



## **Community Based Social Marketing**

Angie Hong, East Metro Water Resource Education Program

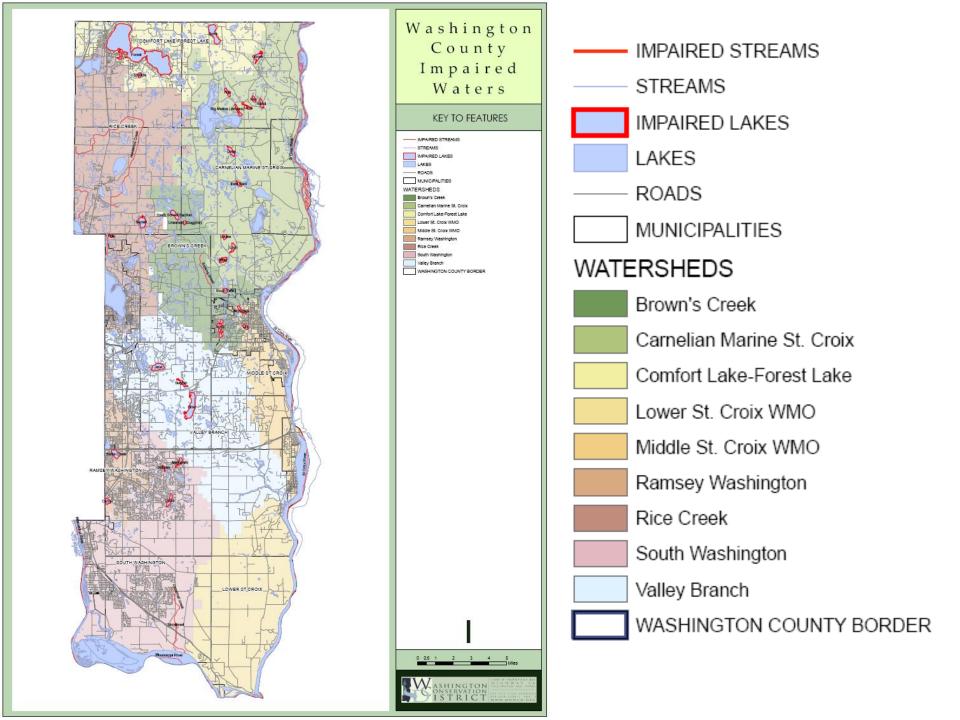


























#### Ways Your Blue Thumb Can Help Keep Water Clean:

#### Design Native Gardens

They are beautiful, cost less and require less maintenance than lawn grass





#### Create a Raingarden

Filter dirty stormwater from streets and rooftops before it enters our lakes and rivers

#### Stabilize Shorelines

Roots of native plants are extremely long so they anchor the soil and filter out pollutants as well as discourage geese from congregating









**Community Based Social Marketing** 

### Audience research and barriers analysis

### **Identifying Needs of the Target Audience**

Surveys, Phone Surveys, Focus Groups

#### **Primary Barriers:**

Aesthetics
Difficult
Costly (perceived and real)

#### **Approaches that Address Barriers:**

Show case many attractive examples Quality and timely assistance (design and installation) Provide cost estimates and financial incentive



