

From Hashtags to Media Releases

May 5, 2023



Speakers



Kristy Ranieri Sustainable Jersey



Sabrina Arauz Sustainable Jersey



Carolyn McGrath
Hopewell Valley
Regional School District



Sharonda Allen, MPA
Tri-County
Sustainability





Communication Plan Social Media Media Relations

May 5, 2023

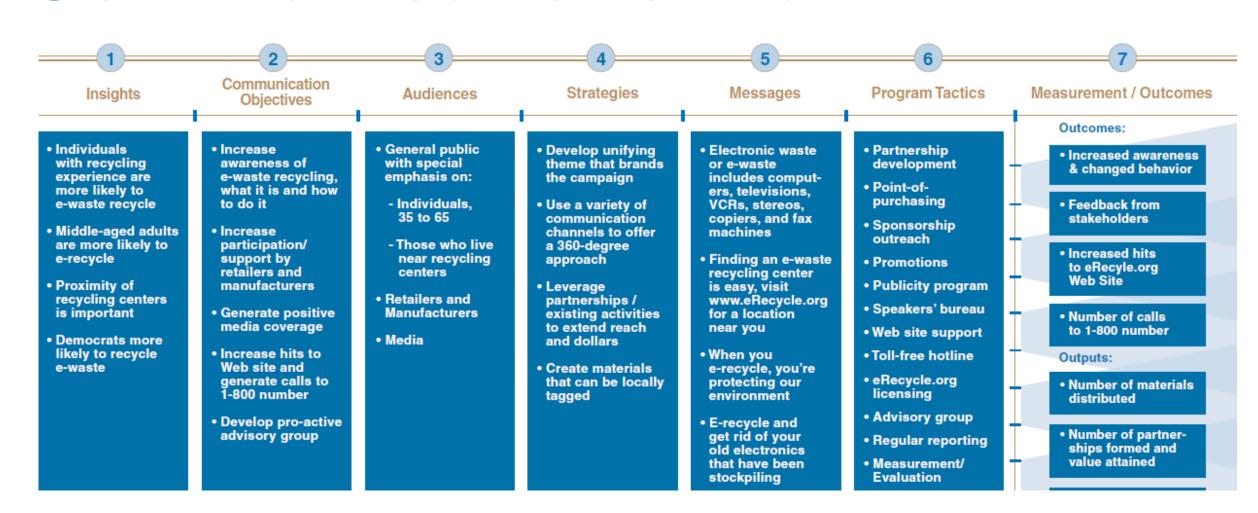
Kristy Ranieri, Communications Consultant, Sustainable Jersey





- What are your objectives?
- Who are your priority audiences?
- Where can those audiences be found and engaged?
- Which forms of communication best reach your target audiences?
- How will you measure success?
- What is the schedule?





- 360° approach
- What is the best way to reach your target audiences?
- All activities work together



Targeted Timeline

Activity		2	2023											2024				
	0	N	D	J	F	М	Α	М	J	j	Α	S	0	N	D	J	F	M A
Communications Plan																		
Communication plan and schedule			✓															
Materials & Public Outreach																		
Develop stakeholder and public contact lists			✓															
Hold two events									•							٠		
Website								✓										
Social Media Posts					✓													
Notification materials								✓							✓			
Media releases								✓							✓			✓
Fact Sheet								✓										

Messaging

Say a little and say it well.

- Irish proverb



Make it Local



Make it Simple



Make it Personal



Be Creative



- Use images and hashtags
 - #SustainableJersey
 - #SJGrants
 - #NJSustainabilitySummit
 - #NJStudentClimateChallenge
 - #WhylParticipate
- Share relevant content; partner posts
- Engage. It's not a one-way push of info
- Tag partners and individuals

■ Twitter: @SJ program @SJ schools

Facebook: @SustainableJersey

LinkedIn: Sustainable-Jersey

Instagram: @Sustainable-Jersey

TikTok: @SustainableJersey



Students, do you need community service hours or a meaningful project to enhance your college application?

Participate in the #NJStudentClimateChallenge. Teams of 2 to 12 students do a project that addresses climate change. Create a video about the project and have your teacher submit it by 4/21/23. Winners are recognized at an Awards Ceremony hosted by NJ First Lady Tammy Murphy.

