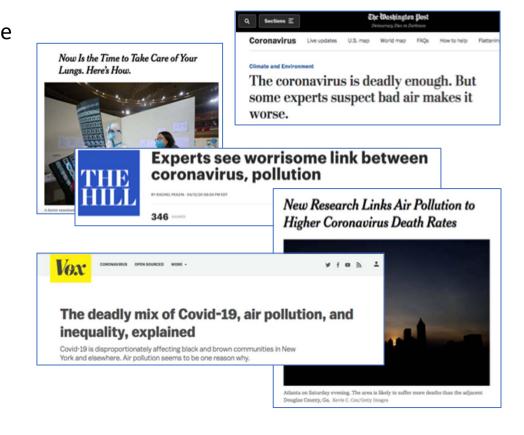


Marketing and Media Outreach Quarterly Report September 2020

2020 Summer Campaign: Pivoting in the Pandemic

As COVID-19 began to dominate our lives, lung health and air quality became increasingly relevant. COVID-19 is a respiratory ailment, and evidence indicates that long-term exposure to air pollution makes its effects more severe. Clean Air Partners had the opportunity to be at the forefront of conversations about public health and air quality during this time – and we rose to the challenge.





2020 Summer Campaign: Pivoting in the Pandemic

Social distancing and stay-at-home orders meant no in-person outreach events and reduced transit PSA opportunities. We shifted focus to primarily virtual and broadcast news channels.

With the contracting economy, sponsorship funding was unlikely. **We concentrated resources on communications and focused on growing partnerships** with like-minded organizations and individuals online.

The 2018 survey said women and households with children are most likely to view air quality as a problem. With cancelled school, these parents have been even more engaged online and looking for ways to occupy their children. We prioritized targeting parents on social media and offering easy and educational activities for their families.

We shifted messaging to focus primarily on the **public health impact of air pollution and the cost-saving benefits of simple steps people can take.**



2020 Summer Campaign Components

- News pitching
- Virtual Media Tour
- Social Media
 - > #CAPairweek
 - #CAPozoneaction
- Digital Ambassadors
- Partner Outreach
- Meteorologist Outreach













2020 Media Relations Results

(to date)

	NUMBER OF	RATINGS/	ESTIMATED
MEDIUM	STORIES	CIRCULATION	PUBLICITY VALUE
Broadcast	19	395,427	\$120,370
Online	130	81,220,707	\$3,756,458
TOTALS	149	81,616,134	\$3,876,828

A report released in February on the North America Air Quality Monitoring System Market (2019-2025) referenced Clean Air Partners as an example of a public-private partnership established to monitor regional air quality. This led to an additional 93 online stories (not included in totals).

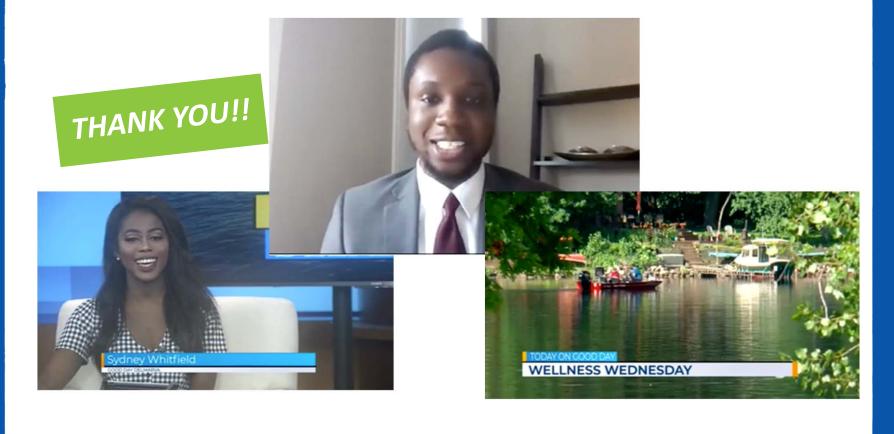


Virtual Media Tour: Dr. Janet Phoenix





Virtual Media Tour: Joshua Shodeinde, MDE





Business Wire Pick-Up

Clean Air Partners Urges Area Residents to Improve the Air

Simple Steps Can Reduce Air Pollution and Safeguard Public Health

May 04, 2020 08:00 AM Eastern Daylight Time

BALTIMORE & WASHINGTON--(BUSINESS WIRE)--Coronavirus fears have put millions of Americans on high alert about the dangers that can lurk unseen and undetected in the air. Health experts also warn air pollution expected to increase in the upcoming summer months can have serious health effects. Clean Air Partners is reminding area residents of simple steps they can take to improve the air and protect public health in the Baltimore-Washington area as its annual ozone season public education campaign gets underway in conjunction with Air Quality Awareness Week May 4-8.