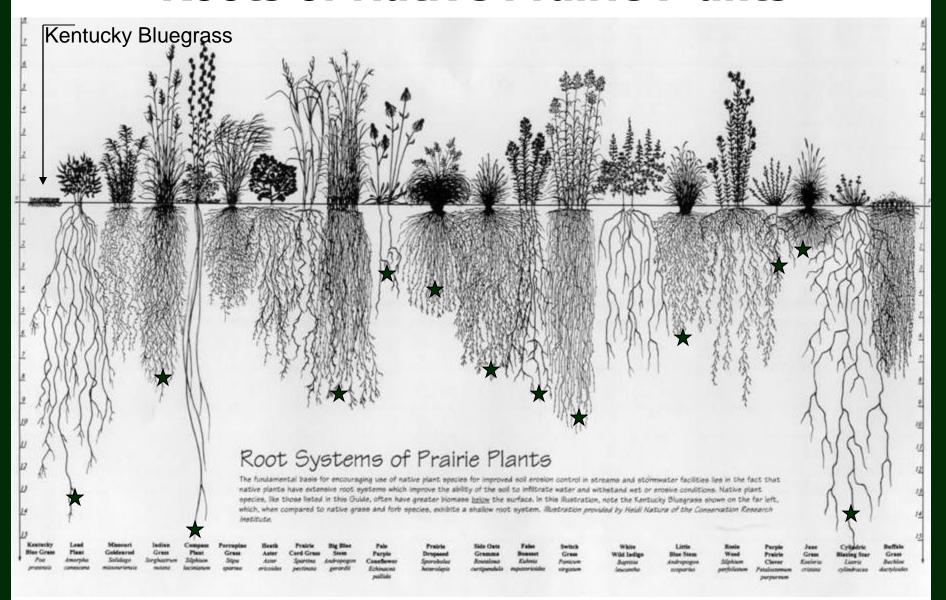


## Native Gardens





### **Roots of Native Prairie Plants**



Conservation Research Institute and Heidi Natura



Wild Indigo Azure Aster









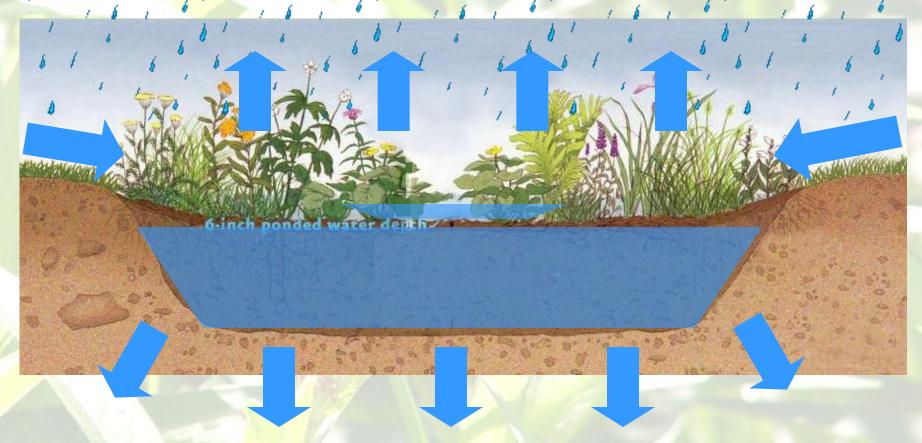






# Raingardens

## Raingardens (Capturing Rainwater / Stormwater )



Just like a regular planting, but able to absorb rainwater and breakdown pollutants

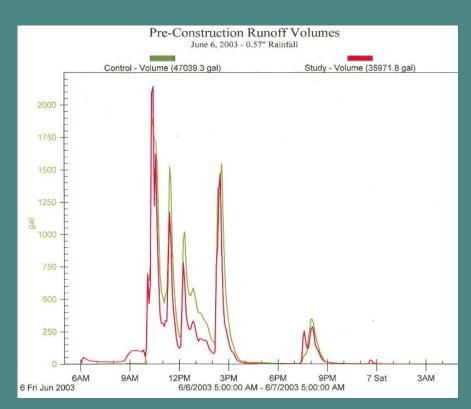
Concept - Gregg Thompson, Illustration - Taina Litwak, Animation - Ron Struss

