# TACTICAL FOUNDATIONS

July 31, 2019



MID-OHIO REGIONAL MORPC PLANNING COMMISSION

#### GETTING STARTED ESSENTIAL USES OF SOCIAL MEDIA FOR THE PUBLIC SECTOR



**CHRISTA DICKEY** COMMUNITY AFFAIRS DIRECTOR CITY OF WESTERVILLE 21 S. STATE ST. WESTERVILLE, OH

(614) 901-6411 @Christadickey

## ASSUMPTIONS

YOU MAY HAVE ONE OR MORE SOCIAL MEDIA ACCOUNTS

YOU ARE A ONE-PERSON SHOW OR SMALL TEAM OPERATION

YOU HAVE STANDARD PRACTICES

YOUR COMMUNITY MEMBERS PROBABLY HAVE FACEBOOK, TWITTER AND/OR INSTAGRAM ACCOUNTS

NEXTDOOR IS IN USE IN YOUR COMMUNITY

YOU HAVE ELECTED OFFICIALS ON SOCIAL MEDIA

## **SETTING A SOCIAL STRATEGY**

Set realistic social marketing goals to align with your organization objectives: Brand awareness Customer service

Determine how you will measure your social marketing efforts by the numbers.

Try to stay true to your strategy and brand despite many distractions.

Be flexible: Consume information. Watch the world. Integrate emerging trends into your strategy.

Stay in your lane.



You MUST MUST MUST have a social media policy.

Start one now if you don't have it.

Be specific in your policy: Who can post? What are our issues? What are NOT our issues? How will we handle trolls? How will we handle inappropriate actions? How often will we post? How many accounts will we maintain? What happens in a crisis?

## **FACEBOOK** | WHAT WE KNOW TODAY

2.27 billion monthly active users

More than a quarter of the entire world population is accessing their Facebook account at least once a month.

Nearly 1.5 billion of those users are checking their accounts daily and 1.3 billion users are chatting with friends and family using Facebook Messenger.

## FACEBOOK | WHAT WE KNOW TODAY



#### People in your community \*probably\* have an account.



More women will see your posts.

Appealing to people of all ages.

SPROUT SOCIAL | PEW DATA SOCIAL MEDIA USE IN 2018



**FACEBOOK** 

#### AUDIENCE-READY LOW COST CONTROL YOUR MESSAGE



#### PAY TO PLAY TIME HOG BREEDS TROLLS CONSTANT CHANGE (ALGORITHM)

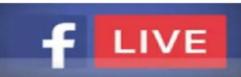


## **FACEBOOK**

#### Inform and educate

### Create trust by being transperant

#### Experiment:



#### ABOUT THE CITY OF EAST PROVIDENCE

FB Live | Council Meeting | 4/3 | 7:30pm

Be sure to tune into our Live Facebook stream this evening at 7:30pm for our first City Council meet...

See More



# TWITTER | WHAT WE KNOW TODAY

Not the same as Facebook or any other platform.

OPINION: Avoid the temptation to duplicate posts.

A favorite with its established users.

Most popular with people in their 20s; demographics show the platform is preferred by those in younger age ranges.

Good for quick updates and news/action alerts.



**TWITTER | WHAT WE KNOW TODAY** 

#### Not as widespread, but users are loyal.



#### Gender Age 32% 13 - 1740% 18-29 23% 24% 27% 30 - 49Female Male 19% 50-64 8% 65

SPROUT SOCIAL | PEW DATA SOCIAL MEDIA USE IN 2018



TWITTER

#### POTENTIAL WIDER, FASTER EXPOSURE PACE OF INFORMATION NO-TO-LOW COST LESS RELIANT ON VISUALS



#### ACCOUNT ANONYMITY CHARACTER LIMIT (BETTER, BUT STILL)



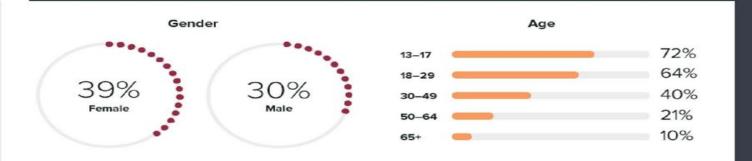
### One billion monthly active users

### Second most-popular (after Facebook)



#### Owned by Facebook.

**INSTAGRAM** | WHAT WE KNOW TODAY



## Where the young people have gone.

Slightly more women than men.

SPROUT SOCIAL | PEW DATA SOCIAL MEDIA USE IN 2018

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USER-GENERATED CONTENT EQUIPMENT (PRO AND CON) FILTERS AND FUN EDITING IDEAL FOR COMMUNITY SHOWCASING USE PEOPLE TOO! BITE-SIZED VIDEO



DOESN'T HYPERLINK EQUIPMENT TIME

## Nextdoor | WHAT WE KNOW TODAY

Neighborhood-level social media

Communication is outbound

Resident vs. non-resident

Transitioning from public safety to community accounts

Often more civil, but not always...

Not the same as Facebook, but residents use it that way.

## **GETTING TACTICAL**

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### THE WESTERVILLE EXPERIENCE

HIGHLIGHTS (OR LOWLIGHTS) FROM OTHER ACCOUNTS

ALWAYS DO WHAT WORKS BEST FOR YOU AND IS CONSISTENT WITH YOUR POLICY.



## **BE PROFESSIONAL.**



### Optimize your profile. Certify.



Create a calendar to avoid a random appearance.

BEST PRACTICE

Pair imagery with words.



Size your photos before you post.

Find resources to help you sproutsocial.com/landscape www.canva.com





Apply your customer service creed to social.

Answer questions, visitor posts, etc.

Handle trolls delicately.

Social listening is important.



## **SHARE GOOD CONTENT.**



News, profiles and events Public safety information Program and service updates Content from other sources Historical information and images ("Throwback") Images and videos Interesting statistics Motivational quotes Humor Hashtags



## SHARE AN APPROPRIATE AMOUNT OF CONTENT.



Don't fatigue your audience with frequency.

Facebook Instagram

NO MORE THAN 1-2 TIMES PER DAY AND NO MORE THAN 7 TIMES PER WEEK.

Twitter AS OFTEN AS MAKES SENSE. MORE TWEETS TYPICALLY = MORE EXPOSURE.

Pinterest A FEW TIMES A DAY MAX.



## WATCH YOUR STATS.



Watch your analytics to improve. They should tell you WHEN to post.



Look for ENGAGEMENT. Engagement should be inspired not required.



## **FOLLOW THE RULES TOO!**



Don't spam! And, there's regulation.



Know the rules and behavior expectations of each platform.



Avoid "engagement baiting" FB is actively cracking down ("reduce distribution") on posts that require engagement in exchange for a prize or simply ask for votes (e.g. emoji voting)



## **MAKING A MISTAKE.**

Edit your post if you can.

Own it. Apologize.

The #Broncos could use a @PURELL refresh moment, because right now they look like the Cleveland Browns.

2014 SUPERBOWL





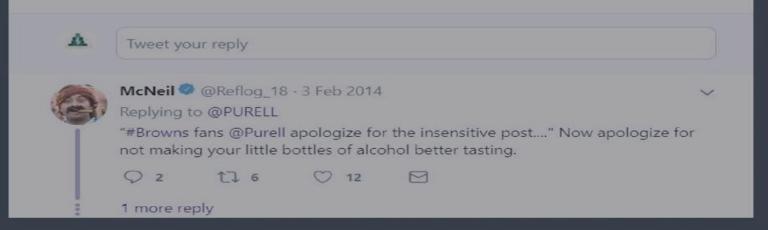


## Rachel Kerstetter

@ProbablyRachel

## Deleting a tasteless tweet doesn't undo it.

Follow





## **HELP YOURSELF.**

Cross-promote!

Use buttons/icons on all your external communication Website, email signatures, etc.

Use URL shorteners to get back to your website (and count links)

Share your triumphs by publicly replying.



Doug Stein @steind\_stein · 4m

Replying to @tellwesterville

And the same to you 🎄 👑 🌻 🏶 👫 !! By the way...it's almost 3 o'clock on Christmas Eve and a city crew is out vacuuming the piles of leaves off the tree lawns in our neighborhood. Thank you Westerville city employees and Merry Christmas!



## HOW TO HELP YOUR ELECTEDS.

#### Give them guidelines. A policy.

#### Make sure they know about news (i.e., lawsuits)

#### A City Government Tries to Figure **Out Social Media Rules After Legal** Challenge







**By Emma Coleman** 



Connecting state and local government leaders

#### JULY 11, 2019

STATE AND LOCAL ROUNDUP | California fails to pass bill for clergy reporting sexual abuse ... Potential hurricane to hit the Gulf Coast this week ... Maine considers forming a public utility monopoly.

#### STATE & LOCAL ROUNDUP

#### 00000

The city council of Salt Lake City is considering a new social media policy, prompted by a federal lawsuit brought against current and former councilmembers, the current and former mayor, and city staff by a man who says he was blocked from posting on their social media channels. Aaron Johnson, who was briefly a candidate for mayor in 2018, said the city had established a "sanctuary city for censorship" and violated his rights by hiding his contrarian comments from public pages. "What this case is really about, my case, is about political bias. Salt Lake City has allowed individuals in public office to block people who criticize them because they didn't like

## **GET INSPIRED.**

National "holidays" #NationalPizzaDay (January) #National PicnicDay (April) #KindnessDay (February)



VA State Police @VSPPIO · Mar 1

What a wonderful surprise & special treat for #VSP to have these awesome students from #ChesterfieldCounty's Crestwood Elementary School come by our HQ to deliver baskets brimming with "Thank You" cards & candies!! #Humbled #Grateful #**KindnessDay** pic.twitter.com/Unw24SJKJV





City of Evanston @CityofEvanston · Feb 16 3rd graders are encouraged to submit to the #NationalDrinkingWaterWeek 3rd Grade Art Contest! @EvanstonUtil ow.ly/HInT3094osc



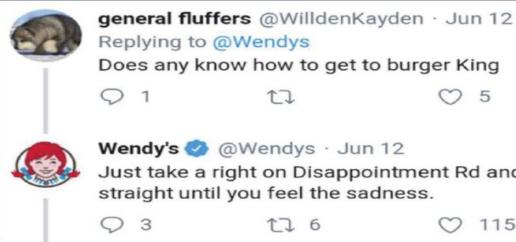


### Babies and dogs!

Share the spotlight

Your community treasures

Snark works for some...maybe not in government?