Meteorologist Outreach

- Social Media and traditional media outreach
- Weekend Forecast on Twitter
- Code Orange Day pitching
- Graphics for meteorologists to share
- Providing content and pitching participation in our campaign waves









Air Quality Awareness Week: Content + Challenges

MONDAY, MAY 4th – AIR QUALITY AND TREES

- Trees clean the air, mitigate climate change, and save energy
- Share a photo of a tree in your yard or neighborhood and tell us what you love about it.
- Tree Detective Lesson Guide and Video Lesson

TUESDAY, MAY 5th - WORLD ASTHMA DAY

 Do you know someone with asthma or another respiratory condition? With their permission, tell us about a person in your life whose health is impacted by air quality. What can you do to keep them healthy?

WEDNESDAY, MAY 6th - ALL ABOUT THE AQI

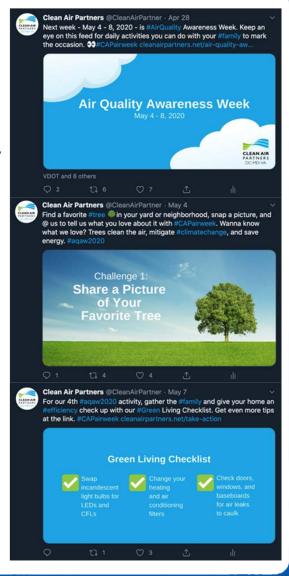
Illustrate the AQI using materials in your home - be creative!

THURSDAY, MAY 7th – GREEN LIVING

- Air Quality Pledge Bingo
- Give your home a quick green living check up.

FRIDAY, MAY 8th – DO YOUR SHARE FOR CLEAN AIR

What's your favorite tip to reduce air pollution?





Air Quality Awareness Week:

Digital Ambassadors

Social Media "Street Team"

_				Instagram
Name	City	State	Followers	Followers
Amy Latta	Baltimore	MD	213,809	30,940
Talya Knable / The Mother Fix	Timonium	MD	22,857	21,742
Akeeba Maze	Ellicott City	MD	45,319	8,355
Christy E / Stained with Style	Fulton	MD	16,006	7,799
Marion / Jewish Mommy Life	Bethesda	MD	24,449	5,349
Jennifer Hernandez / Jenny the Voice	Lanham	MD	19,107	5,263
Melody Jones	Arlington	VA	9,396	3,748
Hip Mama's Place	Manassas	VA	105,877	83,571
Julie / Eat Well Explore Often	Falls Church	VA	54,581	47,250
Sara Lafountain	Fairfax Station	VA	37,384	9,243
	Mount Rainier,			
Jumoke Jackson	Washington	MD, DC	59,103	52,355



Air Quality Awareness Week:

Digital Ambassadors

Social Media "Street Team"

Digital Clean Air Ambassadors	12
Total Impressions	49,050
Total Engagements	9,465
Likes on Content	6,476
Comments on Content	279
Content Shares	43
Content Saves	2,655





- * Turn off lights & electronics. * Drive less, walk more!
- * Set thermostat higher, use fans. * Use smart power strips.
- * Change HVAC filters every month.
- * Use eco friendly cleaning products.
 - * Plant wildflowers and shrubs.

For more tips, visit www.cleanairpartners.net



#sponso



Here are a few tips for Air Quality Awareness Week! #capairweek

AIR QUALIT

LET ME KNOW YOUR TIPS TO REDUCE POLLUTION ON MY LATEST POST!









Working on those

energy saving skills

For #CAPaintes Same



Check out my latest post to

learn how we made this room

more energy efficient and comfortable!

.and contribute to

Cleaner air!



ting a



• WASHINGTON D. C.