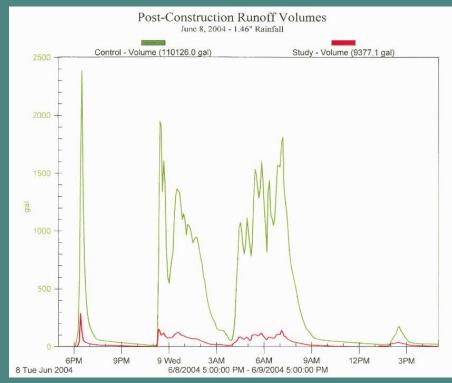






### **Burnsville Rain Gardens - Monitoring Results**









**Dakota SWCD** 



Photo: Shawn Tracy; Earth Wizards, Inc





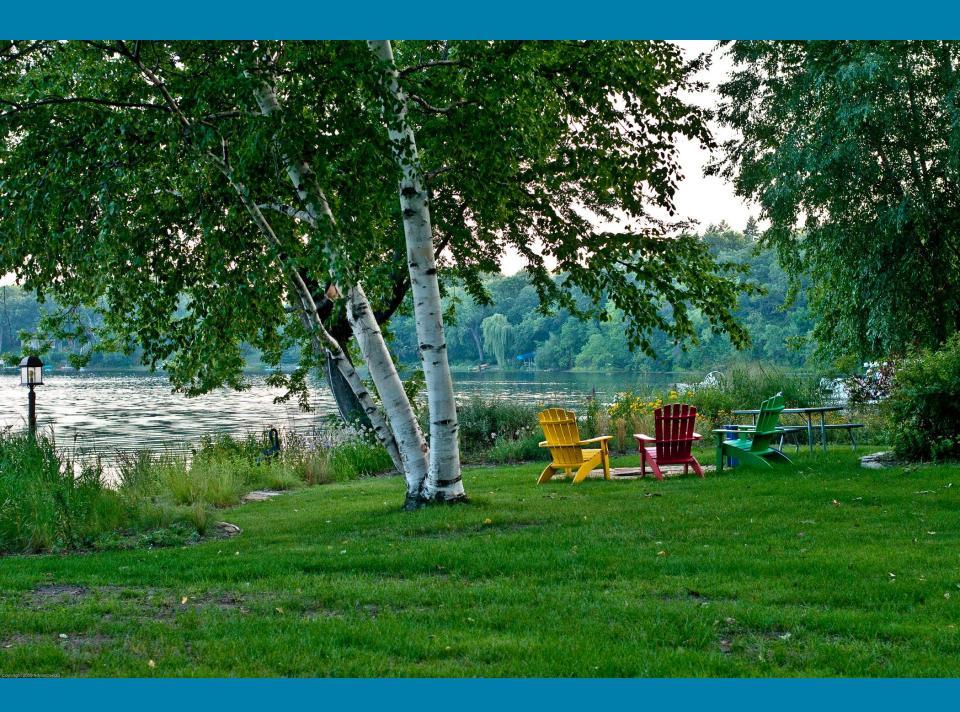






# Native Shoreline Stabilization









Mowed shoreline vegetation provides ideal browsing habitat for waterfowl with wide field of view to watch for predators





Designed and Installed by: Savanna Designs





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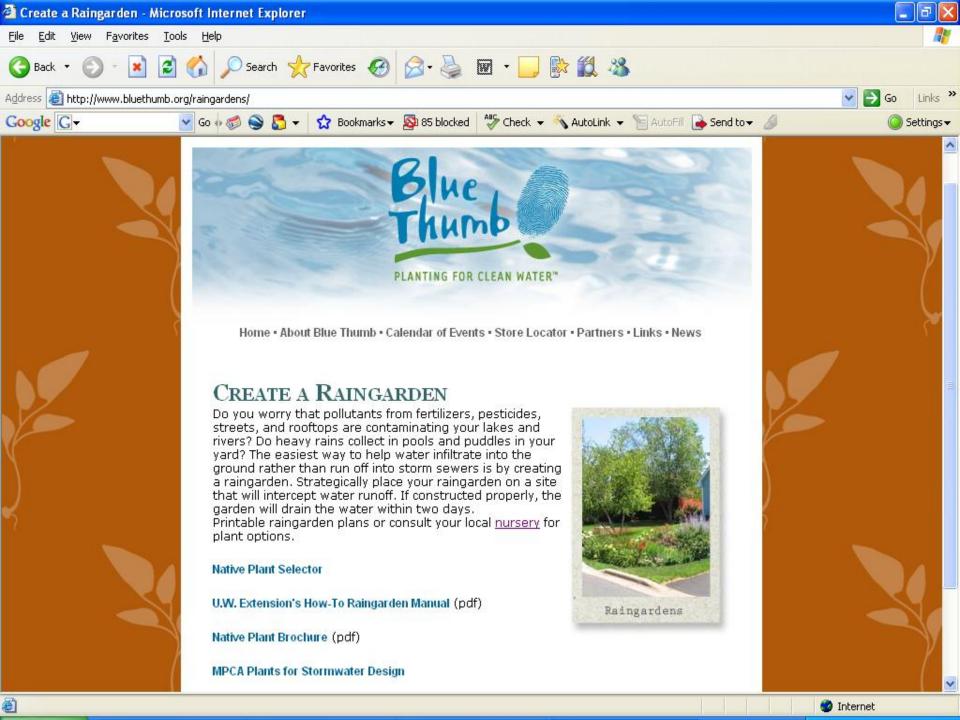