5 Wendy's 🥝 @Wendys · Jun 12 Just take a right on Disappointment Rd and head straight until you feel the sadness.

17.6

115



## **PREPARE YOUR BUDGETS.**

In 2019, social advertising spend in the U.S. is expected to reach \$18.4 billion.

Increasingly PAY TO PLAY for exposure.

Original videos get better distribution.

What if you can't?

Shoot for organic engagement.

Tell people repeatedly where information will be posted, then follow-up.



## **ORGANIC** | EVENT

#### Top Tweet earned 6,467 impressions

About two hours to showtime! Thanks to @WestervillePD and @WestervilleFire for working tonight. pic.twitter.com/wNVbSiCgSg



13 5 9 42

**View Tweet activity** 

View all Tweet activity



City of Westerville 🥥 ©tellwesterville

#### Another viewing option Westerville...



Otterbein University @Otterbein Happy #4thOfJuly, #Otterbein! Don't forget about @tellwesterville fireworks viewing from The @OtterbeinPoint tonight, byo chairs and blankets.

#### 9:28 AM - 4 Jul 2019



Impressions	3,868
Total engagements	50
Profile clicks	29
Detail expands	11
Likes	9
Link clicks	1



## **ORGANIC** | CRISIS



February 2018

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### 3.86M impressions

### 3,199 new followers



# LET'S TALK ABOUT WHAT YOU'RE DOING NOW.

# 2019 BEST PRACTICES IN SOCIAL MEDIA FOR LOCAL GOVERNMENTS

July 31, 2019



MID-OHIO REGIONAL MORPC PLANNING COMMISSION

# **OBJECTIVES**

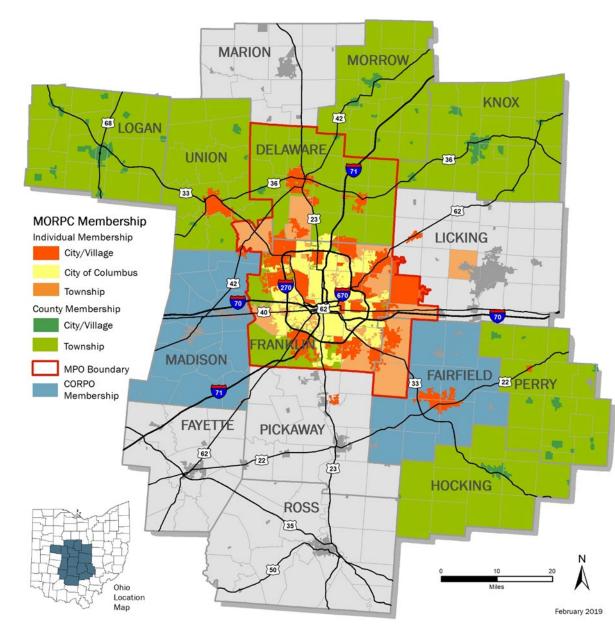


What we want to accomplish today:

- 1. Strengthen relationships
- 2. Learn about current trends in Social Media
- 3. Gain tips and tricks from peers and speakers

Name Community/Organization Role Fun Fact

### **MORPC MEMBERSHIP & PROGRAMMING**



- Transportation & Infrastructure Development
- Planning & Sustainability
- Data & Mapping
- Residential Services
- Government Affairs
- Communications & Engagement



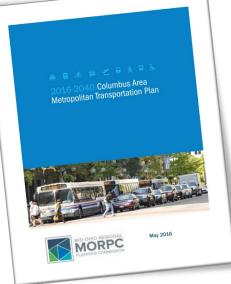
## TRANSPORTATION & INFRASTRUCTURE





#### 2020-2050 COLUMBUS AREA METROPOLITAN TRANSPORTATION PLAN







Advancing Infrastructure Priorities for Central Ohio's Economic Growth



downtown Cr pass

#### Fall 2019 insight2050 Academy

#### September 27 – October 25

- Fridays from 9 a.m. to noon
- Focus on affordable housing policy and design
- Open to public officials, civic and business leaders
- Aimed at policy, planning, and design practitioners
- Includes registration for MORPC Summit on Sustainability on October 11

Registration begins in late August. For more information, contact: BRIAN WILLIAMS

bwilliams@morpc.org

614.233.4187









**2019 SUMMIT ON SUSTAINABILITY** 

#### 2019 SUMMIT ON SUSTAINABILITY

OCTOBER 11, 2019 8AM - 4PM

HILTON COLUMBUS DOWNTOWN 401 N. HIGH ST. COLUMBUS, OH 43215

**REGISTER:** morpc.org/summit



#### FREE HOME WEATHERIZATION SERVICES STAY COOL THIS SUMMER AND REDUCE YOUR ENERGY BILLS!

#### CALL 614.621.1171 TODAY!

Stop spending too much money on energy bills! MORPC's home weatherization services will help you and your loved ones be safer and more comfortable in your home at no cost to you!

**PROGRAM IS FOR HOMEOWNERS & RENTERS** 



#### FALL LUNCH FORUMS OR VIEW VIA WEBINAR

- Community Planning for Autism Sept. 17, 2019
- Preparing for 5G Oct. 23, 2019

"The single biggest problem in communication is the illusion that it has taken place."

**George Bernard Shaw** 

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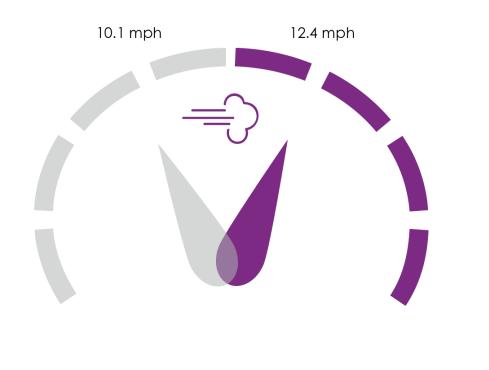
#### eleuby@morpc.org

111 Liberty Street, Suite 100 Columbus, OH 43215



#### **Powerful Analytics** Heather Whaling | Geben Communication

data (without insights) NEL NEL SEAN







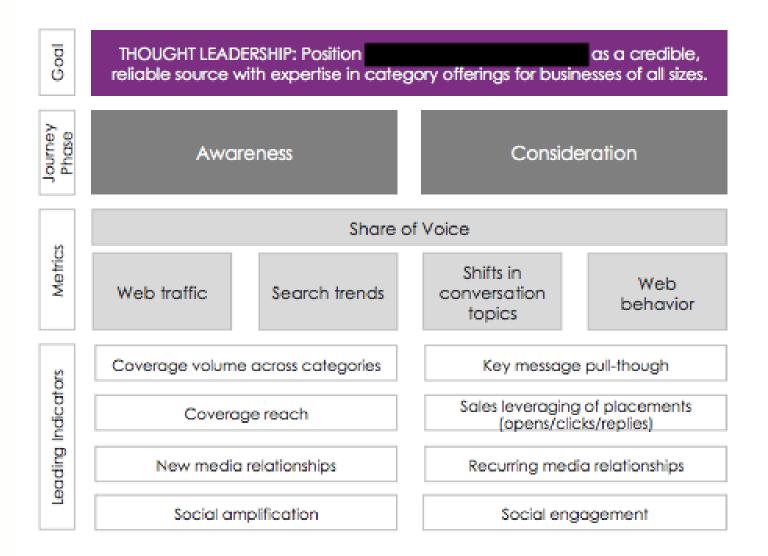
## data (with insights)

## data is numbers. insights are actionable.

#### data-driven communication



## measurement informing strategy





# Where can we find data for communications?

#### Web analytics

#### Research papers

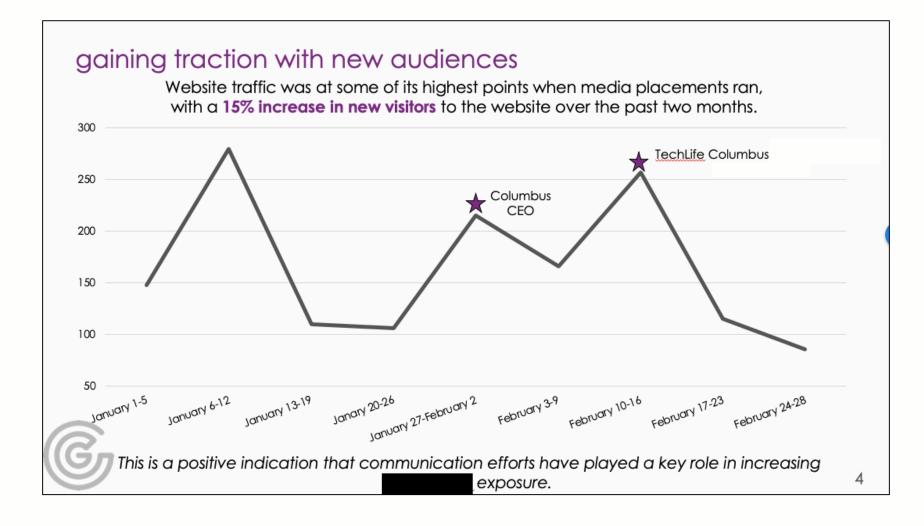
Social media analysis

Polls and surveys

#### Email results

Customer feedback

## quantitative data | website traffic





## quantitative data | website user data

creating quality web visitors with media				
40	In November, <b>1999</b> 's guest post in <b>1999 and the source for referrals</b> – making it the source for referral traffic and third leading source of traffic for the whole site			
41%	Media placements in November generated <b>41% more pageviews</b> when compared to weeks without coverage			
153%	's announcement increased pageviews on the page by 153% when compared to the monthly average. Additionally, the week of the announcement, web visitors spent an average time of 3:50 on the website.			

s	Source / Medium Other -							
£ (	Default 🔻					٩		
	Acquisition			Behavior				
	Users 🕐 🤟	New Users ?	Sessions ?	Bounce Rate	Pages / Session	Avg. Session Duration ?		
	<b>1,074</b> % of Total: 5.22% (20,585)	<b>1,040</b> % of Total: 5.63% (18,463)	<b>1,184</b> % of Total: 3.96% (29,888)	<b>77.53%</b> Avg for View: 61.94% (25.18%)	<b>1.71</b> Avg for View: 2.17 (-21.06%)	00:00:37 Avg for View: 00:01:45 (-64.64%)		
	1,039 (95.94%)	1,008 (96.92%)	1,129 (95.35%)	78.21%	1.69	00:00:35		



## quantitative data | social media analysis

What are the similarities among top performing posts based on total engagements, shares, comments and/or reach?

