

A campaign about the choices we make and their impacts on water quality

Shared Challenges

- How do we get people to care & respond?
- How do we change the social landscape?
- How do we measure our outreach impact?





Social Marketing

Social marketing seeks to influence social behaviors not to benefit the marketer, but to benefit the target audience and the general society.

Indiana's Water Management, Values & Challenges



Key Questions that Impacted Our Approach

- Do you live in a watershed?
- Do you live in an area that drains to me White River?
- How much of a problem are the following v area (bacteria, nutrients, sediment, pesticid
- During the last calendar year, how have you resources in and around your community?
- Who do you trust for information about the environment?
- How do you like to receive information abc to improve water quality?
- My actions have an impact on water or may:
- It's important to protect water quality even if it slows development?

Need to help people understand the actual pollutants

Need to understand my best outreach partners

Need to make sure my public officials can see people's commitment to water issues



Two Biggest Keys to Social Marketing... and a few others tricks \checkmark My actions matter (make a difference) \checkmark My actions are socially acceptable ✓ It's fun – the ✓ Barriers are I \checkmark It's tied to ot and people I tru

www.Indiana.ClearChoicesCleanWater.org



HEALTHY SOILS NATIVE PLANTS & GARDENS LAWN FERTILIZER CONSERVATION

MORE PLEDGES *****

60MBD

Your LAWN CHOICES are CONNECTED to Clean Water

Grow Grass, Not Algae! Use Less Fertililzer & Buy Phosphorus Free to Prevent Water Pollution

YOU CAN MAKE A DIFFERENCE!

Focuses on getting people to **PLEDGE ACTION**

Make a Difference TAKE A PLEDGE!

NATIVE

LAST PLEDGE

WHO ELSE IS PLEDGING?



WELCOME TO CLEAR CHOICES CLEAN WATER INDIANA

WE ARE SO GLAD YOU STOPPED BY!

Clear Choices Clean Water is a nationally award-winning campaign

Started with one Campaigns in 2010... Added three more in 2012...





ke a Poo Pledge at

Indiana.ClearChoicesCleanWat

MAKE A DIFFERENCE!

What Goe Dow Comes Bad Around



MAINTAIN

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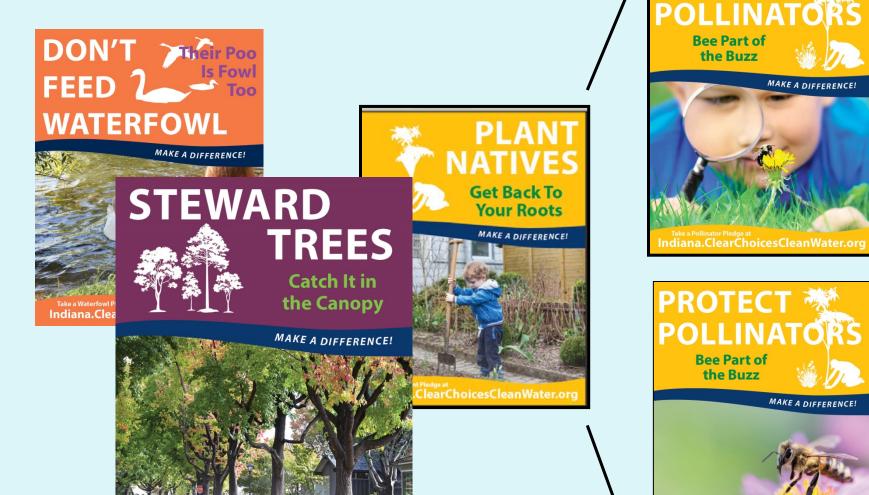
Recently added in 2015/2014



Indiana.ClearChoicesCleanWater.org

Indiana.ClearChoicesCleanWater.org

And NOW 2017...



Take a Tree Pledge at Indiana.ClearChoicesCleanWater.org

Indiana.ClearChoicesCleanWater.org

PROTECT 💐

Indiana.ClearChoicesCleanWater.org 🔂 🕑 💱 🖸 🕅





HEALTHY SOILS NATIVE PLANTS & GARDENS LAWN FERTILIZER CONSERVATION MORE PLEDGES V

Who Else Is Doing It? Why Soil Matters

Grow Soil Health More Key Actions Soil Health FAQs

Keeping the soil **COVERED** with living plants and natural mulches

REDUCES soil EROSION, suppresses weeds, and reduces the need for fertilizer.