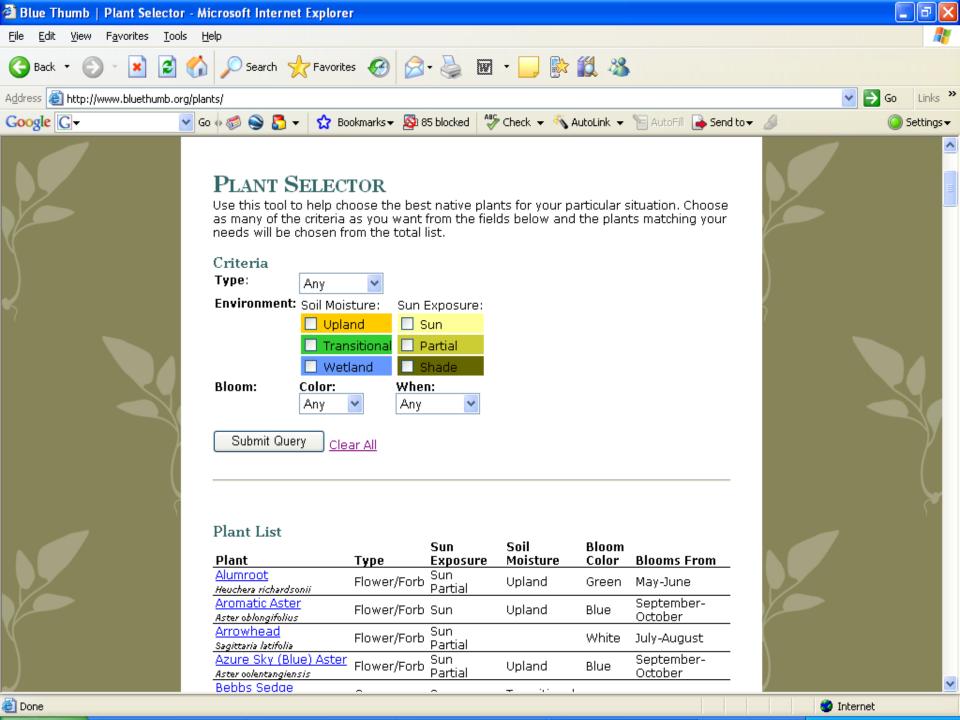


# **Easy-to-Use Website**

Displays and Educational Materials













people make plans to e to apply fertilizer. unt, at the right time.

ermine the fertility of ready present and the sphorus fertilizer for jis deficient.

ease form. This ne more slowly to e uniform growth. the fall so it can re more nitrogen

ving plants such as ial ryegrass varieties. e feet of lawn area

ning red fescue, f Kentucky bluegrass will typically require ea per year.

#### ing of lications

Sept, mid-Oct, May-

mid-Oct, May-June

mid-Oct.

#### HP:

Choose a fertilizer with 35 to 50% of the nitrogen in a slow-release form; look for the percentage of water insoluble nitrogen (WIN) on the label. Too much quick release nitrogen creates growth too quickly and can weaken the plant going into the summer.



Photo by Dakota County





# Targeting priority areas with neighborhood parties



#### **Blue Thumb Party**

**Activity Guide** 



When:

Where:

**Why:** Dare to imagine your yard as a lush and lovely landscape. Learn how the Blue Thumb - Planting for Clean Water program can help to create beautiful gardens for your home that are inexpensive, easy to maintain, attract birds and butterflies and help to keep local lakes and rivers clean. Get in touch with grants, garden blue-prints, local nurseries and landscape companies, how-to guides, workshops and more!