- Length of post
- Words/phrases in post
- Post topic: event, urgent message, vanity image of the city, business, city project
- Post type: image, link, video, shared
- What's in the image/video
- Dimensions of image

All Posts	Published					🧨 Create Post
				Reach: Organic ,	/ Paid 🚽 📕 Engage	ment Rate 🕡 📘
Published	Post	Туре	Targeting	Reach (i)	Engagement	Promote
05/28/2019 2:57 PM	We spent our morning with City of Columbus - City Hall Columbus City	ē	0	192	14%	Boost Post
05/24/2019 10:52 AM	We're so proud of our Director of Business Strategy who was	6	0	272	15%	Boost Post
05/23/2019 9:51 AM	Last night, we were inspired. Our team attended The Women's Fund	6	0	444	11%	Boost Post
05/16/2019 9:22 PM	One of our core values is celebrating successes, and we had	6	0	1.6К	13%	Boost Post
05/06/2019 9:56 PM	Customization is a central tenant of PR — but it shouldn't just apply to	ē	0	286	5%	Boost Post
04/17/2019 3:24 PM	Geben means "to give." Do Well by Doing Good is one of our House	ē	0	361	14%	Boost Post
<b>04/15/2019</b> 3:27 PM	Our client AFCPE's Executive Director Rebecca Wiggins put Good	8	Ø	254	3%	Boost Post
04/02/2019	Geben's Director of Business Strategy, Tyler Durbin, leaves	8	0	341	15%	Boost Post

## quantitative data | social media analysis



Post about **employees** and the **company** 

about accomplishments, and focuses on the company and employees

6

## qualitative data

Analyze the conversations happening on your **social platforms**, from **customer service**, within **focus groups** and outside your owned communications channels.

- Comments
- DMs
- Search terms on website
- Focus groups
- Social listening

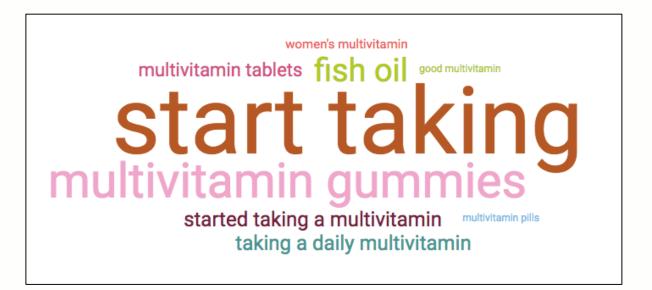


We looked at the multivitamin conversation and **what** people were saying about them.





**Who** was talking about multivitamins? We found that 12% of the multivitamin conversation online involves students and young adults.





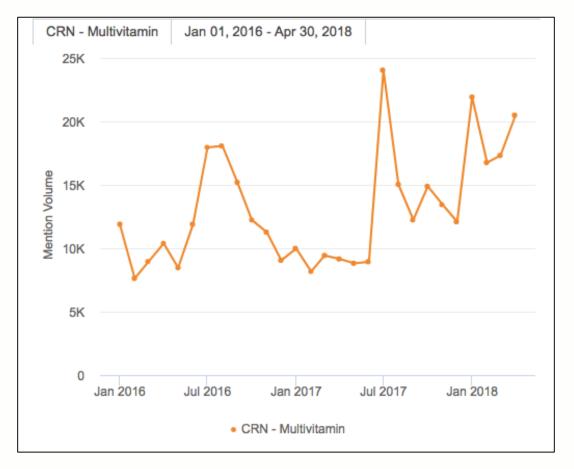
When do people talk most about multivitamins?

#### What We Learned:

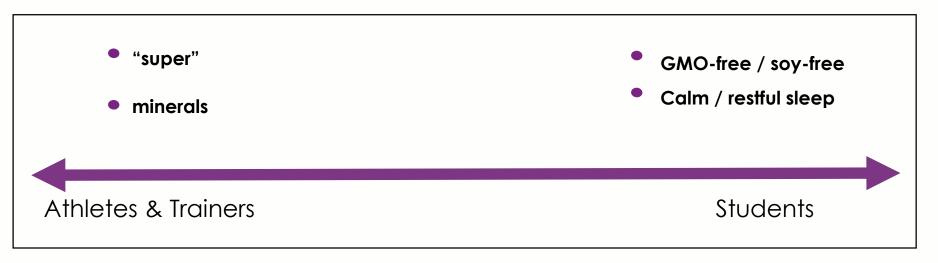
- July is the highest volume in back-to-back years
- Conversation is growing

#### **Opportunities:**

- Seasonal campaign
- Evaluate social priorities in the marketing mix
- Mine for consumer insights

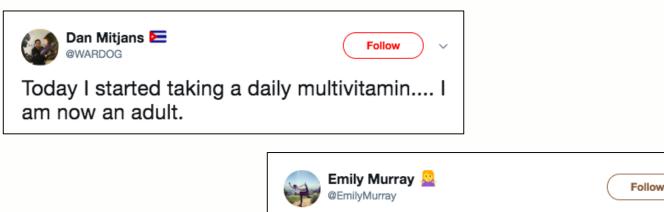


What words? Why are they talking about multivitamins?



#### The Opportunities:

- Storylines to help students improve sleep
- Co-branded campaigns with student organizations
- Targeted social ads to students
- Partnership with a meditation app around student calmness and/or sleep



The day I started taking a multivitamin & probiotic was the day I became an adult.



Social listening uncovered that many students equate starting to take multivitamins with becoming an adult. **Opportunity:** ADULTING!

## qualitative data | search term volume

• 🕓	Realtime			
• •	Audience			
> ≥•	Acquisition	Site Content	Search Term	Total Unique % Total Unique Searches
- 🗖	Behavior	Search Term	1.	23 0.76%
	Overview	Site Search Category Start Page	2. login	21 0.69%
	Behavior Flow	Startrage	3. Scholarships available for Ohio	21 0.69%
	Site Content		4. advance	19 0.63%
	Site Speed		5. staff	18 0.60%
	▼ Site Search		6. wine	16 0.53%
	Overview		7. staff directory	15 0.50%
	Usage		8. transcript	13 0.43%
	Search Terms		9. log in	12 0.40%
	Search Pages		10.	12 0.40%
	> Evonto			view full report



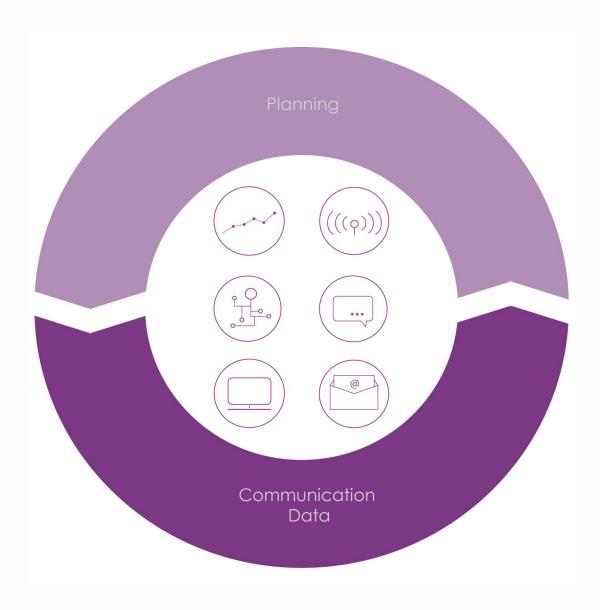
## content becoming data

Twitter Ad Copy	Impressions	Link Clicks
Quickly integrate data with no code required. If we can't, we'll donate to a charity of your choice.	15,467	49
As featured in the <b>Startup</b> Startup Battlefield. We'll integrate your data within 24 hours, or donate to charity.	9,828	31
Other data insight systems are time-consuming, uninformative & disconnected. Let us integrate your data.	1,115	2
Free your big data from IT. Take the <b>Constant</b> Challenge, and we'll integrate your data in 24 hours.	1,916	3



### elevating communication in strategic planning









#### Heather Whaling heather@gebencomm.com @prTini





## SOCIAL MEDIA POLL polleverywhere.com

## **Compelling campaigns**

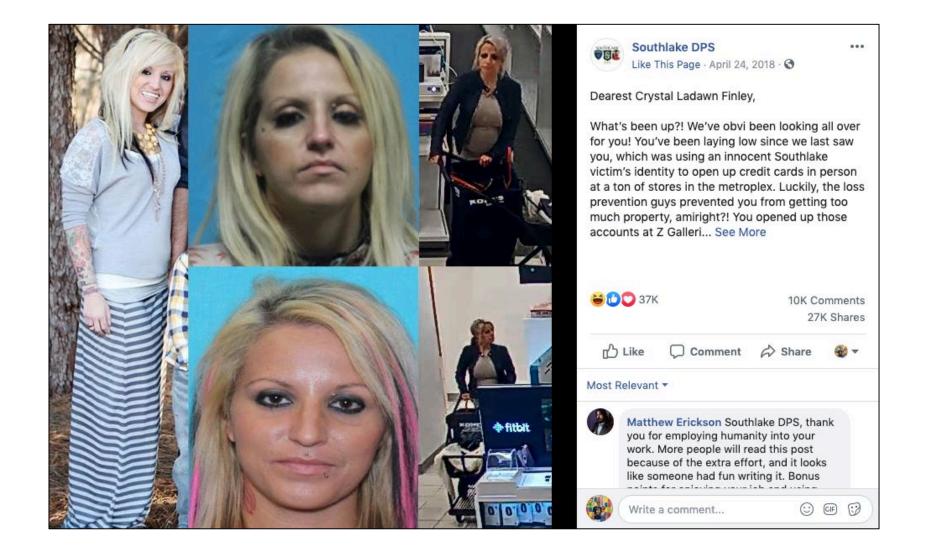
Heather Sheppard Fahlgren Mortine

INTRODUCING

fahlgren O mortine

- Case Studies About
  - Soliciting Volunteers
  - Winning an Election
  - Communicating in Crisis
- What Works
- What Doesn't
- Discussion

# **Soliciting volunteers**





...