YOU CAN MAKE A DIFFERENCE!

Technical resources and FAQs for each pledge

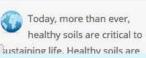


Take a Pledge

WHO ELSE IS PLEDGING?



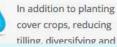
WHY SOIL MATTERS



GROW SOIL HEALTH



MORE KEY ACTIONS





MORE PLEDGES V

60 St D in

Who Else Is Doing It? Why Soil Matters Grow Soil Health More Key Actions Soil Health FAQs Take a Pledge

HEALTHY SOILS NATIVE PLANTS & GARDENS LAWN FERTILIZER CONSERVATION

WHY SOIL MATTERS

Today, more than ever, healthy soils are critical to sustaining life. Healthy soils are needed for food production, water filtration, replenishing groundwater supplies, and breaking down and recycling many important nutrients needed in the overall food chain. Soils are fundamental living systems that support all other living systems on the planet. Protecting and/or growing healthy soils in both urban and agricultural areas protect local water cycles and supply valuable food. *Even if you don't have a lot of land, you can still help make a difference.*

Experts have predicted that the current world population of nearly 7.5 billion will increase to over 9 billion people by 2050. In order to keep up with this rapid growth, food production will need to increase by 70 percent¹. As populations continue to increase, productive farmland is decreasing. From 1982 to 2007, the US lost 14 million acres of prime farmland to development². In order to meet the world's demands for food soils need to be at their best – healthy, high-performing, and productive.



WHAT IS A HEALTHY SOIL?

A healthy soil is full of life. It should smell, look, and feel alive. Healthy soils smell sweet and earthy, not sour or metallic. When you dig into the soil, it should be soft, moist, and easily crumble. Air, water, minerals, decaying plant residue, organic matter from dead and living organisms, insects, worms, animals, and microbes all comprise a healthy soil. Each piece works to provide a balanced environment that fosters the plants, microbes, and insects that depend on it for life.



HOW IS SOIL HEALTH CONNECTED TO CLEAN WATER?

Healthy soils lead to cleaner water in a number of ways, but first let's talk about the amazing water storage capacity of soil. With the recent droughts throughout the US, soil water storage is key to keeping crops growing during these stressful times and replenishing groundwater supplies. One of the most important components of a healthy soil, and in turn its water storage capacity, is the amount of organic matter in the soil. What is organic matter? Well. it's the small fraction of soil composed of anything that once





Unlock the Secrets in the soil

The USDA Natural Resource Conservation Service has put together a 'starter kit' on soil health called <u>Unlock the Secrets in the Soil</u>. It includes basic information on the benefits of healthy soil. It was originally developed for farmers, but much of the information applies to anyone with their own backyard garden.

🔍 Did you know...

- One percent of <u>organic</u> <u>matter</u> in the top six inches of soil would hold approximately 27,000 gallons of water per acre
- For each <u>1% increase</u> in organic matter, US cropland could store the amount of water that flows over Niagara Falls in 150 days

Suppliers of Native Plants and Seed

Rain Garden Planting Plan: Bird/Butterfly



CLEAN WATER get back to your roots

AgVentu Kentland 888-999 www.ag agventu

Applega Brook, II 219-275

ArborTe Lizton, II 317-994 www.arl mwarne

CardnoJ Walkerti 574-586 www.ca



Attraction

08/201

Taking a Pledge – Measuring Impacts

I pledge to plant a cover crop after harvest or keep a living plant growing year round in the soil.

l already do this	0	
I will do this	۲	

Personalized pollution reductions and relatable outcomes resulting from each person's 'choice'/action

COVER CROPS

- By planting a cover crop, you're helping to increase moisture, nutrients in the soil and decrease pests and erosion problems.
- Increasing organic matter also means an increase of soil carbon seque carbon in the soil so it's not available to contribute to climate change)