RSVP:

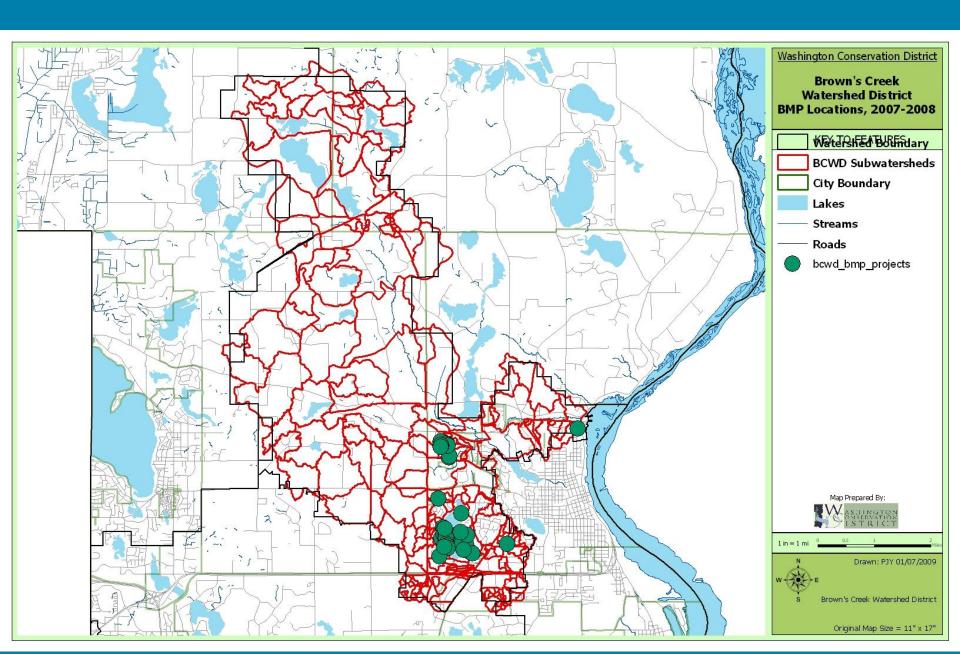
Discover the secret to leisurely landscaping at www.BlueThumb.org