AQAW Selected Ambassador Instagram Posts



MY KIDS WERE SO I SENT THEM ON A FOR ALL THE THEY FORGOT TO TURN OFF.







260 likes

amylattacreations #ad I mean, seriously! Turn them off or pay the electric bill, kiddos! And did you know it actually helps improve air quality too? How do you and your family reduce your carbon footprint? Share your tips and tag #CAPAirWeek to help Clean Air Partners celebrate National Air Quality Awareness Week!

View all 13 comments

May 4



Liked by run4margaritas and 171 others



jennythevoice · Follow















Liked by tiara.buddramos and 149 others

mrfoodtastic #Sponsored It's Air Quality Awareness Week and there's no better time than now to teach your kids what that means.

Quick tip: Set your thermostat a few degrees higher in the summer and use a fan to keep cool. This reduces energy consumption and will save you money. Invest in a programmable thermostat if you

What are your air quality tips?

Visit www.cleanairpartners.net to learn more air quality tips

#CAPairweek

View all 8 comments

5 days ago



AQAW Selected Ambassador Facebook Posts



#sponsored I feel so silly! Today we walked to do our weekly grocery run instead of driving the half mile. We've walked it a few times, but before the stay-at-home orders I would normally just be in a rush and drive, knowing very well it was better for my health to walk and better for the environment. But today, in honor of Air Quality Awareness week we walked, and it was the easiest change I've made in awhile - I feel like "Why didn't I do this before?" I've always been cons... See More





...





AQAW Digital Ambassador Posts:

Key Comments



crayonsandcravings I try to reduce my effect on air pollution by combining errands so that I drive less often.



amydraheim You know I'm so into this! One of my best tips to reduce pollution is to buy second hand goods, and when we travel, we try to rely on bicycles and public transportation instead of renting a car.

1w 1 like Reply

— View replies (1)



mysuitcasejourneys Love this! We can all help even if it's the smallest acts

1w 2 likes Reply



halorenequestrian New windows make all the difference! Just replaced mine!

5d Reply

— View replies (1)



daniellehartruns Wow that is awesome and certainly a must for every household

5d Reply



suzannajjarphotography These are some good tips! I always try and buy/use green products as often as possible.

4d 1 like Reply



argo.sr That's a great idea about gas grills. Will look into it before summer season



farmtechromania We also use gas grills at home and look for the energy saver symbols when we buy home appliances.

4d 1 like Reply



lahbgdgr_ I'm happy I live in a neighborhood where I don't need a car.



et0pia 💗 💗 💜 🔇 💗 💗

1w 1 like Reply

— View replies (1)



smart_lilcookie This is so true and wonderful that you're teaching your kids how important it is to take care of the planet.



diningwithdiana That's so cool! We do all those things. I always unplug my little convection oven and hubs is always like "why u do that for" lol @ every little bit helps especially these days since we barely drive anywhere



qurt6 Never heard of them. Going to check out their website now, thanks.

4d 1 like Reply



koro4ok265 Thank you! I'm super sensitive about air pollution and environmental issues.



diningwithdiana That's so cool! We do all those things. I always unplug my little convection oven and hubs is always like "why u do that for" lol every little bit helps especially these days since we barely drive anywhere

1w 1 like Reply



cameonouveau I Try my best not to use air conditioning *

4d 1 like Reply



homemadeforelle Breathing in clean air should never be taken for granted!

4d 1 like Reply



3love.story My goal is to put solar panels on the roof of our home.



lizdean Clean air is so important especially in the home. And energy efficient is great too!



bitzngiggles I think this is a great initiative! We should definitely be more conscious about air quality.



globetrotterkin Poor air quality... ois definitely a huge issue! Hope we can all be getting more fresh air in the future with better awareness!



mamalatina Una iniciativa muy importante. Involucrar a los niños creo es primordial.

1w Reply



yasmaribello Amo estas iniciativas y me encanta sembrar en casa ♥♥♥ además con los niños que se emocionan al ver que pueden contribuir



melissa_laplante5 Getting outdoors is so important! As for what I'm doing to improve air quality in our home... we have ditched all toxic chemicals and switched to non toxic alternatives ©

4d 1 like Reply

— View replies (1)



brooke_isthenewblack Love this! Definitely I didn't even know it was air quality awareness week! Thank you for informing! Now I'll have to figure it out!