Planting Width in linear ft:*

2007

20

Sediment Reduction in t/yr:

0.08788

Nitrogen Saved in Ibs/yr:

0.1527

Assumptions

Planting Length in linear 10

Phosphorus Saved in lbs/yr:

0.07658

Algae Prevented in Ibs/yr:

19.15



Taking a Pledge – Positive Narrative Feedback

I pledge to rotate and diversify the crops I p

Always measuring behavior change. Always allowing room for 'early adopters'

l already do this l will do this

DIVERSIFYING CROPS

- By rotating what you plant, you have reduced the risk of spreading plant disease. Over time, these diseases can build up and eventually result in crop failure or costly intervention. Crop rotation keeps these organisms in balance.
- Because different plants require different nutrients to help them grow best, by rotating crops you have helped keep your soil from being depleted of nutrients. It also allows you to apply targeted soil amendments without over fertilizing, which protects water resources from fertilizer runoff.
- Crop rotation can also increase soils moisture and improve your crops' potential yield.

TAKE A PLEDGE WHO ELSE IS PLEDGING? Your Information W 18th St # E-16th St. First Name:* Last Name: * Contact Email: * Built-in Evaluation Mechanisms for **Outreach Strategies and Partners** How Did You Hear About Us: * napolis Select d St 10 Lucas Oil Stadium Oliver Ave From Whom: * W McCarty St. Select LAST NATIVE PLANTS & POLLINATORS PLEDGE Emily W. - Indianapolis **Property Information** Cedar Ranids Ann Arbor Chicago w TOTAL NATIVE PLANTS & POLLINATORS Toledo Map Satellite oi Cleveland Naperville PLEDGES 728 Fort Wayne Peoria Pittsburgh 0 OHIO ILLINOIS INDIANA Indianapolis Springfield 0 Columbus Cincinnati

WEST

VIRGINIA

+

0

Louisville

Columbia

MISSOUR

St. Louis





Dear Jill,

Thank you for making a difference for water by volunteering your service! If you have commited to adopting a storm drain in your area, we will share that information with your local city or town. You may find guidelines and suggestions to help you keep the drain clear by reading the "Adopt a Storm Drain" page on the Clear Choices Clean Water website.

If you've requested more information about er volunteer opportunities in your area, someone will be in co

th you soon.

Name: Jill Hoffmann Pledge Type: Service Date: 01-26-2016 City, State, Zip: Indianapolis, IN 46203

Sincerely, The Clear Choices Team Follow-up Encouragement Emails – Set Up as Customizable Auto-Response system

Opportunity to provide 'proof' of pledge for incentive programs





Impact of ~3000 Pledges

1468 lawns - 810 acres

- 26,441 lbs Phosphorus saved/yr
- 6.5 million lbs Algae prevented

733 pet owners – 1036 dogs

• 6.1 trillion Bacteria/year

580 native planting pledges

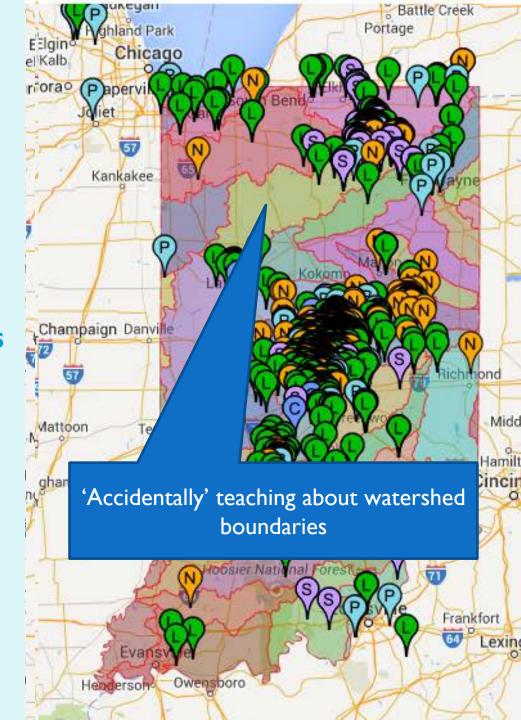
- 1.2 million lbs Phosphorus saved/yr
- 610 million lbs Algae prevented