Learn more: https://bit.ly/NJStudentClimateChallenge

ARE YOU READY FOR A CHALLENGE? SUBMISSIONS DUE 4/21/23



- Links:
 - Put link at top of post copy
 - Shorten: free resource https://bitly.com/
 - Add Linktree to Instagram bio: free resource https://linktr.ee/ leads to a landing page containing multiple links to content





Le... See more

Sustainable Jersey



On Arbor Day, DEP, TCNJ and Sustainable Jersey Launch Trees for Schools Grant Program

Tree-planting Grants of up to \$500,000 for Public Schools, Colleges and Universities

→ https://bit.ly/NewsTreesForSchools



#NJStudentClimateChallenge #WhyIParticipate

brunt of climate change." -- Rhythm Chaudhary

- Events and awards: Take a photo and post it!
- Share posts: Good Food
 Bucks Post 19 shares
- Use free tool: Canva

 www.canva.com; online
 graphic design tool to create
 social media posts and more



Analytics

- Review and use your social media analytics
- Measurement/outcomes
 - Reach, engagements,likes, mentions, shares



28 day summary with change over previous period

Tweets $32 \uparrow 190.9\%$ Tweet impressions $13.5 K \uparrow 282.6\%$ Profile visits $1,066 \uparrow 272.7\%$ Mentions $50 \uparrow 66.7\%$

Apr 2023 • 18 days so far...

TWEET HIGHLIGHTS

Top Tweet earned 1,070 impressions

Congratulations to Taunton Elementary
School on your 2k grant to implement little
seedlings farm to table imagination stations.
#sjgrants funded by @NJEA
@HowellTwpTauntn
pic.twitter.com/Blt6nLSzTQ



Top mention earned 75 engagements



Michele Morey

@michele_morey · Apr 12

It was an honor to receive the third @EcoSchoolsUSA green flag award for our school @ElementaryGlc. Student Green Team was proud to present the school's Eco Code they created.

youtu.be/JrF02-Cljh4

@ms_shaughnessy @SJ_Schools @LBpublicschools @MrsCarrollLBPS @MrsCunneffLBPS

- Search your hashtags
- Check your notifications
- Like and comment on other posts
- Respond to comments
- Add links to social media from website



#njsustainabilitysummit

170 posts

Following

go alone.



Media Relations

MEDIA RELEASE

For Immediate Release - Contact Info

- Must be news: impact; immediacy; new data or research; award
- Build media list: name, email, phone, type of coverage (target the right beat)
- Email distribution
 - E-mail to media contacts
 - Distribution service: \$200-\$400/release
- Follow-up and add articles to website, social media



Headline MUST BE NEWS

Intro Lead

Answer: Who, What, Where, When, Why in first sentence

Quote

Provide Context: Mayor, District Superintendent, Important Stakeholder

More Detail

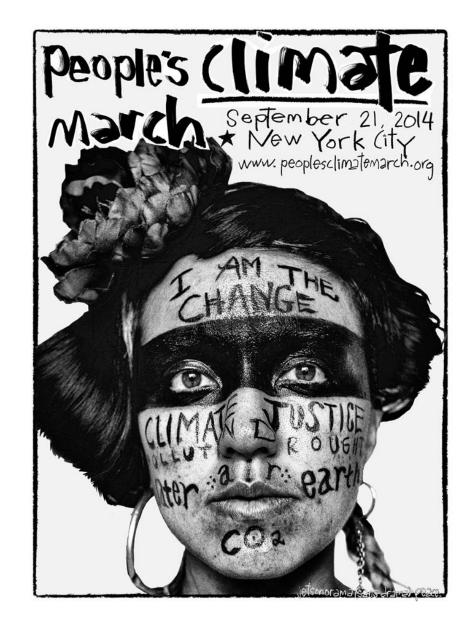
Would be nice for them to know

Action

Link to website, registration, etc.

About

Be the Change. Communicators are Modern Day Superheroes.







Email Marketing

May 5, 2023
Sabrina Arauz
Program Assistant,
Sustainable Jersey



Agenda

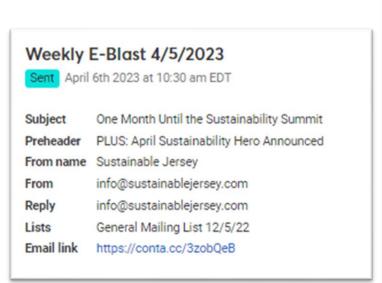
- 1. Setting up an Email
- 2. Don't Over do it
- 3. Analytics are key
- 4. Mailing List
- 5. Link Everywhere
- 6. Bit.ly
- 7. Website

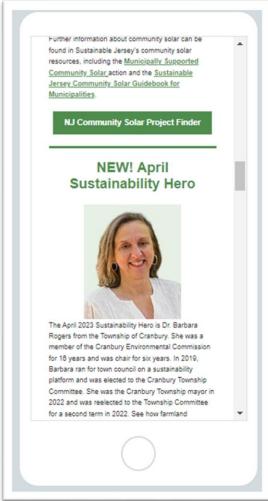


Setting up an email

Sustainable Jersev

- Update (email)
 - Choose a recognizable sender name
 - Invest in your subject line
 - Utilize preheader text
 - Use mobile-responsive email templates
 - Limit the number of fonts
 - Use email friendly fonts
 - Arial, Courier New, Georgia, Helvetica.