4d 1 like Reply



AQAW Selected Meteorologist Engagement

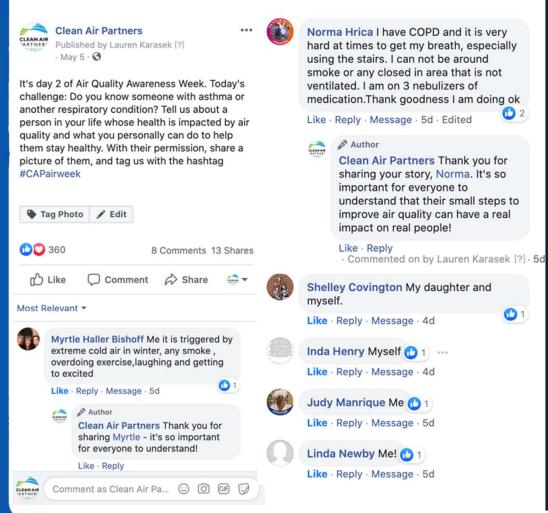


3:35 PM - May 5, 2020 - Twitter Web App





AQAW Engagement Highlights







AQAW Partner Highlights





DEC



COPD Foundation @COPDFoundation · May 6

May 4-8, 2020 is Air Quality Awareness Week. Do you or someone you know live with #COPD, #asthma or another respiratory condition? How is your health impacted by air quality?#WorldAsthmaDay #CAPairweek





Alexandria T&ES @Alexandria VATES · May 4

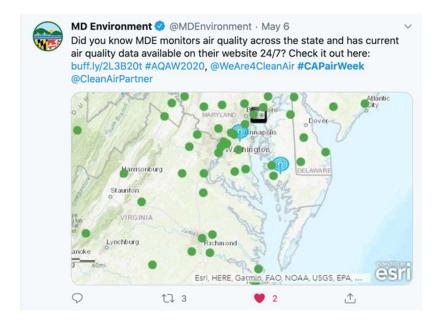
The car free way to maintain the city's PM 10 monitor (a particulate monitor). Learn more about the City's air quality at

alexandriava.gov/airquality

#AlexandriaVA

#AirQuality #CAPAirWeel







Casey Trees @CaseyTrees · May 6

Casey Trees @CaseyTrees · May 6
Happy Air Quality Awareness Week! Trees remove carbon dioxide from the air, produce oxygen and also intercept airborne pollutants common to cities. This video with @CleanAirPartner looks at trees and their role in air quality: youtu.be/9KGOrYDomq0 #AQAW2020 #CAPAIRWEEK



0

Dig Deeper: "Cleaner Air Tree by Tree" Lesson Guide How can you estimate the benefits of a tree on air quality? This video will guide you through an activit... S youtube.com

17 2







2020 AIR QUALITY AWARENESS WEEK

#CAPairweek

SOCIAL MEDIA/DIGITAL OUTREACH RESULTS

Total Social Media Impressions (owned channels, boosted content, digital ambassadors)	154,602
Total Online Engagements (likes, comments, shares, saves, clicks)	15,446
Digital Ambassadors Engaged	12
Meteorologists Engaged	14
New Social Follows	14
Public Hashtag Uses - #CAPairweek	76
Partners Involved	7



Ozone Action Week:

Content + Challenges - #CAPozoneaction

Monday, August 3rd – Cool Down

- Easy ways to stay cool while reducing your carbon footprint and your energy bills.
- Share how you keep cool and energy efficient

Tuesday, August 4th – Exercise Safe

- Check the air quality index before outdoor workouts.
- Select a safe workout. Share your exercise selfie.

Wednesday, August 5th - Plant Smart

- Maintain garden and lawn with electric equipment + avoid pesticides in favor of natural options. Plant native plants and wildflowers!
- Share your CO2-breathing, air-cleaning plant babies and garden hauls.

Thursday, August 6th - Travel Green

- Alternative forms of transportation (walking, biking EVs, hybrids) + tips to lower emissions of gas-powered vehicles.
- Post a picture of your green ride

Friday, August 7th — Cook with Conscience

- Use local produce and ingredients to reducing emissions from food transport. Opt for gas and electric over charcoal grills.
- Show us what you're grilling up!