218 septic pledges

• each save 76,650 gallons waste

57 conservation pledges

• 7.4 million gallons water saved/yr



Social Change – Cleaner Water & Water Conservation



Evaluation Measures

of Impressions

of Pledges

of Web Site Hits

Pollution Load Reductions

% Behavior Change

Engaged Partners

Media & Marketing Outcomes

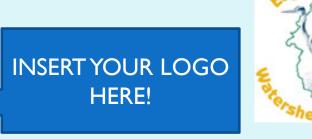
Two Important Goals:

<u>Goal I</u> – Pledge #s and Tangible, Measurable Behavior Change

<u>Goal 2</u> – Issue Awareness at Broader Scale; Messages Simply Being Seen

Current Multimedia Resources Available to Sponsors

- Facebook Advertisements
- Facebook 'canned' posts
- Print Advertisements
- Postcards/Handouts
- Posters
- Billboards
- Banners
- Radio Advertisements
- TV Advertisements
- Kids packet items
- Specialized seed packets
- * Bulk Buys & Logo-ing available







Take-Away Postcard (Front)



Take a Conservation Pledge at Indiana.ClearChoicesCleanWater.org

Take-Away Postcard (Back w/ Partner logo)

How can you use less water?

Find the word in bolded text!

- There are a lot of things kids can do to save water
- Take shorter showers
- Turn off the faucet when brushing your teeth
- Turn faucets off tightly to prevent leaks
- Plug the bathtub before you turn the water on
- Play in the sprinkler where the lawn needs it most
- Don't let the water run when washing the dishes
- Take Clear Choices action pledges as a family
- Be a water conservation superhero! Do things from this list!



Billboards & Posters

Grow Grass, Not Algae Use Less Fertilizer & Buy Phosphorus Free

Use of pictures that speak to local values. Materials placed in strategic locations!

CLEAR CHOICES CLEAN WATER

GROW SOIL



Growing COVER CROPS increases important organic matter

ortant organic matter

TAKE AN ACTION PLEDGE!



LESS TILLING protects root channels and decreases watering needs

Rotating crops HELPS PREVENT diseases and pests

MAKE A DIFFERENCE!

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CLEAR CHOICES CLEAN WATER

PROTECT POLLINATORS



Pollinators help CREATE 30% OF THE FOOD we eat

Pollinator populations are in SIGNIFICANT DECLINE

TAKE AN ACTION PLEDGE!



Native plants help RESTORE VITAL HABITAT



MAKE A DIFFERENCE!

Indiana.ClearChoicesCleanWater.org





CLEAR CHOICES





You can make a difference. Your choices impact our water.



TAKE AN ACTION PLEDGE!

Indiana.ClearChoicesCleanWater.org







Take Away Materials for Kids (and adults!)



- Superhero's Guide
- Bookmark
- Stickers
- Pet waste bag
- Rain gauge
- Seed pack
- Take the Pledge card

Kid's Packets Materials

Fold-out Activity Guide

HOW DOES POLLUTION GET INTO OUR LAKES AND RIVERS

When It rains, water collects on our driveways, sidewalks and yards. Some of it is absorbed into the ground, but most of it flows into storm drains, then to pipes under the street and finally into a river or lake. (We call this water 'runoff' or 'stormwater'.) As it runs off, the water mixes with pollution that's on the ground - litter, chemicals, and animal poo, to name a few! Ewww, right?

Once in our lakes and streams, poliution can harm wildlife, create extra algae (that green stuff on the surface), or make the water unsafe for swimming or boating. That's no good!



So what CAN I put down a storm drain?

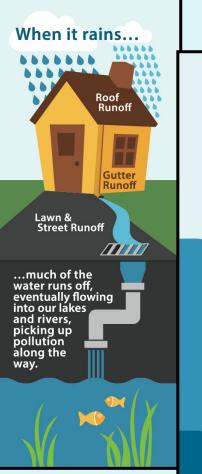
Remember, only rain goes in the drain!