- GOAL: Humanize the Southlake Department of Public Safety and its officers to increase engagement both online and offline
- STRATEGY: Drop the cop talk and "humanize the badge"

## April 30, 2018 · 🔇

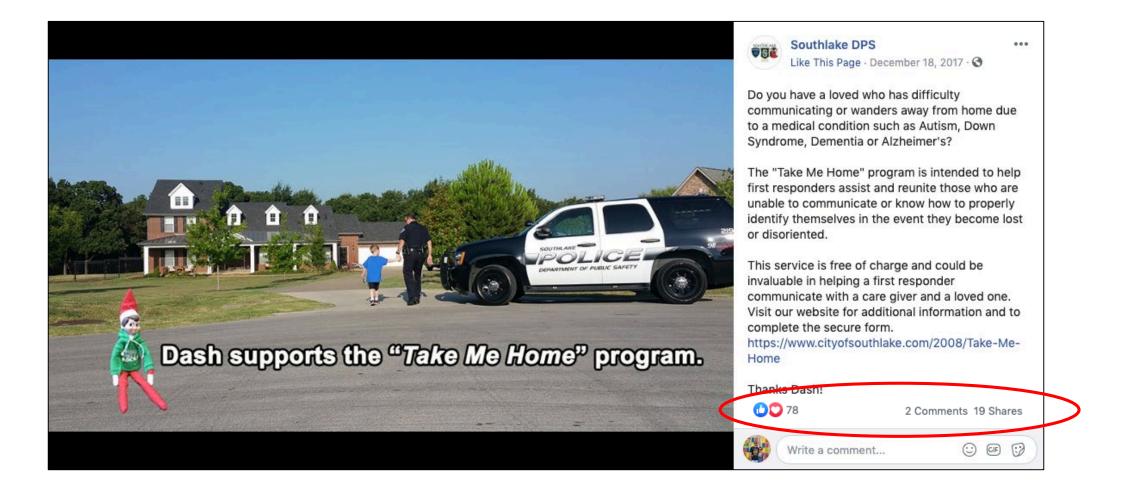
After 3.1 million reads, 38,000 reactions, 28,000 shares, and 5,300 comments, our criminal Crystal Ladawn Finley has been located and arrested by the outstanding Plano Texas Police Department

Their officers were dispatched to a criminal trespass 911 call and as they arrived saw a pregnant female walking out of an abandoned apartment. She immediately told them "I don't know what you been reading on Facebook but that ain't me." The trespasser was Crystal Ladawn Finley and it was indeed her. Plano confirmed on her many outstanding warrants and transported her to Collin County Jail.

We received literally hundreds of tips that not only lead to more information about Crystal, but also to information about previous thefts and crimes we had posted about that have helped us identify and bring other thieves to justice.

From the bottom of our hearts, thank you for reading, thank you for paying attention, and thank you for helping us put one more bad guy who could defraud you, hurt you, cause pain to you, or steal from you, behind bars.

There are more of them out there. Let's get to work!



	Southlake DPS Like This Page - April 5, 2018 · 🔇
	One piece of litter can ruin an otherwise flawless photo!
	Join the the state's largest one-day litter cleanup event this weekend: the Don't mess with Texas #TrashOff2018! Visit http://ktb.org/ to find a local cleanup event near you. #DontmesswithTexas means #DontLitter.
	<ul> <li>☐ ≧ ◯ 339</li> <li>47 Comments 144 Shares</li> <li>☐ Like □ Comment ♀ Share ♀ ▼</li> </ul>
	Most Relevant •
POLICE ()	Laura Remias Vu Winning! Like · Reply · 1y
	Write a comment 3 I I I I I I I I I I I I I I I I I

# Winning an election

	OFFICIAL BALLOT	
YOURVOTE	YES Proposal 2 A proposed constitution	
2018	NO with exclusive authority to adopt district boundaries for the Michigan Senate, Michigan House of Representatives and U.S. Congress, every 10 years. his proposed constitutional amendment would: ary of State:	
·Esta Conti tion a	and proposed constitutional amendment would: reate a commission of 13 registered voters randomly selected by the Sec- 4 each who self-identify as affiliated with the 2 major political parties; and 5 who self-identify as unaffiliated with the 2 major political parties; and biblic partisen officeholders and candidates, their employees, certain rela- biblic political political political parties; and adobyists from serving as commissioners gouss districts of equal population, reflecting Michigan's diverse popula- tion of funds for commission operations and commis- meters of funds for commission operations and commis-	
	commis-	





Voters Not Politicians November 1, 2018 · 🕥

State Rep. Gerry Mander rigs elections. No matter what he does, he always wins because he draws his own election districts and picks his own voters. Why would he listen to you if he doesn't have to?

...

We can stop Rep. Gerry Mander. Vote YES on Proposal 2 this Nov 6!



**Voters Not Politicians** November 6, 2018 · 🚱

#### IT'S ELECTION DAY!

Flip your ballot over and vote YES on Proposal 2 to end gerrymandering in Michigan! #YesOn2 🍐 🎍

...

#### YesOn2.com





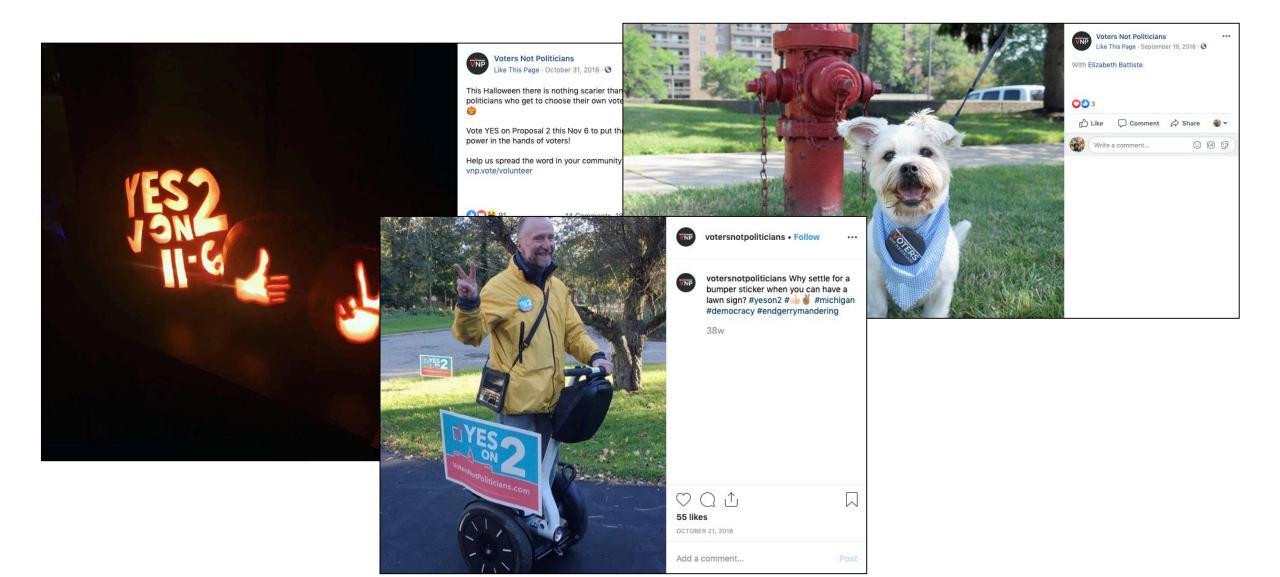
## Write a Letter to the Editor!

Help get the word out about Voters Not Politicians by writing a letter to the editor to your local paper.

As a Voters Not Politicians volunteer, you can directly help us increase awareness on the need for redistricting reform for Michigan and how an Independent Citizens Redistricting Commission will support more fair, independent, and transparent election maps. Writing a letter to the editor is an impactful way to spread the word to your neighbors and community!

#### How to write a Letter to the Editor:

- 1. Read this entire document first. You will find instructions on how to write a letter to the editor (including how to get your letter approved!), tips and tricks to help your letter get published, and an example letter.
- 2. Identify a local publication that you want to submit your letter to and review their requirements (some publications have a word limit!). Don't worry if you aren't sure who you want to submit your letter to, we can help!
- 3. Write your letter.
- 4. Submit your letter here. Once your letter is submitted, it will be reviewed by a professional communications consultant who will help you polish your letter and submit it successfully to a local publication.





#### Voters Not Politicians November 6, 2018 · 🚱

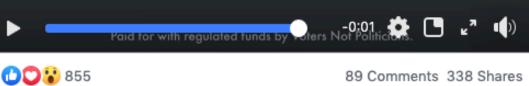
MILLIONS of you showed up to the polls today to vote #YesOn2 to end gerrymandering in Michigan so that voters can choose their politicians – not the other way around.

...

AND WE WON MICHIGAN!



## AND TOGETHER, WE'VE WON ONCE AGAIN. THANK YOU, MICHIGAN!



# **Communicating in crisis**



## **#CAMPFIRE**



Tinydash\_BreakMe @Halstrider1098



My house didnt last the **#CampFire**..hopefully this ends soon.



8:04 PM - 9 Nov 2018



**Olivia Lamb** @OliviaLambo

We are still looking for my grandfather, Julian Binstock (88 y.o.), and his dog Jack, who were both evacuated Nov 8 from the Feather Canyon Retirement Community in Paradise CA to avoid the #campfire #campfireparadise If anyone has any info please contact me.

♡ 346 6:13 PM - Nov 9, 2018



**Brooke Jeska** 

John and Rachelles family and home before and after the #campfire.

#### #devastation #campfireparadise **#ParadiseFire #CaliforniaWildfires** #lostitall



<sup>5:29</sup> PM - 11 Nov 2018 from Paradise, CA





**#CampFire** [update] Pulga Road at Camp Creek Road near Jarbo Gap (Butte County) is now 70,000 acres and 5% contained. Evacuations in place. fire.ca.gov/current\_incide ...

Follow

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Camp Fire Morning Update: November 9, 2018

#### 10:41 AM - 9 Nov 2018

 326 Retweets
 424 Likes
 Image: Constraint of the second seco

- Provide evacuation resources
- Connect those searching for loved ones
- Share real-time updates and progress

# What works & What doesn't

• LISTEN.

# • Don't forget to LISTEN.

• Cut through the clutter; be unexpected.

- Don't treat all channels the same.
- Don't be afraid to take risks.
- Walk the walk, and not just online.
- Think like your target.