Ozone Action Week:

Digital Ambassadors

Social Media "Street Team"

Name		Total Followers	Instagram Followers
Marion Haberman / My Jewish Mommy Life	Bethesda, MD	24,449	5,349
Jocelyn Brown / Hip Mama's Place	Manassas, VA	105,877	83,571
Melody Jones / Run 4 Margaritas	Arlington, VA	9,396	3,748
Jennifer Hernandez / Jenny the Voice	Lanham, MD	19,107	5,263
Akeeba Maze	Ellicott City, MD	45,319	8,355
Maiya Pilar	Baltimore, MD	12,996	12,996
Ashley Freligh / Spit Up and Sit Ups	Arlington, VA	29,098	11,271
Alexis Reed / Flecks of Lex	Silver Spring, MD	12,627	10,070
Romin Shahpouri	Washington, DC	9,762	9,753
Noémie V. Gaines	Hyattsville, MD	8,480	8,365
Lauren Edmondson / Awakened Yogi	Falls Church, VA	8,781	6,261



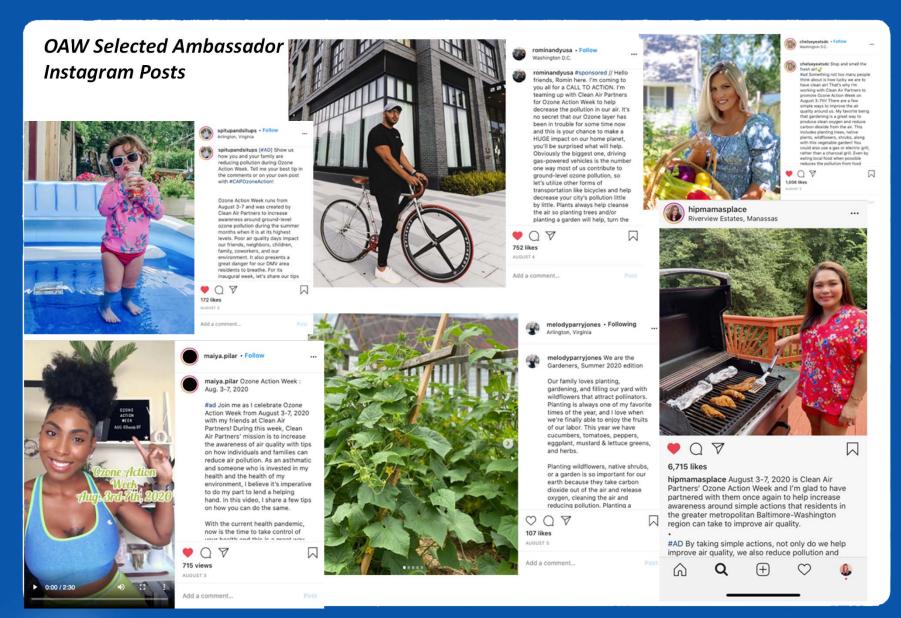
Ozone Action Week:

Digital Ambassadors

Metrics

Influencers Engaged	15
Total Impressions	109,034
Total Engagements	16,714
Likes on Content	12,218
Comments on Content	642
Content Shares	133
Content Saves	3,764
Clicks to Website	64