Don't over do it

- Content
 - Keep stories clear and concise
 - Try to limit the amount of information in each email
 - Include one primary call to action
 - Eye catching graphics
- Schedule
 - Send according to audience or event
 - Day of event = Spike in registration
 - Do not over email



Congratulations Sustainable Jersey for School Grant Recipients!

Congratulations to the 46 schools and districts awarded grants through the 2022 Sustainable Jersey Grants Program funded by NJEA!

Grantees were honored at an announcement event at TCNJ on March 29. Eleven \$10,000 grants and thirty-five \$2,000 grants were distributed to support a variety of projects including aquaponics systems, outdoor classrooms, pollinator and edible gardens, water bottle refilling stations, sustainability



Second Sustainable Jersey for Schools Certification Application Deadline March 31

Applying for Certification? Don't forget to submit your application by March 31! For more information and help visit our <u>Working on</u> Certification page.

You may also reach us directly at <u>schools@sustainablejersey.com</u> with any questions.



2023 Municipal Grants Funded by the PSEG Foundation

Application Deadline: February 10, 2023

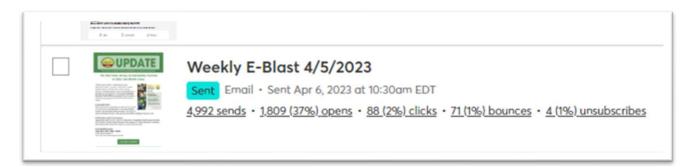
- \$2k, \$10k and \$20k grants available to any registered municipalities for sustainability projects and green team support
- Watch the <u>recording</u> and review the <u>slides</u> from the informational webinar that was held in December.
- In order to help streamline the online application process, templates and <u>tips</u> are available to help applicants apply.
- Consider downloading the <u>informational flyer</u> and sharing it with your green team and administration.

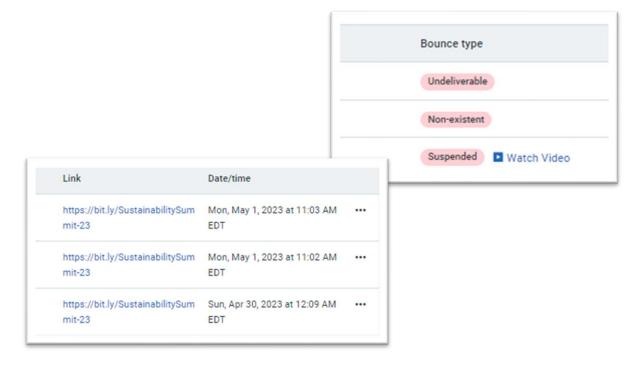


Learn More & Apply

Analytics are key

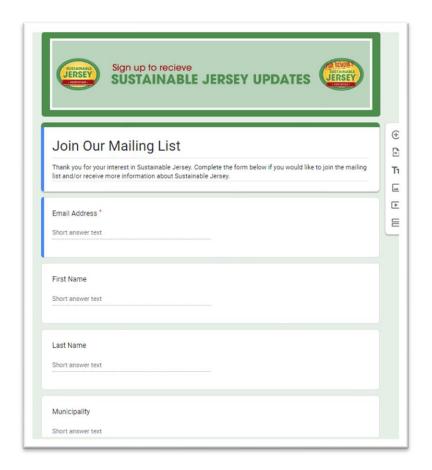
- Analytics
 - Bounces
 - Bad emails, never opened,
 Vacation/out of office
 - Contact lists
 - Clicks
 - See which program
 had the most engagement
- Use tools:
 - Mailchimp Free
 - Constant Contact \$12/month





Mailing lists

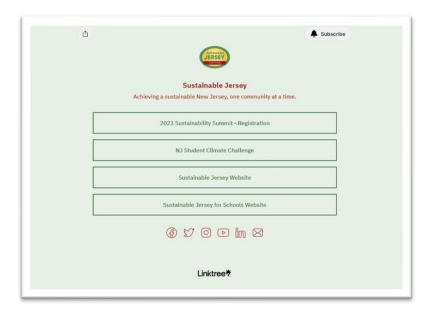
- Google forms or physical forms
 - Ask for as much information as possible
 - Create different mailing lists based on that information
 - Keep mailing list updated
 - Make sure to link mailing list anywhere you can (website, social media sites, etc.)