# What else?

@heathersheppard
heather.sheppard@fahlgren.com



# HAVING A PUBLIC CONVERSATION

Beth Whelley Fahlgren Mortine

**NTRON** 

fahlgren Omortine

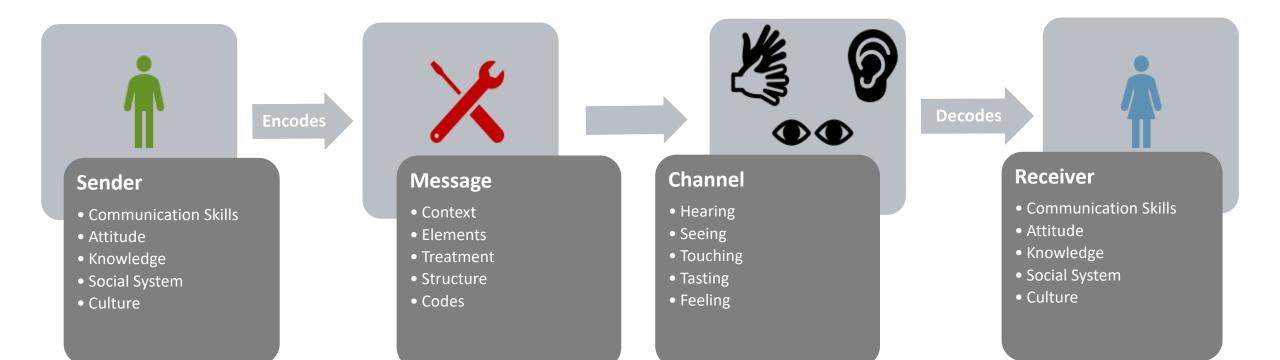
## AGENDA

- Defining the Conversation
- Role of Social Media
- Social Listening
- Public Conversations: Case Studies
- Listening to Understand/Respond
- Discussion

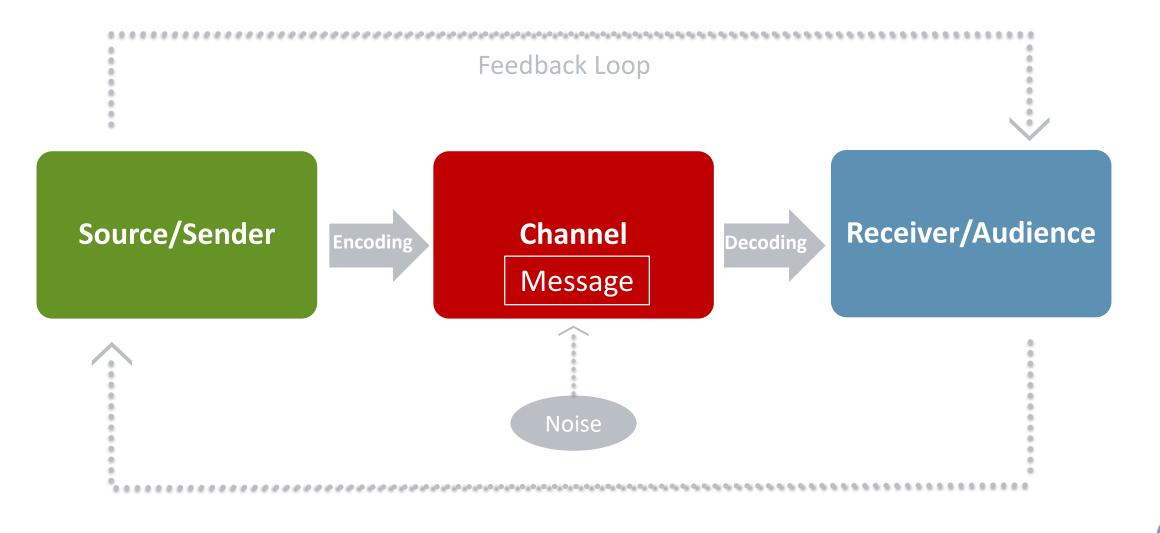
# DEFINING THE CONVERSATION



## SMCR MODEL OF COMMUNICATION, BERLO

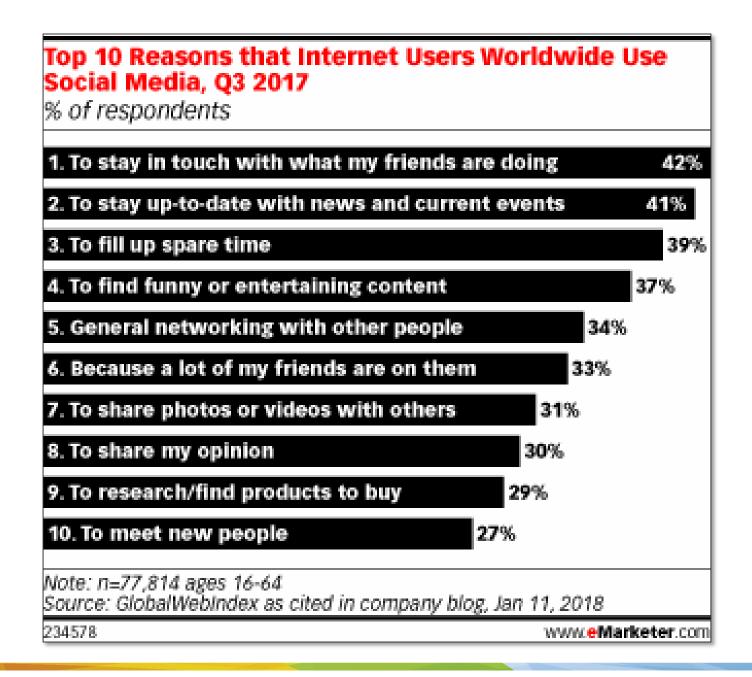


# BASIC MODEL OF COMMUNICATION, SHANNON & WEAVER



# **ROLE OF SOCIAL MEDIA**





Lexington Police Department July 3 at 10:55 AM · 🕥

Officer Smith has the difficult job of judging pies for the Great American Pie Contest & Ice Cream Social.

...

Downtown Lexington Partnership

...

9 Shares



Lexington Police Department June 21 at 11:39 AM · 🚱

City of Lexington, Ky

June 21 at 12:08 PM · 🕥

📫 Like Page

We receive so much surveillance video that captures criminal activity, we made a new website with nothing but suspect images.

🏓 Announcing lexidme.com 🏓

We n... See More

123





LUIDIGINGING KL THALS SU CUUI, NU pun intended. We see you! Thanks for working on this great holiday

annagatewood3 What a Blessing they are Thank You for caring enough to do this!!\$

1W Reply

5d Reply

5d Reply

thesimplegreeklexington Thank... you, for your service to the community!! We are thankful for all you do, so anytime you're hungry, stop in and we'll give you 50% off your meal. 💙



Please help us clear some investigations by identifying these subjects. The cases on LexIDme.com include shoplifting, stealing someone's wallet, a heist involving merchandise totaling thousands of dollars, and more.



Lexington Police 🤣 @lexkypolice · Jul 9 Those firefighters. Always rescuing people and animals. 📁 📁 📁



Ryan C. Hermens @ryanhermens First responders from the Lexington Fire Department revive 4-year-old Bella, who was found on the third floor of a structure fire.

17 14 0 65 



- boycotting Starbucks. I am. Any company that doesn't respect law enforcement doesn't get my business!
- 5d 3 likes Reply monica.g.burke @vpdth151 That



Chief Weathers provided the following statement to reporters regarding an officer-involved shooting that happened Wednesday evening:

A Lexington Police officer has been involved in an on-duty shooting that left a 23-year-old male subject with injuries that do not appear to be life-threatening. The officer was not injured in the incident.

Shortly before 7 p.m. Wednesday, July 10, the officer was responding to a report of a residential burglary on Patchen Drive near Richmond Road. The officer attempted to make a traffic stop on a car occupied by a male driver and female passenger. As the officer approached the vehicle, the driver jumped out and fled on foot. The officer engaged in a brief foot pursuit and shots were fired. The subject suffered gunshot wounds to his lower body.

The officer called for Emergency Care, and the subject was transported to a hospital for treatment. A gun the subject was believed to have been in possession of was recovered at the scene.

This incident is being investigated by the Kentucky State Police Critical Incident Response Team. In accordance with the Lexington Police Department's policy regarding post-shooting investigations, the department's Public Integrity Unit will conduct an internal review of the incident. The officer will be placed on administrative assignment pending the outcome of the investigation.

Any additional information regarding this incident will be released by KSP.



29 Comments 23 Shares

Lexington Police 🥝 @lexkypolice · Jun 28 Traffic Alert!!!! 🚓 🚦 🛑

Friday, 6-28th @ 7:08pm.

...

Please avoid Newtown Pike and Georgetown Rd between New Circle and I-75. Power is out including all traffic lights. Use lights in the area as a 4-way stop. KU is aware of the power outage. The power will be out indefinitely.

1]8 🖤 10 🖂  $\mathcal{O}$  1

...

# SOCIAL LISTENING





# CASE STUDY- THE CITY OF LAS VEGAS Goal - Increase Citizen Engagement

#### City of Las Vegas @ @CityOfLasVegas · Jun 5

#lvcouncil unanimously approved an exclusive negotiating agreement to explore building a new soccer stadium at the Cashman Field site to house a @MLS expansion franchise.

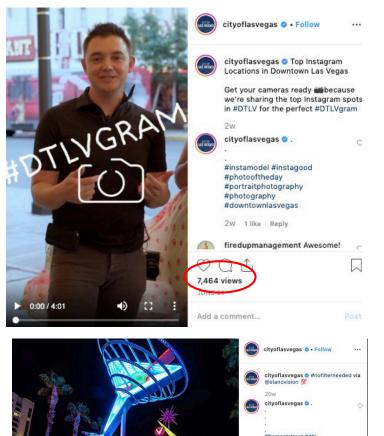




Breaking ground on another new residential project in #dtlv The 290-unit Aspen Heights apartment project will feature 4,300 square feet of ground floor restaurant and retail space. – at Symphony Park



Q 5 tl 10 ♡ 39 ⊠





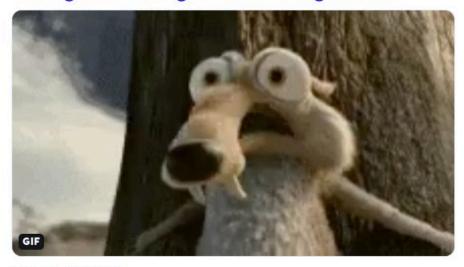
## STRATEGY: HUMANIZE GOVERNMENT



City of Las Vegas @CityOfLasVegas



Another #earthquake = good time to review some safety tips •• lasvegasnevada.gov/News/Blog/Deta ...



11:43 PM - 5 Jul 2019



City of Las Vegas @CityOfLasVegas

Views



.@mayoroflasvegas not only declares today #NationalMartiniDay, but @OscarBGoodmanLV Martini Day ☆ Watch her make the Goodman Martini with with @homeofbombay & jalapeño.