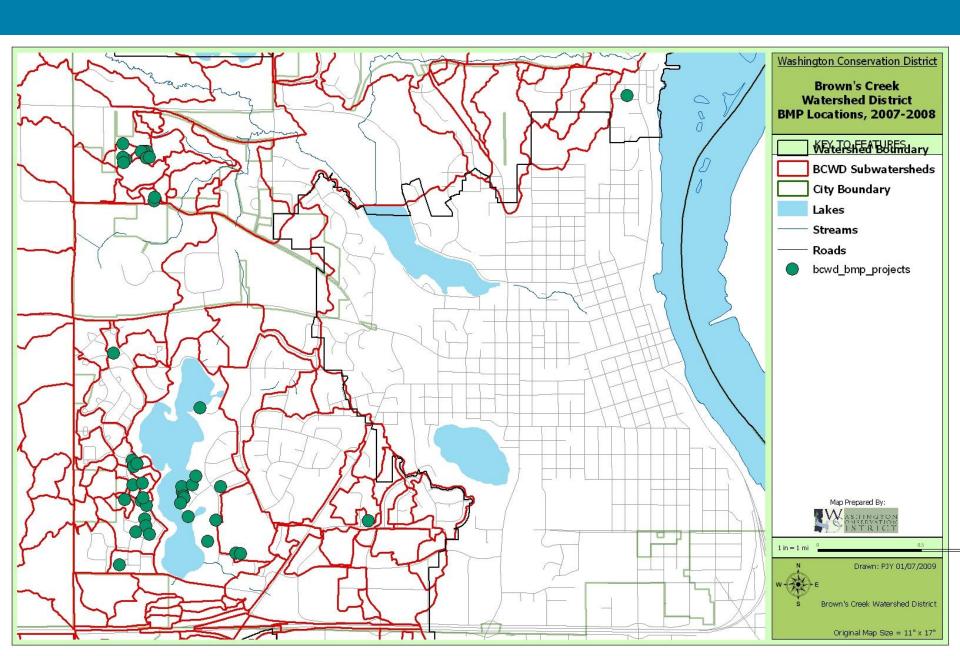




### The Locations



### The Locations



# The Projects

Jane Keyes

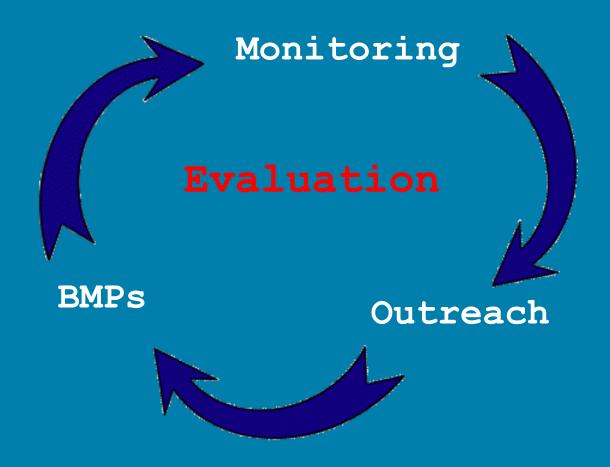


Before

**After** 

## Feedback Loop

Partner Priorities





•Between 1965 and 2004, the Washington Conservation District helped to install 197 BMP projects with private landowners in Washington County (roughly five per year).



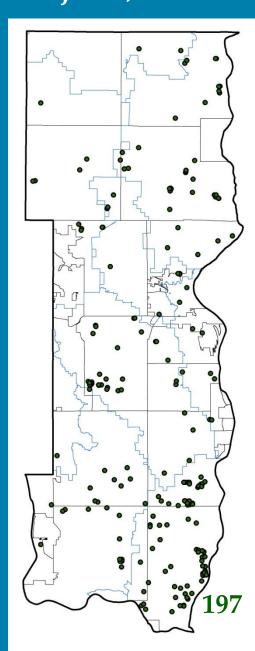
•Between 2006 and 2008, EMWREP program partners installed 73 projects - 55 of which were in 2008 alone.



In 2009, nearly 130 new projects were approved or installed by EMWREP partners.

#### WCD State Cost-Share Projects, 1965 - 2004

# Countywide BMP Projects, 2005 - 2008

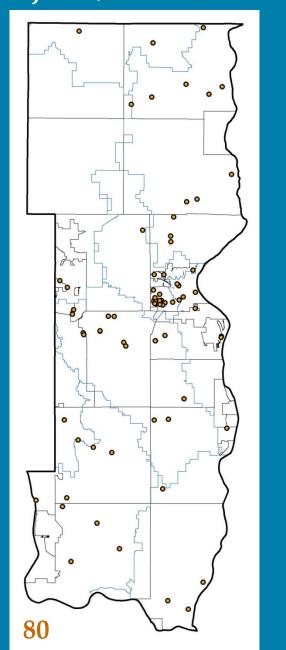


# BMP Implementation Programs

1965 - 2006 = 200 projects (5 per year)

2007 - 2008 = 80 projects (40 per year)

2009 = 130 projects



Google Analytics for www.BlueThumb.org

### How many?

8,422 visits in 2007 – first year of website

21,506 visits in 2008

23,880 visits in 2009 (up 11% from 2008)

\* 70% of the visitors are new

Google Analytics for <a href="https://www.BlueThumb.org">www.BlueThumb.org</a>

### What do they want to know?

- + They spend an average of 3.5 min on the site
- + They look at an average of 5 pages per visit
  - + The most popular pages are (in order)
  - Plants, Raingardens, Partners and Why?

Google Analytics for <a href="https://www.BlueThumb.org">www.BlueThumb.org</a>

### How do they find the site?

- + 27% direct traffic most hits after TV spots
- + 53% use search engines (Most popular keywords
  - are blue thumb, bluethumb.org, plant selector, bluethumb, blue thumb guide to raingardens)
  - + 19% come from referring sites mostly our partners' websites



# Questions?



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