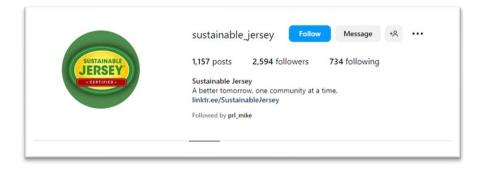


Link everywhere

- Where to link mailing list, social media and programs
 - Linktree, website, email, social media
 - Make sure all of your contact information and media platforms are always easily accessible
 - Keep events in order, and make sure to update consistently

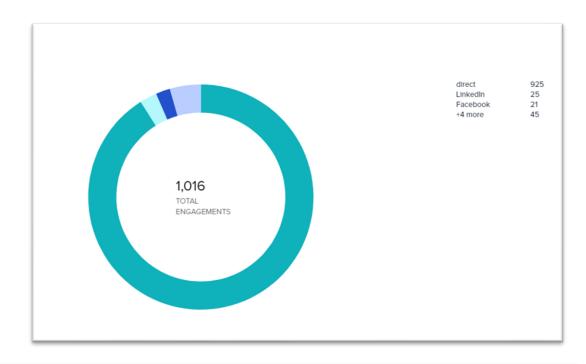


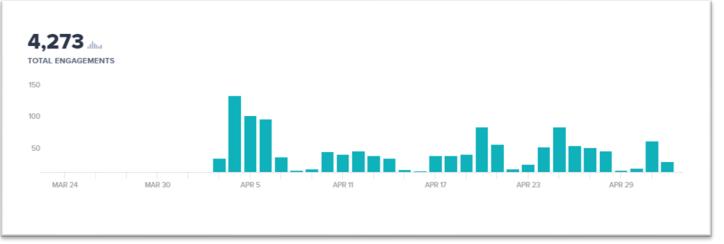




Bit.ly links

- Bitly
 - Free Resource
 - Great for Analytics
 - See which link is most clicked
 - See which programs are most popular
 - Able to see around what times people engaged





Website

- If you are interesting in having a website page reach out to your municipality.
- Plug any and all information about your Green Team
 - Contact information
 - Members
 - Achievements
 - Initiatives
 - Team meetings
 - Funding Links







Promoting Your School Green Team

Carolyn McGrath
Art Educator and Sustainability Leader
Hopewell Valley Regional School District



Methods of Communication

- 1. School communication channels
- 2. Local print and online media
- 3. Social media
- 4. Website
- 5. Partnership with local organizations

School Communication Channels



Hopewell Valley Green Week is a series of district, school, and community-based activities, centered around environmental challenges and solutions. This year's theme is "Climate Action: Caring for People and Planet." Green Week will take place from April 15 to 22, with events both

during and outside the school day. As in years past, Green Week celebrations will take place throughout all Hopewell Valley Schools. Activities at the four elementary schools include pollinator planting with the Sourland Conservancy, Walk/Bike/Roll to school day, a Green Week Student Expo, zero waste lunch challenges, investigating microplastics with the Watershed, gardening, time outdoors in nature, and more! Timberlane Middle School will host a stormwater runoff workshop for students to highlight the FoHVOS rain garden installation in front of the school. Students at Central High School can choose from various Eco Lunch and Learn activities, including meeting climate activist Nyombi Morris, hearing about the Youth Environmental Society's trip to Washington D.C., and learning about Green Careers. High School events require pre-registration by students before 4/14. Use this link for more information on Green Week:

https://sites.google.com/hvrsd.org/hopewellvalleygreenweek/home

19 DAYS AGO, HVRSD

Hopewell Valley Green Week "Climate Action: Caring for People and Planet" April 15-22: is a series of district, school, and community-based activities, centered around environmental challenges and solutions. Timberlane Middle School will host a stormwater runoff workshop for students that will highlight the FoHVOS rain garden installation in front of the school. Central High School students can choose from a variety of Eco Lunch and Learn activities, including meeting climate activist Nyombi Morris, hearing about the Youth Environmental Society's trip to Washington DC and learning about Green Careers. High School events require students to register by 4/14.

Local Print and Online Media



Home News Announcements Calendar Support MercerMe E-Newsletter



Hopewell Valley Green Week returns April 15-22

By Amie Rukenstein - April 5, 2023







Hopewell Valley Green Week, the brainchild of Hopewell Valley Regional School District staff and students, as well as several community organizations, returns this month to connect people to the environment through a variety of community and school-based programs.

Community activities will include the 17th annual Stream Cleanup sponsored by the Watershed Institute, two Howell Living History Farm events, and the inaugural Hopewell Valley Bunny Hop, a 5K Run/Walk Fundraiser for the Class of 2024 at Washington Crossing State Park.

Green Week 2023 celebrations also will take place throughout all Hopewell Valley Schools. Activities



Nyombi Morris will visit HVCHS to share the story of his life and how experiencing climate change directly in his home country of Uganda propelled him to become a local and international environmental and climate

at the four elementary schools include pollinator planting with Sourland Conservancy, Walk/Bike/Roll to school day, a Green Week Student Expo, zero waste lunch challenges, investigating microplastics with the Watershed, time outdoors in nature, and more, Timberlane will host a stormwater runoff workshop and Central High School (CHS) students can choose from a variety of Lunch and Learn activities,



We're excited to celebrate HV Green Week with a series of school-based and district-wide events, including today's visit from climate activist @mnyomb1!