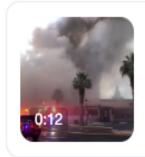


# STRATEGY: DEMONSTRATE TRANSPARENCY & REMOVE RED TAPE



#### City of Las Vegas 🤣 @CityOfLasVegas · Jun 17

You may see smoke in the sky this morning as a result of this fire @ClarkCountyFD is handling near Paradise/Flamingo.



#### Kelsey McFarland @KelseyMarie\_TV

Still some active flames- heavy smoke making it difficult to see the building. The smoke is stretching for miles. @KTNV

#### Ç 1 1, 9 ♡ 26 ⊠



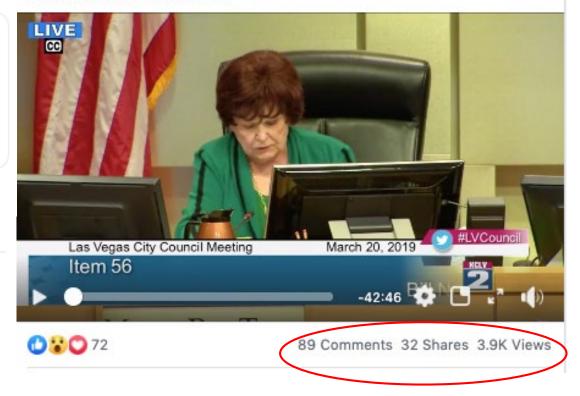
City of Las Vegas @CityOfLasVegas · Jul 6 Please share: DO NOT call 911 to ask if there was an #earthquake life threatening emergencies only #VegasEarthquake

♀ 59 1,3K ☑



#### City of Las Vegas Government was live. March 20 · 🚱

The City Council is discussing social use marijuana lounges. They will revisit this issue on April 17.



...

## STRATEGY: ASK FOR FEEDBACK



City of Las Vegas Government created a poll. April 17 · 🚱

---

How do you feel about HOV lanes?

Please respectfully share your thoughts in the comments. NDOT wants to add HOV lanes to the 15 and make them 24/7 along the 95 and 15 starting next month when Project Neon is completed. The City Council wants your feedback. Ward 4 Councilman Stavros Anthony asked our traffic engineers to provide an update at the May 15 City Council meeting about the impact of HOV lanes on safety and roadway accessibility. Your feedback and this poll will be shared with the City Council before the May 15 meeting.

### 59% Support

41% Against

This poll has ended.

2K Votes

1 2 2 3 9

334 Comments 29 Shares



City of Las Vegas Government 🥝

Like Page

Help us plan for #LasVegas2050 by sharing your feedback about the future or attend an event near you: http://www.masterplan.vegas Or listen to our recent podcast: https://soundcloud.com/.../the-las-vegasmaster-plan-episode21





# CASE STUDY- LOVELAND WATER & POWER "Loveland, Let's Talk Broadband" Campaign



### CAMPAIGN OBJECTIVES AND TARGET AUDIENCE

- Increase Social Media Engagement about project by 50%
- Engage with 5% of Loveland households via telephone
- Reach residents through in-person, print, phone and online tactics
- Convert 25% of website visitors to "informed" (viewed, downloaded, clicked on link, engaged)
- Collet enough useable data to make a final decision on the broadband project

Target: All Loveland Residents; specific focus on those with low regular engagement

### **EXECUTION & TACTICS**

City of Loveland - Water and Power June 22, 2018 · 🚱

...

Let's Talk Broadband! We've done the research, received recommendations and now, it's time for you to learn more, ask questions and understand how broadband would affect you, your family or business. Learn more at www.citvofloveland.org/broadband



City of Loveland - Water and Power added an event. June 6, 2018 · 🕄





oveland

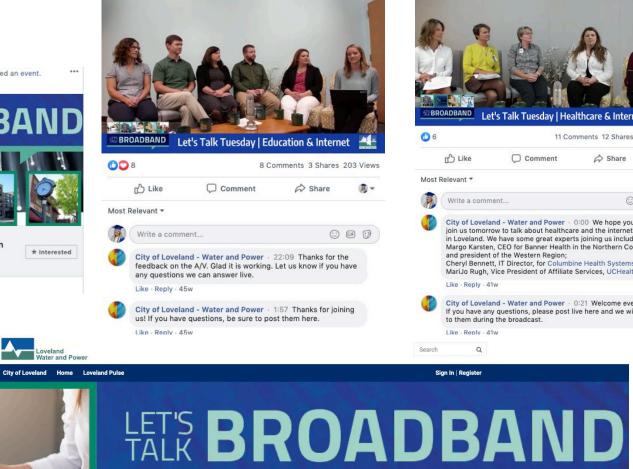
FRI, JUN 8, 2018 Let's Talk Broadband at Night on the Town \* Interested Downtown Loveland - Loveland, CO 22 people interested





City of Loveland - Water and Power was live.

Let's Talk Tuesday goes back to school as we talk broadband and education. Tune in at noon, Tuesday, August 28 to hear from LCAB members and education professionals about how technology is used in education today. We will also be answering your questions LIVE, so send us some education and broadband topics you want to know.





...

City of Loveland - Water and Power was live. September 25, 2018 at 2:00 PM · ③ · ④

Let's Talk Tuesday is back September 25 at noon. We continue our broadband exploration with a discussion on healthcare, technology and the internet. Don't miss this discussion with esteemed healthcare experts and ask your questions live!

110

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6		11 Comments 12 Shares 1.6K Views					
	Like	Comment	A Share	<b>()</b> -			
lost F	Relevant 🔻						
R	Write a comme	ent	(i)	1			
8	City of Loveland - Water and Power - 0:00 We hope you can join us tomorrow to talk about healthcare and the internet here in Loveland. We have some great experts joining us including Margo Karsten, CEO for Banner Health in the Northern Colorado and president of the Western Region; Cheryl Bennett, IT Director, for Columbine Health Systems; and MariJo Rugh, Vice President of Affiliate Services, UCHealth.						
B	Like - Reply - 41w City of Loveland - Water and Power - 0:21 Welcome everyone! If you have any questions, please post live here and we will get to them during the broadcast.						
	Like - Reply - 41	w					
earch	Q						

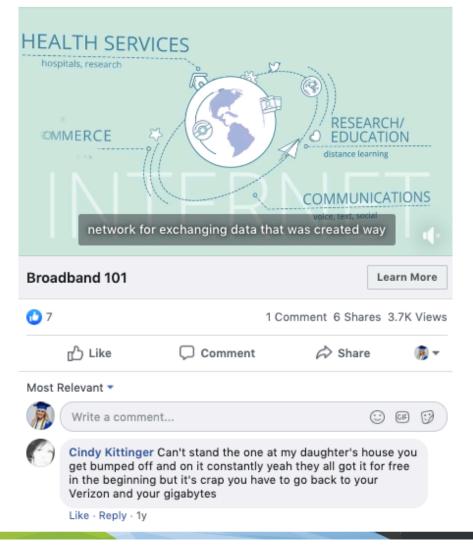
### EVALUATION

- Campaign resulted in 276,306+ touchpoints
- Social media reach increased by 1773.2%
- Social media engagement increased by 870.63%



#### City of Loveland - Water and Power June 22, 2018 · 🚱

Let's Talk Broadband! We've done the research, received recommendations and now, it's time for you to learn more, ask questions and understand how broadband would affect you, your family or business. Learn more at www.cityofloveland.org/broadband



...

# LISTEN TO UNDERSTAND AND RESPOND



### **RESPONSE PROTOCOLS**

Respond If	Engage (Like, Favorite, etc.) lf	Direct Offline If	Ignore If	Hide/Report If…
Someone asks a question directed to your organization Someone gives a substantial compliment Someone posts incorrect information about your organization	Someone gives a simple compliment (i.e. "I love [organization name]!")	Someone complains about a bad experience with your organization Someone asks a question could spark a negative interaction (i.e. "Why are you wasting tax- payer money on X?")	Someone has no interest in a positive interaction with the brand You have attempted to address an issue with someone, but they remain hostile and a response will only further provoke them	Someone is threatening an employee or fan

# PRIVATE AND/OR PUBLIC PRESENCE





# FINAL THOUGHTS

### FINAL THOUGHTS

- Most effective communication starts with listening
- Humanize, meet citizens where they are, know how/when to respond
- Seek private/public alignment

## **Combating Fake News**



Mid-Ohio Regional Planning Commission

Best Practices in Social Media for Local Governments

July 17, 2019



## Goals

- Understand how and why fake news is created
- Learn how to spot a fake account
- Acknowledge the importance of accountability



## Nationwide Children's Hospital Social Media Landscape

- More than 400,000 users (FB, Twitter, Instagram, LinkedIn, Tumblr, Pinterest and Periscope)
- 15 service-line Facebook pages or groups
- 130+ service-line or doctor-run Twitter accounts
- 3 You Tube Channels
- 2 podcasts
- 2 blogs with more than 320 authors
- 65 locations







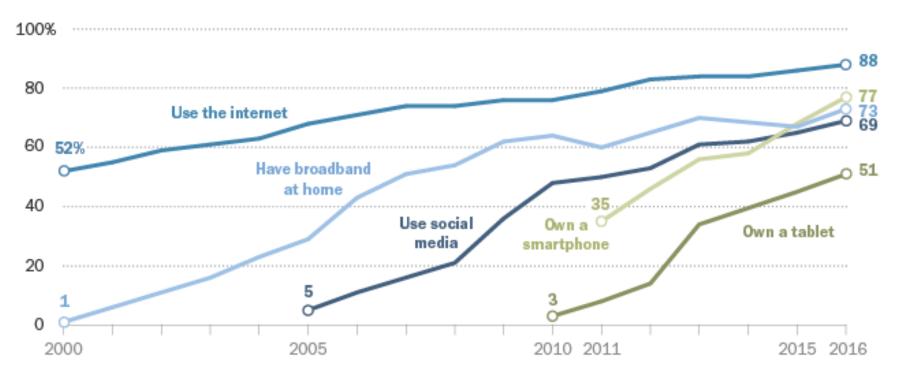




"I have had to use this hospital for all three of my kids and I know how much care and dedication the staff has for wanting children to get better. Any job I've had – it's always been about helping someone else. That's what we are supposed to do in life. Being here puts your whole life into perspective – really makes you step back for a minute and reflect. It's all about the kids here."

Karen, Unit Coordinator, Pediatric Intensive Care Unit

### The evolution of technology adoption and usage



% of U.S. adults who ...

Source: Surveys conducted 2000–2016. Internet use figures based on pooled analysis of all surveys conducted during each calendar year.