Oil, Grease & Gasoline

Weed killer & Fertilizer

Manure

Chemicals



Bookmarks



Pick up my pet's poo!

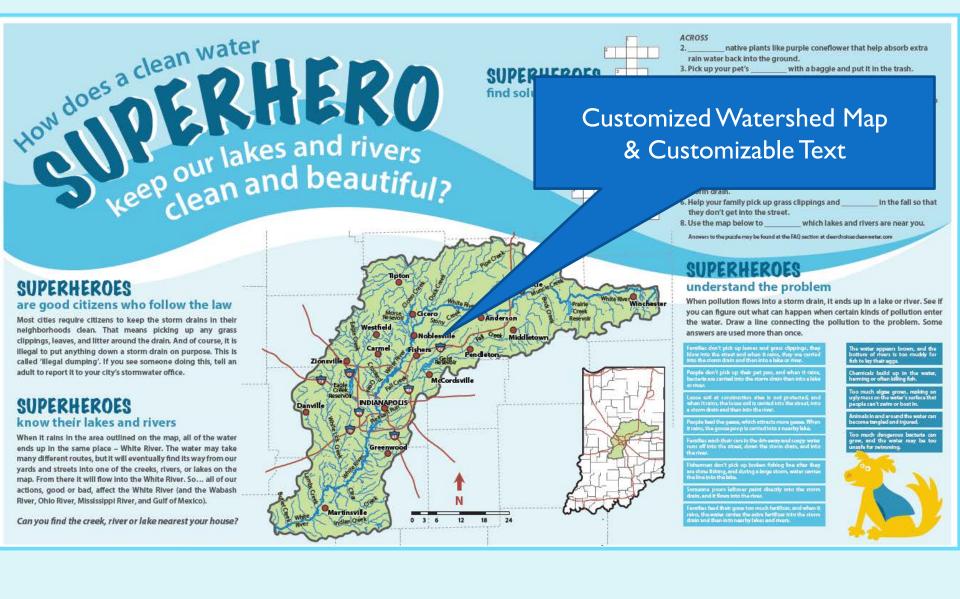
- Use less water!
- Grow native plants!
- Don't litter and pick up what vou can!
- Adopt a storm drain!
- Don't feed the geese!
- **Use less fertilizer!**
- Learn about soil health!
- Take a Clear Choices pledge!

Be a superhero for our lakes and rivers! Learn more and take an action pledge for clean water at indiana.clearchoicescleanwater.org.





Activity Guide Correlated to State Standards



Specialized Seed Packets & Stickers





GROW SOIL HEALTH

Use these oats on your garden to build organic matter, help water soak into the soil, reduce erosion, and protect our streams.

TAKE AN ACTION PLEDGE

Indiana.clearchoicescleanwater.org/soils

CLEAR CHOICES

CLEAN WATER



AIRY PENSTEMON Penstemon hirsutus

CLEAR CHOICES

CLEAN WATER

PROTECT POLLINATORS

BEE PART OF THE BUZZ

Grow native plants to provide food and habitat for the pollinators that provide food for us.

TAKE AN ACTION PLEDGE Indiana clearcholcescleanwater.org

Awards

- IN Water Resources Association
- Telly Award for best 'caused based marketing' spot
- Indiana Governor's Award for Environmental Excellence!
- North American Lake Management Society Technical Merit Award for Education and Outreach
- Water Environment Association Award for Outstanding Website





Likely Partners for Collaborative Outreach



- Perfect for municipal stormwater permit holders due to measureables
- Soil & Water Conservation Districts & Solid Waste Management Districts
- 319 Grant Holders / Watershed et
- Corporation/Industry/Utilities
- Non-profits w/ similar missions

Many, many people want reportables an

briented campaigns!

IMPORTANT NOTE....

Remove the "EGO" –

Capitalize on a URL that stands alone,

Let others 'own' and promote the program

Consistent messages and recognizable mate

across boundaries

LEVERAGED IMPACT = others helping to share your messages through many events, many venues, and many pledge topics!

A common 'Call-to-Action' and great take-away materials for events



Where Clear Choices is Headed...