5:37 PM · Apr 17, 2023 · 421 Views



Ms. McGrath @HVArtMcGrath · Apr 16

There is still time to join us today @HopeWTheater for the film screening and discussion of The True Cost, a film about the fast fashion industry and how to promote clothes that benefit both people and the planet. sites.google.com/hvrsd.org/hope...





Ms. McGrath @HVArtMcGrath · Apr 16

This is one of our first community events as part of #hvgreenweek. We have lots more! Check out the website to find out & join.



sites.google.com

HV Green Week

Join us April 15 - 22, 2023! Hopewell Valley Green Week is a series of district, school, and ...







111 47



Website

HV Green Week

Home

Green Week Event
Schedule

Green Week in HV Schools

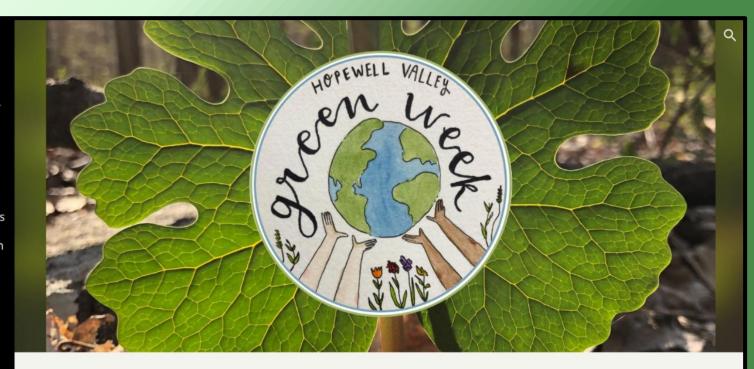
HVCHS Eco Lunch & Learn

Community Events

Resources

HV Green Week on YouTube

More About Green Week



Join us April 15 - 22, 2023!

Hopewell Valley Green Week is a series of district, school, and community-based activities, centered around environmental challenges and solutions.

This year's theme is "Climate Action: Caring for People and Planet."

Partnerships with Local Organizations

Upcoming Events

Hopewell Valley Green Week

April 15th - 22nd in HVRSD Schools and Community-Wide

Hopewell Valley Green Week is a series of district, school, and community-based activities, centered around environmental challenges and solutions. This year's theme is "Climate Action: Caring for People and Planet."

Green Week Schedule

The Weekly



April 19, 2023 Issue #16 - <u>Browser View</u>



Hopewell Valley Cleans Up!







The Power of Hub

May 5, 2023

Sharonda Allen, MPA
Co-Chair, Environmental Justice
Tri-County Sustainability



Who we are:

Tri-County Sustainability

- Sustainable Jersey Hub for
 - Burlington, Camden, & Gloucester(The Philly Suburbs)
 - -101 towns
 - 10 Legislative Districts
 - -1.2 Million residents
 - Approx. 20% of all NJ Green Teams

Burlington | Camden | Glouceste



Sharonda Allen, MPA

Tri-County Sustainability (TCS)

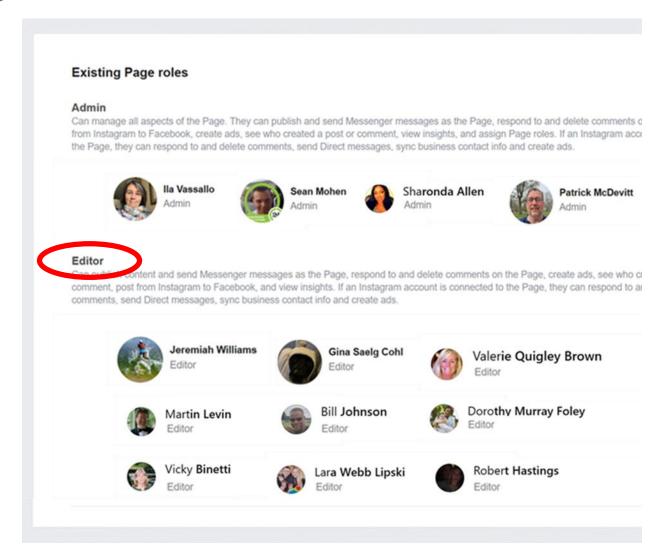
- Co-Chair, TCS Environmental Justice
 - Community Outreach Czar
- Climate Reality Project NJ Chapter Co-Chair
- Operation Grow Executive Director
- Educator & Mentor



It takes a village

Empower your members

- Multiple Hub members as social media page admins
 - Different content perspectives
 - Larger **network** opportunities including geography and social media algorithms
 - Sense of **ownership** by members
 - Coverage in case of absence