#### PEW RESEARCH CENTER



#### Mar 22, 2017

### THREE MAJOR WAYS SOCIAL MEDIA IS CHANGING JOURNALISM

The rise of social media and its impact on mainstream journalism:

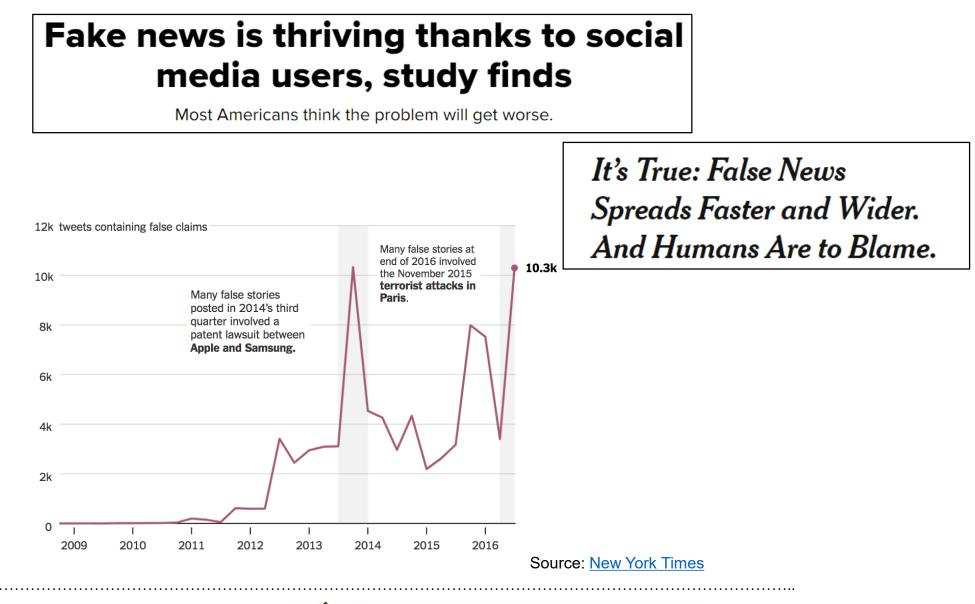
A study of how newspapers and broadcasters in the UK and US are responding to a wave of participatory social media, and a historic shift in control towards individual consumers.

Nic Newman

### MAINSTREAM MEDIA VS. SOCIAL MEDIA: WHAT DOES THE FUTURE HOLD?

By Darren Richards September 11, 2017 Public Relations







## What is Fake News?

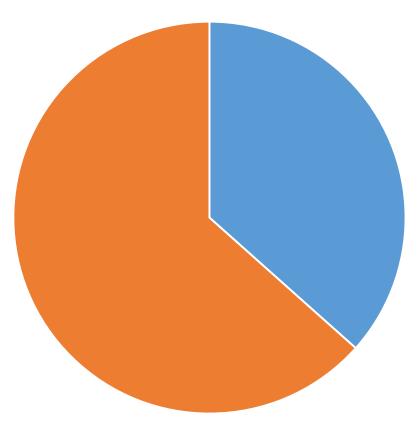
News stories that are false: the story is fabricated, with no verifiable facts, sources or quotes. (source: University of Michigan)

- Propaganda to influence public opinion
- "Clickbait" for financial gain
- Humor via parody or satire accounts
- News that hasn't been properly sourced or investigated



## Bots

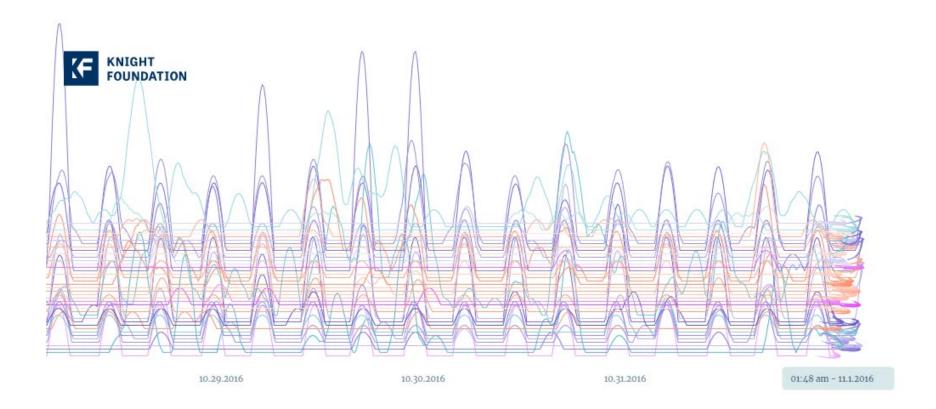
- Search and retrieve unverified information
- Use trending topics
   and hashtags
- Use patterns to react to situations



- Number of Bots on Social Media
- Number of People in the US



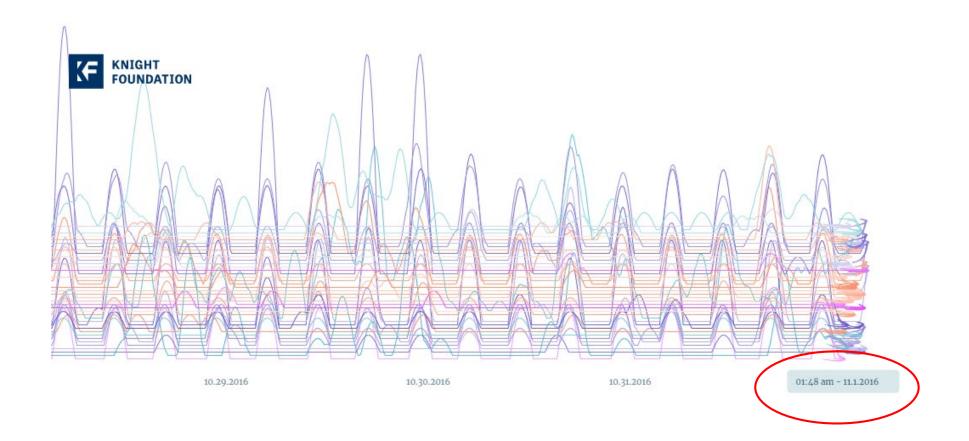
### Bots





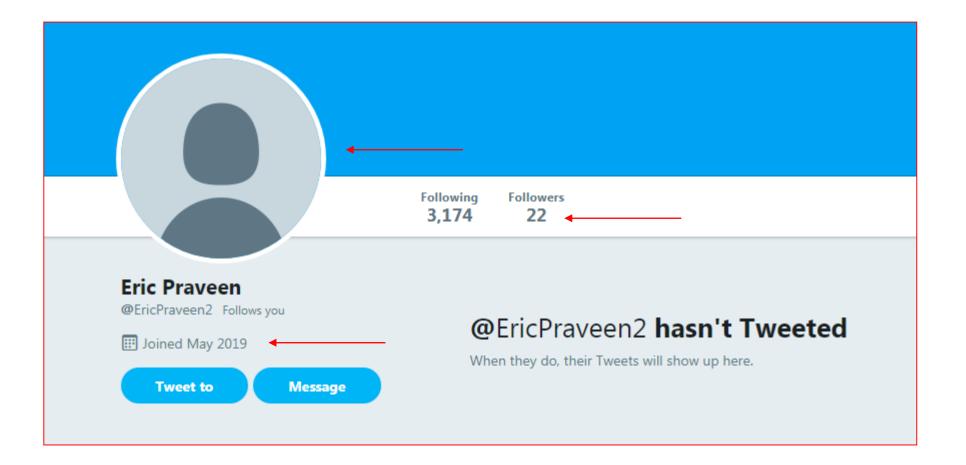
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### Bots





.....



# Review the user profile for signs they aren't a real person.



### Humans





.....

60% of US adults who prefer getting news through social media said they had shared false information

Of that group, 51% said they had shared fake news



Real human Twitter users are 70% more likely to retweet fake news than truthful stories



The Washington Post Democracy Dies in Darkness

Health & Science

### Anti-vaxxers target communities battling measles





#### Judy @Judy82036461 · Jul 6

#### Replying to @MarcherLord1

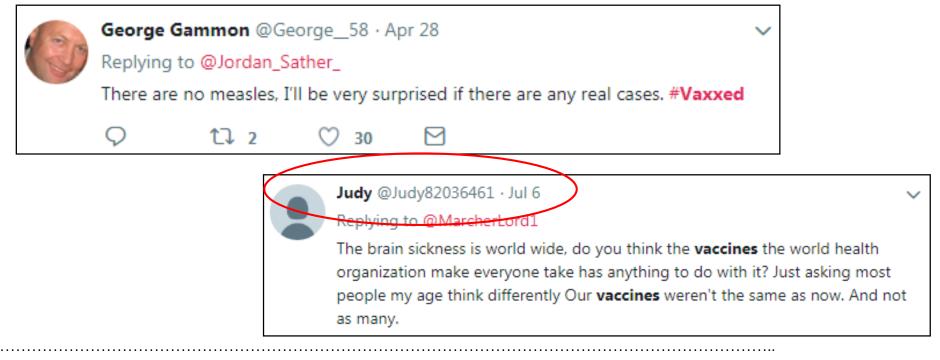
The brain sickness is world wide, do you think the **vaccines** the world health organization make everyone take has anything to do with it? Just asking most people my age think differently Our **vaccines** weren't the same as now. And not as many.



The Washington Post Democracy Dies in Darkness

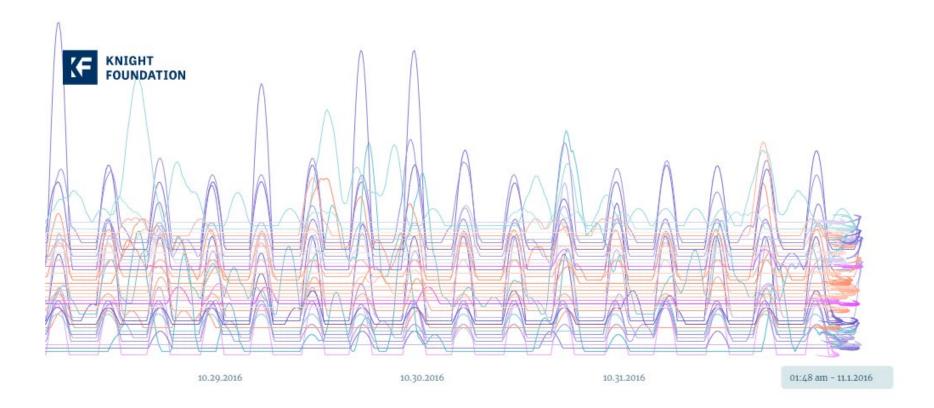
Health & Science

### Anti-vaxxers target communities battling measles





### **Tweet Patterns**



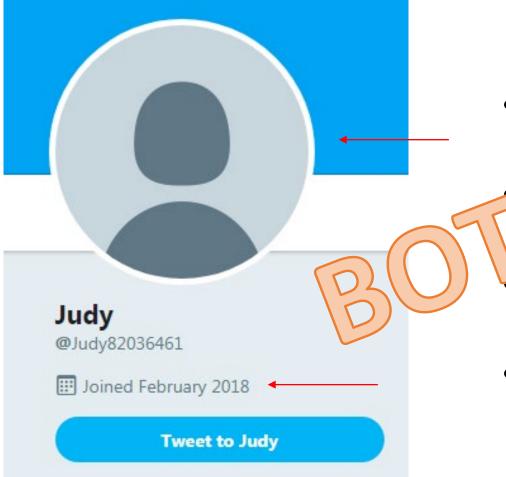


.....