- Forest/Tree Stewardship launch in Fall of 2017
- Yard waste disposal/management
- Household Hazardous Waste
- Pharmaceutical disposal
- Littering
- Fats, Oils, Grease (FOG)
- Swimming pool drainage
- Beach pledges
- Road salt
- Invasive species
- Climate change





National Affiliate Program Growing!





CURRENT NEWS

Realizing that the little deposits your pets leave each day are adding up to a big water quality mess can be a hard thing to. grasp. Pet wastes can transmit bacteria and viruses including tapeworm, roundworm, E. coli, Parvo, and more. Read on to truly understand how big this problem is and how it affects you.

AWESOME WATERS!

Nearly 99% of the world's water is salty, locked in a glacier, or otherwise undrinkable. See more amazing facts about water!



PARTNER SPOTLIGHT



Citizens' support recently allowed *Clear Choices* to expand beyond water quality education and into the world of water conservation. Their sponsorship was

CHECK THIS OUT!



ClearChoicesCleanWater.org



CLEAN WATER GREATER TOLEDO LAKE ERIE

VOLUNTEER SERVICE SUPER KIDS

NATIVE PLANTS & GARDENS

LAWN FERTILIZER PET & OTHER POO

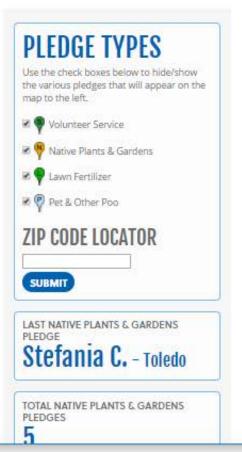
Take a Piedge Who Else is Doing it?

Rain Gardens Runoff Impacts Shorelines

Rain Garden FAQs Shoreline FAQs

WHO ELSE IS DOING IT?



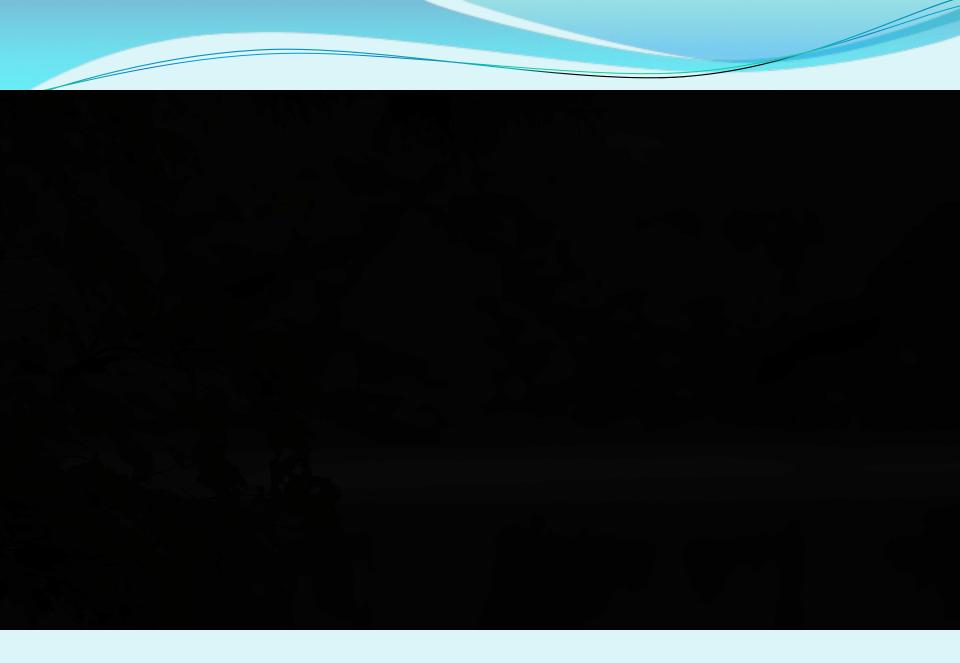


Awesome video from our first affiliate...

Leveraged Creativity Leveraged Resources A GREAT COOPERATIVE MODEL!

https://www.youtube.com/watch?v=UDDIR94_b-I





Thank you! Look forward to working with you!