Leave no demo behind

Reach your audience where they are

Platform	Audience/Reach	Frequency	Content
f	Older, Female (core volunteer base)	Daily	Promote events. Boost & Like REGIONAL municipal, county, individual green team's posts. Keep it lighter (gardening, recycling tips, etc.)
9	Elected officials, State Agencies, Media	Real Time	Serious topics. <u>Tag</u> Gov, Senators, Reporters, etc Policy support/ awareness. Okay to use humor where appropriate. Boost elected, reporters
in	Businesses, Building Trades, Young Professionals	2x Daily	Promote events. Boost & Like REGIONAL businesses, universities, trade group and nonprofit sustainability-related content. Congratulate where appropriate. Offer opinions on hot button REGIONAL environmental issues.
O	Younger demographic (18-24)	Real Time	TCS is limited on Instagram and needs to improve on this channel. Note: Due to security concerns, our organization does not have a TikTok channel.
	Everyone. Saturation.	Monthly	Blunt sword. Use judiciously. Do <u>not</u> over-email. TCS sends, on average, 1 official account email blast per month to promote our General Meetings.
	Everyone. Town square.	Real Time	Discord is our online community for TCS members to ask questions, plan events, and use as a reference library for all regional sustainability topics
	Video content repository to link to.	Real Time	All TCS meetings and videos are posted to our YouTube channel to use as a link for sharing across all other social media platforms

#Tag, you're it

... and bump, bump, bump

- Build your brand by tagging
 - Congratulate electeds on policy wins
 - Help raise awareness for issues
 - Say thank you to guests and/or promote their appearances at your upcoming events



Senator Dawn Addiego Thanks @TriCountySusta1 my Bill establishing incent

sensitive tech as an altern responsible for almost 8%

Assemblyman Bill Moen liked your Tv

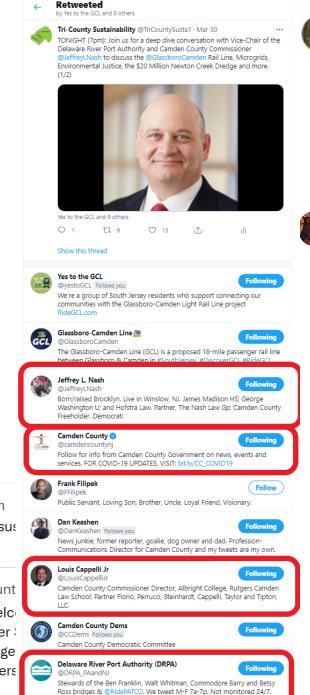
TCS had a fascinating conversation witl @JeffreyLNash discussing the new @G sustainability issues impacting South Je youtu.be/kJqNZqmr-7k



Andrew Zwicker @Andrew Zwicker · 20m Looking forward to this conversation on sus protection.



WEDNESDAY (3/30) join TCS as we welco **Environmental Protection Commissioner**: Andrew Zwicker to discuss a broad range sustainability topics impacting South Jers mailchi.mp/f6296536cb59/t...



Emergency? Dial 911.



Shawn LaTourette @shawnlatur - 4m

We cannot do the critical work of building sustainable comm Like the air we breathe and the water we drink, we are all into And our path to environmental progress is paved through par Thank you @TriCountySusta1 & every #GreenTeam across

Tri-County Sustainability @TriCountySusta1 · 23h

ICYMI: @NewJerseyDEP Commissioner @shawnlatur joined discuss a broad range of topics including New Jersey's \$1 l

Mentions



Troy Singleton @Troy4NJ7 · 13h

@TriCountySusta1 Thank you for allowing me to join you this even discuss the environmental issues I have led while in the Senate.





Community solar and clean energy equity mean expanding access to good paying jobs in clean energy.

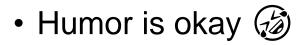
That's the message from Todd Menadier at the @TriCountySusta1 Green Jobs Listening Forum with @ClimateOfficeNJ, @njnaacp_ecj and other leaders. solarlandscape.com/workforce-deve...



Follow to be a leader

Sharing other's content helps build your brand

- Follow (like & retweet)
 - ALL members of NJ Legislature
 - State Agencies (DEP, EDA)
 - Official Municipal & County Accounts
 - Unofficial local neighborhood groups
 - Mayors and other local electeds
 - Other NJ environmental orgs
 (Sustainable Jersey, NJLCV, NJ Sierra Club)
 - ALL regional media outlets (6ABC) and reporters (NJ Correspondents)

