the extensive media coverage



Where our stories have been told

For example – media clipping of the final event of the European Sailing Series 2021 in Trieste, ITA One article per publication has been listed here.

Active coverage also in German print media through the recent years - <u>https://www.melges24.com/germany/german-melges-24-class-print-media</u>

- Sail-World <u>– worldwide https://www.sail-world.com/news/242457/Melges-24-European-Sailing-Series-Trieste-overall</u>
- Yachtsandyachting worldwide https://www.yachtsandyachting.com/news/242457/Melges-24-European-Sailing-Series-Trieste-overall
- <u>sailweb.co.uk UK https://www.sailweb.co.uk/2021/10/04/melges-24-european-sailing-series-final-day/</u>
- LiveSailDie New Zealand <u>https://www.livesaildie.com/melges-24-european-sailing-series-2021-black-seal-and-gill-race-team-run-the-show-on-penultimate-day-in-trieste-2/</u>
- Broadly Boat News http://bbn.firetrench.com/2021/10/melges-24-european-sailing-series-2021-melgina-dominates-opening-day-in-trieste/#more-46253
- PressMare.it <u>https://www.pressmare.it/en/regattas/melges-24/2021-10-04/melgina-and-white-room-are-the-champions-of-the-series-34313</u>
- velaveneta.it https://www.velaveneta.it/2021/10/03/melges-24-european-sailing-series-2021-a-melgina-ma-a-trieste-vince-black-seal/
- Barcolana https://www.barcolana.it/ProxyVFS.axd/orig/r26892?default=%2FContent%2FImages%2Ftrasparente.gif
- Zerogradinord http://www.zerogradinord.net/vela/monotipia/melges-24-european-sailing-series-trieste-is-calling-for-the-last-event/
- Il Piccolo
 - <u>https://85003ddb-b0f4-4d90-9d5f-3be6bf90ae94.filesusr.com/ugd/8b9e19_291989a4308441b0bad93cae2b22bc6a.pdf</u>
 - https://85003ddb-b0f4-4d90-9d5f-3be6bf90ae94.filesusr.com/ugd/8b9e19_0176278ce4f74c049049e0b29cc57ee7.pdf
- TriestePrima https://www.triesteprima.it/attualita/barcolana-eventi-vincitori-3-4-ottobre-2021.html
- STSM website <u>https://www.stsm.it/news</u>



New album New collection View my collections

57 photos · 29 views

Melges24 on Flickr – Melges Championships



About Photostream Albums Faves Galleries Groups Stats Camera Roll

96 photos · 230 views

192 photos · 377 views

458 photos • 521 views

2021 - Trieste, ITA -Melges 24 European Sailing Series Day 3 2021 - Sundby, DEN -Melges 24 Danish es 24 European CAN 2021 -Meldes 24 ges 24 Canadian Melges 24 European Melges 24 European - M 24 U.S. Nation Championship - Final National Championship. 27 photos • 9 views National Championship Swedish Nationals Sailing Series Day 200 Sailing Series Day 1 Championship 2021 Day 34 photos · 14 views 136 photos · 17 views 257 photos · 64 views 640 photos · 121 views 139 photos · 34 views 40 photos • 5 views 139 photos • 201 views 21 - Portoroz, SLO -2021 - Portoroz, SLO -2021 - Port SIO 2021 - Portoroz, SLO s 24 European Melges 24 European Championship - Day 4 ges 24 European Champie Melges 24 European Melges 24 European es 24 European Championship nship - Prep Championship - Day 1 Championship - Day 3 Championship - Day 2 Championship - Day 1 **Opening Ceremony** Race Davs 169 photos · 342 views 127 photos • 15 views 61 photos · 101 views 191 photos · 187 views 189 photos · 270 views 192 photos · 477 views 38 photos · 73 views 131 photos · 222 views 2021 arda. - Riva ITA - Melges 24 2021 - Malcesine, ITA Melges 24 European **European Sailing Series** 2021 - Talamone, ITA 2021 - St. Pete, FL, USA Sailing Series event #1 Melges 24 Tour Act 1 - HH NOOD Regatta event #3 event #2 Sailing Series Act 1 Week Regatta

60 photos · 36 views

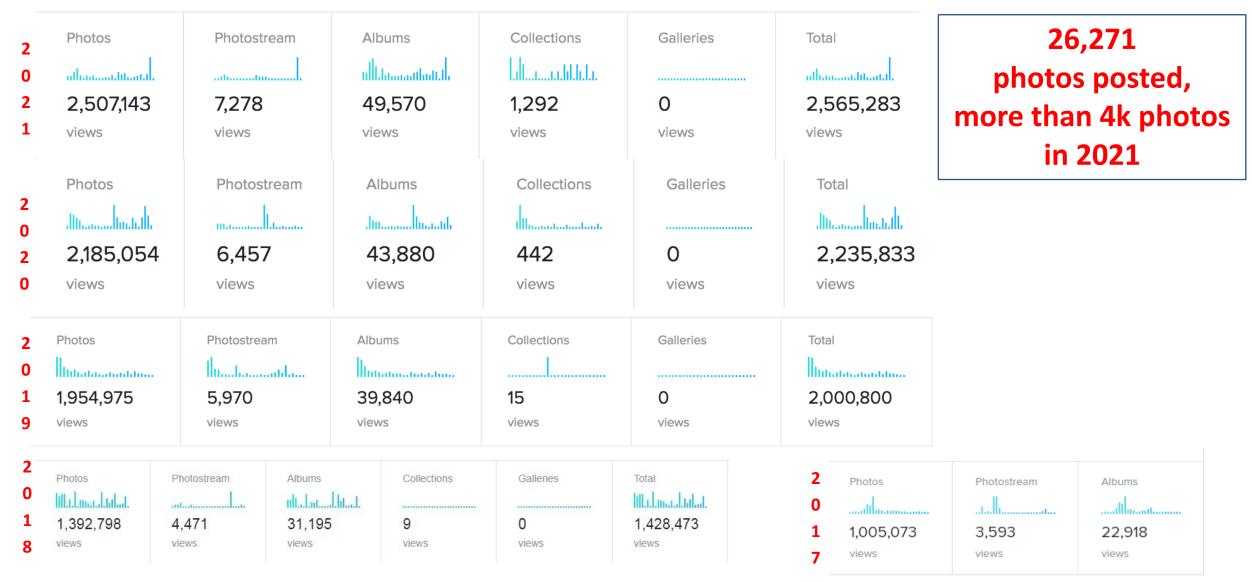
47 photos · 10 views

14 photos · 9 views

111 photos · 68 views



Melges24 on Flickr – Melges Championships





Thank you!