OAW Selected Ambassador Instagram Stories

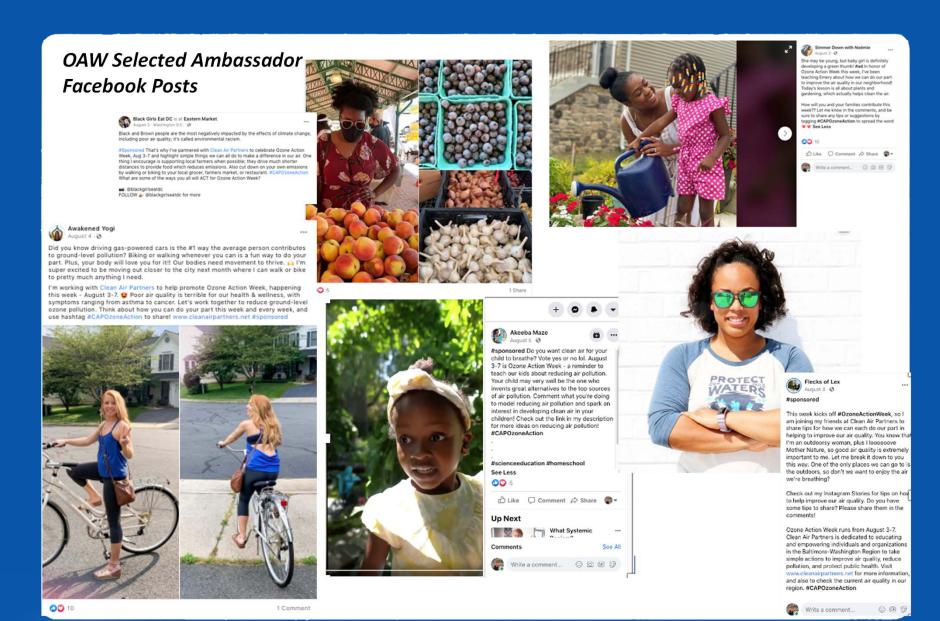
There are over 26,000 charging

stations in the U.S.











OAW Digital Ambassador Selected Comments



flightsandfoods I'm definitely getting some produce from the farm. Great message.

4w Reply



covidcuisine I love this!! I get produce from Hungry Harvest, which is an antifood waste organization that partners with local farmers. Great way to reduce food waste and keep it local! Also walk everywhere

4w Reply



bonappedee I absolutely love shopping at the farmer's markets 🤹 😍

4w Reply



themuseumgirlblog So important! Thank you for sharing! **

4w Reply



diaryofatravelingeatie I love this, and it's so important. Thank you for sharing! I walk wherever I can and try my best to buy local. I also recently bought reusable bags and napkins so I use less plastic and paper.



fabworkingmomjulie Ooh what a great week! Unplugging items not in use is a good one. And not leaving lights on during the day when you have sunlight

4w 1 like Reply



spitupandsitups @fabworkingmomjulie Great tips!





4w Reply



sunshineandholly These are awesome tips! I try to keep all the lights off during the day too to save energy.



0

daniellajaramillomua Me encanto el mensaje W hermosos tus nenes

4w 1 like Reply



@daniellajaramillomua muchas gracias Daniella 😃

4w Reply



4w 1 like Reply



4w Reply



Iomastrendymiami Awesome pic! And thank you for sharing my dear about Ozone Action Week

4w 1 like Reply



4w Reply



mamalatina 2 I didn't know it was ozone week! Great project.

0

stylechicksdotcom Our family tries to group errands together so we aren't using our car everyday. And most warm days, using a good fan instead of the AC does the trick!

4w 1 like Reply



hipmamasplace @stylechicksdotcom That's one way to save energy and contribute to cleaner air! Thanks for sharing your tip!

4w Reply



shewho wanders Thanks so much for sharing all these tips! Really important to raise awareness about it

4w Reply



jenblanca Our air quality is frequently bad out here, but it's nice to see more people out walking/biking

4w Reply



mommyblogexpert So important for everyone to do their part to protect the air for our families and reduce air pollution for future generations.

somehowimnotfat Such an important cause!!! One of the positive things about covid is that we have cleaner air!!

4w 1 like Reply



(a) chelseyeatsdc @somehowimnotfat so true!

4w Reply



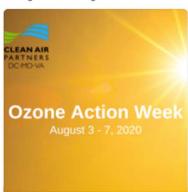
camly.me That's amazing to spread how to be a part of cleaner air in your area.



#CAPozoneaction Content Highlights



Ready for Ozone Action Week next week? See all of the challenges at http://www.cleanairpartners.net/ozone-action-week and join us and our board members SMECO PepcoConnect and Washington Gas to reduce ground-level ozone pollution when it's at its greatest: during the summer months. #CAPOzoneAction