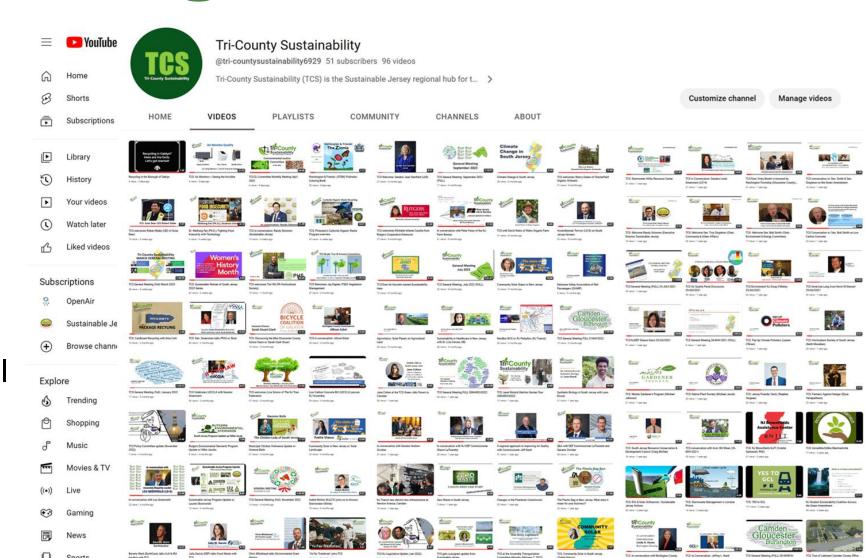




Content is King

Record & Post Everything

- TCS YouTube Channel
 - Full meetings
 - Shorter Segments
 - In-person events
 - Edit for length
 - YouTube clips more
 user friendly on social
 media than Google
 Drive links



Keep it local, stupid

Local context gets attention

- Focus on local or regional angles of climate and sustainability content
 - Tag locations (towns, counties, businesses)
 - Add instructions or actions, where possible









Results: LinkedIn





New Jersey Board of Public Utilitie

Ensures safe, reliable, affordable public utility services. Supports Gov. by 2050.

Government Administration · Trenton, NJ 5,439 followers



NJ Department of Environm

NJDEP is a leader in the country for its pollution prevention management strategies.

Government Administration · Trenton, NJ 8,490 followers



Christine & 43 other connections work here · 1,



Visit website ♂

More

Home

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Posts

Jobs

People



Tri-County Sustainability 1st

Sustainability Hub for 101 towns, 1.2 million residents and 10 legislative districts at Burlington | Camden | Gloucester

Talks about #southjersey, #camdencounty, #sustainability, #burlingtoncounty, and #gloucestercounty

Greater Philadelphia · Contact info

6,136 followers

500+ connections



ployees

Video



Burlington | Camden | Gloucester

Results: Mailchimp



Most recent campaign performance



Completed Campaign • Mar 29

TriCounty: MARCH 2023 (STARTING SOON)

4195 Recipients

Open Rate 34.7%

Clicks Per Unique Open 14.4%

Successful Deliveries 4135

Total Opens 2274

Total Audience

Current audience

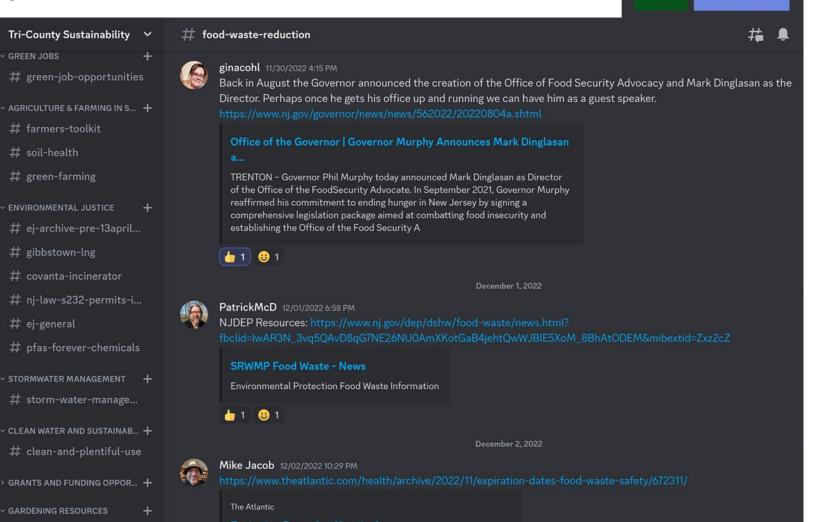
TriCounty Sustainability Alliance - Full List 🕶

Your audience has 4,624 contacts. 4,172 of these are subscribers.