Jud @Jud	<b>y</b> y82036461
Jo	ined February 2018
	Tweet to Judy

- 5 tweets at 1:00pm
- 8 tweets at 6:00pm
- 7 tweets at 11:00pm
- 4 tweets at 9:00am





- 5 tweets at 1:00pm
  - 8 tweets at 6:00pm
  - 7 tweets at 11:00pm
- 4 tweets at 9:00am





NPR 🤣 @NPR · Mar 6

18-year-old Ethan Lindenberger told Congress his anti-vaccine mother got most of her misinformation about vaccines on Facebook, whereas he got his information from the CDC, the World Health Organization and scientific journals.

 $\sim$ 



18-Year-Old Testifies About Getting Vaccinated Despite Mother's Anti... Ethan Lindenberger got vaccinated against the wishes of his mother. He told senators on Tuesday that anti-vaccination misinformation online "should be npr.org



HHS.gov 🥝 @HHSGov · Apr 30

There's a lot of information about #vaccines online, but not all of it is accurate. Find credible, expert-approved information at vaccines.gov.

▶ 66 17 63 ♡ 112

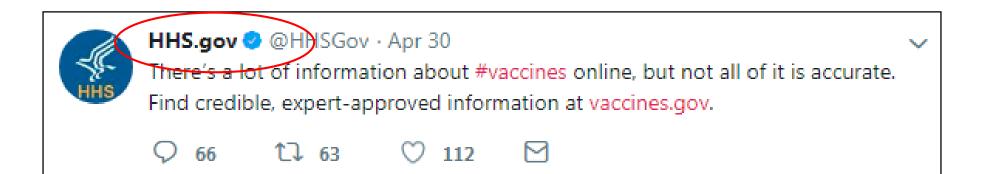
NPR 🥺 @NPR · Mar 6

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 $\sim$ 



18-Year-Old Testifies About Getting Vaccinated Despite Mother's Anti... Ethan Lindenberger got vaccinated against the wishes of his mother. He told senators on Tuesday that anti-vaccination misinformation online "should be npr.org



## **Twitter Verified**



• Most reputable sources will have a blue checkmark next to their user name



## **Twitter Verified**



 Most reputable sources will have a blue checkmark next to their user name

- The checkmark will only appear next to the user name
- It will NOT be in the profile photo, header photo or in the user's bio







### Hannah Brown 🥹

@AlabamaHannah

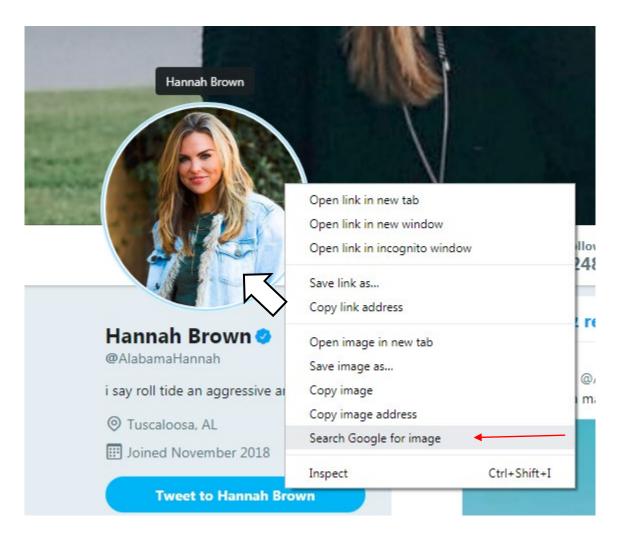
i say roll tide an aggressive amount.

Tuscaloosa, AL

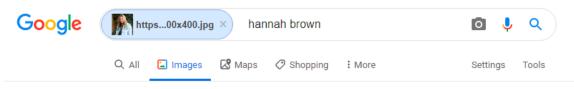
🔝 Joined November 2018 🔸











#### About 25,270,000,000 results (1.54 seconds)



 $400 \times 400$ 

Find other sizes of this image: All sizes - Small - Medium

Possible related search: hannah brown

#### Hannah Brown (@alabamahannah) · Instagram photos and videos https://www.instagram.com/alabamahannah/?hl=en

1.5m Followers, 1441 Following, 740 Posts - See Instagram photos and videos from Hannah Brown (@alabamahannah)

#### Hannah Brown (@AlabamaHannah) | Twitter

#### https://twitter.com/alabamahannah?lang=en -

The latest Tweets from Hannah Brown (@AlabamaHannah). i say roll tide an aggressive amount. Tuscaloosa, AL.

#### Visually similar images



.....

#### Hannah Brown

American model



Hannah Kelsey Brown is an American model, television personality, and former beauty pageant titleholder. She stars as the eponymous lead in season 15 of The Bachelorette. Brown had previously placed in the top seven in season 23 of The Bachelor, starring Colton Underwood. Wikipedia

Born: September 24, 1994 (age 24 years), Tuscaloosa, AL

Nationality: American

Education: Tuscaloosa County High School

Title: Miss Alabama USA

TV shows: The Bachelorette

Parents: Susanne Brown, Robert Walker Brown

#### Profiles





A. The fashion chain Zara introduced children's pajamas with horizontal stripes and a gold star. The company said the design was inspired by what a cowboy sheriff would wear. But Twitter users posted messages saying the pajamas resembled Nazi concentration camp uniforms.

### 200 retweets in 7.3 hours

B. Chick-fil-A restaurant chain decided to begin a "We don't like blacks either" marketing campaign to stir up controversy and boost sales. It came after the company's president did say he opposed gay marriage.

200 retweets in 4.2 hours





### The 14 Most Common Signs of Gluten Intolerance

- 1. Bloating
- 2. Smelly Feces
- 3. Abdominal Pain
- 4. Headaches
- 5. Feeling Tired
- 6. Skin Problems
- 7. Depression

- 8. Weight Loss
- 9. Anemia
- 10. Anxiety
- 11. Autoimmunity
- 12. Joint/Muscle Pain
- 13. Leg/Arm Numbness
- 14. Brain Fog





### The 14 Most Common Signs of Gluten Intolerance

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## **Choose Evidence-Based**



Dr. Dave Stukus @ @AllergyKidsDoc - Jun 5 Myth: You can build immunity to poison ivy by eating it Truth: DO NOT do this!!! Will not build immunity & can cause severe reactions!



# 60% of consumers say they trust doctors' posts (Source: MDDI)



Dr Mike of PediaCast @pediacast · 3h When #seizure strikes, does your family have a plan? #MedEd #FOAMed podcast @nationwidekids



#### Seizure Action Plan! - PediaCast 372

 $\sim$ 

SHOW NOTES DESCRIPTION Dr Dara Albert stops by the PediaCast Studio to remind us of the ins and outs of epilepsy, including types of seizures, methods of diagn...

traffic.libsyn.com

**1**7 1



## **Amplify Your Own Experts**



13 Reasons Why: Should Parents Be **Concerned About This Netflix Series?** 

#### Author: John Ackerman, PhD

☑ 16 COMMENTS

PUBLISHED APRIL 13, 2017 IN: BEHAVIORAL HEALTH, KIDS & TEENS, PARENTING



Jedi Counsel @Jedi Counsel · Apr 19 13 Reasons Why: Should Parents Be Concerned About This Series? 700childrens.nationwidechildrens.org/13-reasons-par... (informative, thoughtful piece by @johnackerman78)



#### 13 Reasons Why: Should Parents Be Concerned A... Despite being touted by some as a life-saving work,

13RW could do more harm than good by disregarding best practices in media portrayals of suicide.

700childrens.nationwidechildrens.org

#### 13 1 .



Julie Cerel @juliecerel · Apr 13 Great piece by @JohnAckerman78 on what we've all been trying to say about 13 reasons #spsm

#### Dese'Rae L. Stage 🤣 @deseraestage

Dr. @JohnAckerman78's eye-opening post on why 13 Reasons Why is problematic: 700childrens.nationwidechildrens.org/13-reasons-par... #suicide #13reasonswhy

**1** 6



NationwideChildren's @NCHforDocs · Apr 13 From @JohnAckerman78, the young adult drama "13 Reasons Why" could be dangerous to those vulnerable to suicide spr.ly/60138dG4D #13rw

 $\sim$ 

• 13 1 1  $\sim$ 

6

#### Dr. Sean Gallagher and 1 other liked



Dese'Rae L. Stage 🔮 @deseraestage · Apr 13 Dr. @JohnAckerman78's eye-opening post on why 13 Reasons Why is problematic: 700childrens.nationwidechildrens.org/13-reasons-par... #suicide #13reasonswhy

🛧 1 🛃 9 🖤 13 🏴

## **Fact-Checking**

- Use independent fact-checking organizations
  - Snopes
  - PolitiFact
  - FactCheck.org

## #DidYouSnopesThat



# **Questions?**



Diane Lang Sr. Manager, Social Media <u>diane.lang@nationwidechildrens.org</u>



### Sources

https://www.knightfoundation.org/features/misinfo

https://www.cnet.com/news/fake-news-more-likely-to-spread-on-socialmedia-study-finds/

https://www.cits.ucsb.edu/fake-news/spread

https://www.nytimes.com/2018/03/08/technology/twitter-fake-news-research.html

https://science.sciencemag.org/content/359/6380/1146

https://guides.lib.umich.edu/fakenews





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111 Liberty Street, Suite 100 Columbus, OH 43215



### **EILEEN D. LEUBY**

Membership Services Officer Mid-Ohio Regional Planning Commission T: 614.233.4135 | M: 614.381.0111

#### eleuby@morpc.org

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