Ozone Action Week I (

Ozone Action Week | Clean Air **Partners**

Ozone Action Week Climate Change

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28 Engagem

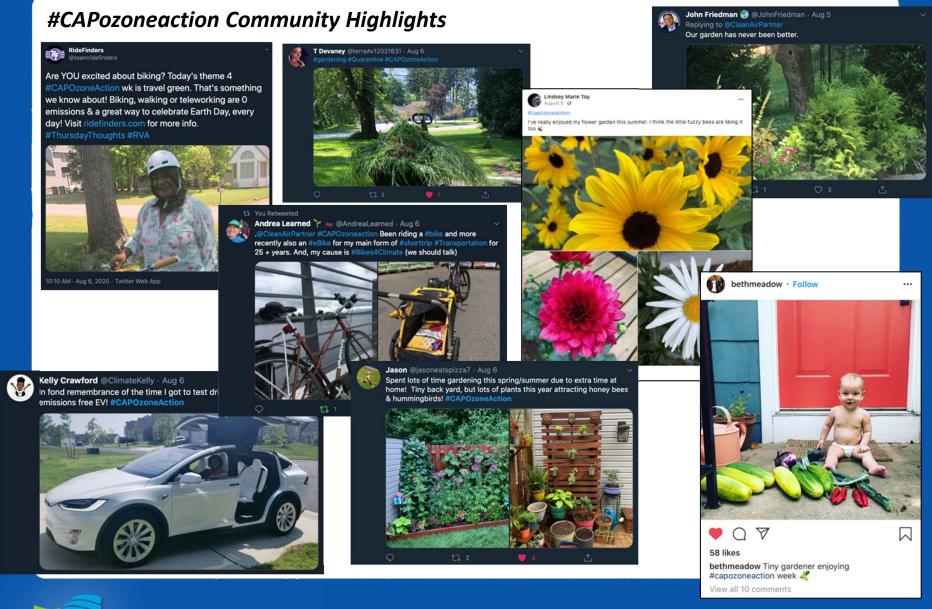
People Reached





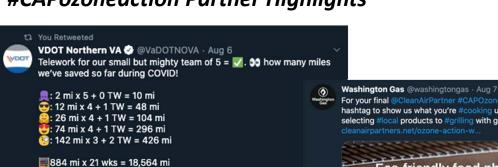








#CAPozoneaction Partner Highlights









Virginia DEQ @Virginia DEQ - Aug 4 Despite Virginia's record-breaking heat & a Tropical Storm Warning, we've had low levels of ozone pollution - good news for those that exercise outdoors! Be sure to check the Air Quality Index (fal.cn/39xEU). When green, it's safe to exercise outdoors #CAPOzoneAction



Metro Forward 0 Did you know today marks the last day of Ozone Action Week? Metro is committed to improving air quality by offering affordable, safe, and efficient transportation. Last year, our services helped the region avoid tailpipe emissions equal to 300,000 metric tons of CO2the equivalent to emissions from burning approximately 40 million gallons of gasoline. Learn more about our clean air strategies here:

COPD Foundation @COPDFoundation · Aug 7 COPD Foundation (COPD) Condition of the Summer Did you know? Ground-level ozone is at its highest in the summer

here. cleanairpartners.net/ozone-action-w...! #COPD

months. Read more about @CleanAirPartner #CAPOzoneAction Week



00 50



CLEAN AIR PARTNERS

2020 OZONE ACTION WEEK

#CAPozoneaction

SOCIAL MEDIA/DIGITAL OUTREACH RESULTS

Impressions on Owned & Influencer Content	727,515
Total Engagements	29,046
Influencers Engaged	15
Meteorologists Engaged	10
New Social Follows	32
Public Hashtag Uses	157



Partner Outreach

These partners and board organizations participated in #CAPairweek & #CAPozoneaction activities:

- Alexandria T&ES
- Baltimore Metropolitan Council
- Casey Trees
- COPD Foundation
- DC Department of Energy & Environment
- Go DC Go (DDOT)
- Maryland Department of Environment
- Metro Forward/WMATA
- Montgomery County Department of Environmental Protection

- Moms Clean Air Force
- One Montgomery Green
- Pepco
- SMECO
- Virginia DEQ
- Virginia Green Initiative
- Virginia DOT NoVA
- Washington Gas





Upcoming Fall Efforts & Partnerships

- Car Free Day September 22 in partnership with Commuter Connections
- Energy Efficiency Day October 7
- Children's Health Day October 8
- Home Heating Guide social content
- **Eco-driving Holiday Mini-Campaign** Nov 10 Dec 15
- Continued Meteorologist Outreach





Thank You