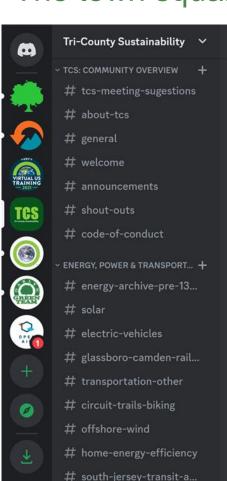
4,781

DISCORD

The town square & repository for sustainable content

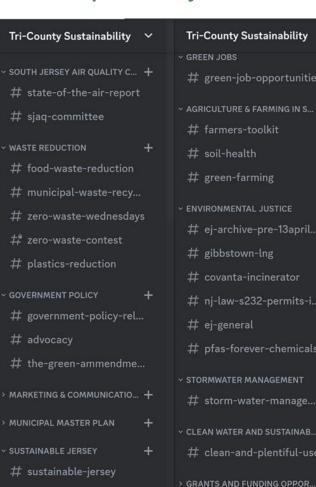


DISCORD



electrify-everything

heat-pumps-geothermal

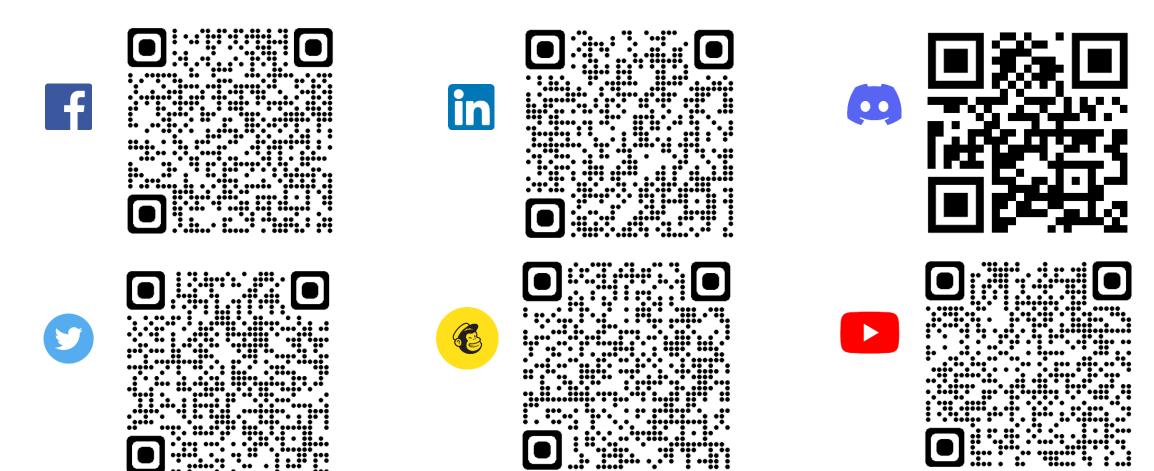


sj-towns-helping-towns

GARDENING RESOURCES

Stay active & follow us

Tri-County Sustainability: we follow back!



Upcoming Events and Opportunities

SUSTAINABLE JERSEY TECHNICAL ASSISTANCE

Sustainable Jersey staff can help your municipality or school district identify and apply for incentives that lower energy usage in your facilities and save money.

Email <u>info@sustainablejersey.com</u> to learn about current technical assistance options open to your school or municipality.

For more information please visit: bit.ly/EnergyTAforMunisandSchools

2023 MUNICIPAL CERTIFICATION CYCLE

The next deadline to apply for certification is **May 12, 2023**. The final application deadline is **July 27, 2023**. View the full cycle timeline on the 2023 Certification Cycle page.

For more information please visit: bit.ly/MuniCertCycle

2023 SUSTAINABLE COMMUNITIES GRANT PROGRAM

Atlantic City Electric and Sustainable Jersey are pleased to offer \$50,000 to support municipal environmental stewardship and resiliency projects in Atlantic City Electric's service territory. Municipalities are encouraged to work with local organizations on applications, which are due June 29, 2023. An informational webinar will be held on May 15, 2023 from 1:00pm - 2:00pm.

For more information please visit:

http://www.bit.ly/SustainableCommunitiesGrantProgram

TRI-COUNTY SUSTAINABILITY GENERAL MEETINGS

This Sustainable Jersey Regional Hub will host virtual meetings on a variety of sustainability topics throughout the year. The next meeting is **May 31, 2023 from 7:00pm - 8:00pm**.

For more information please visit: http://www.bit.ly/Tri-CountySustainability

2023 SCHOOL CERTIFICATION CYCLE

The final deadline to apply for certification and Digital Schools Star Recognition is **June 15, 2023**. View the full cycle timeline on the 2023 Certification Cycle page.

For more information please visit: http://www.bit.ly/SchoolsCertCycle

TREES FOR SCHOOLS PROGRAM, TREE-PLANTING GRANTS FOR NJ PUBLIC SCHOOLS, COLLEGES AND UNIVERSITIES

The Trees for Schools program will provide **\$2.5 million** in grants to New Jersey public school districts, county colleges and state colleges and universities to fund the planting of trees on campuses across New Jersey. Competitive grants of **\$10,000 to \$500,000** will fund costs associated with planning, site preparation, trees, planting, watering, monitoring and related expenses over a three-year period. Applications are due on **July 13, 2023**, for spring 2024 plantings. An informational webinar will be held on **May 18, 2023 from 3:00pm - 4:30pm**. The Trees for Schools program is a collaboration of the New Jersey Department of Environmental Protection, The College of New Jersey and Sustainable Jersey.

For more information please visit: bit.ly/TreesforSchools

Sustainable Jersey Underwriters and Sponsors

PROGRAM UNDERWRITERS

























CORPORATE SPONSORS

















































Thank You



SUSTAINABILITY SUSTAINABILITY SUSTAINABILITY

