

# SINGING OUTSIDE THE CHOIR

Laurie Adelhardt | ag@owlcreek.net | 410.705.3700 Susanne Zilberfarb | susanne@hammondmedia.com | 410.430.2613







#### Faces of Maryland Farming

Maryland is home to more than 12,000 farms, ranging from just a few acres to thousands of acres. From the mountains of Western Maryland to the sandy coastal soils on the Eastern Shore, our farm families run just about any kind of operation you can imagine. What they all have in common is a desire to be the best at what they do: growing the highest quality food, feed and fiber products for their families and yours.



"I farm because it's in my blood. You get done planting a field and you turn around and the sun's setting over the pattern of the crops that you've just planted and it's a pretty rewarding experience to see all the hard work pan out and know that you're helping to feed families throughout the Mid-Atlantic," says Mike Harrison of Woodbine, Md.

8.25B

400,000

155

Agriculture is Maryland's #1 industry, with an economic impact of \$8.25 billion each year. Farming is an economic powerhouse that fuels our rural communities and the state's economy.

Cover crops enhance soil health, recover unused nutrients and reduce erosion from wind and water. Maryland farmers plant more than 400,000 acres of cover crops each year.

Maryland farmers embrace innovation and technology to help them continually improve. Today each farmer raises enough food to feed 155 other people!

#### Follow us on Twitter

March 21 seems like a perfect day for this. It's a little too early to actually get your new garden gloves dirty.. fb.me/6O9iWm86W

This website is brought to you by Maryland farmers. Farmer checkoffs fund the Maryland Soybean Board and the Maryland **Grain Producers** Utilization Board Maryland farmers contribute to the checkoff each time they sell their soybeans and grain to provide funding for research, marketing and education.

#### Follow Us on Facebook



March 21 seems like a perfect day for this. It's a little too early to actually get your new garden gloves dirty just yet but a perfect time to be thinking hard about what you want to grow!

| Contact Us          |          |  |  |  |  |  |
|---------------------|----------|--|--|--|--|--|
| My Maryland Farmers |          |  |  |  |  |  |
| Name "              |          |  |  |  |  |  |
|                     |          |  |  |  |  |  |
| First Las           | ı        |  |  |  |  |  |
| Email *             |          |  |  |  |  |  |
|                     |          |  |  |  |  |  |
| Subject             | <u> </u> |  |  |  |  |  |
|                     |          |  |  |  |  |  |
| Your Message        |          |  |  |  |  |  |
|                     |          |  |  |  |  |  |

### **GET TO KNOW OUR FARMERS**

GOAL:

Introduce the face behind the farm to build consumer trust in Maryland farming.

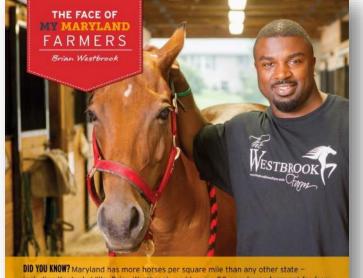


### MARYLAND STATE FAIR

SIGNAGE: Fairgrounds

- > Fact Posters
- Cutout Stands
- > Welcome Building Wrap



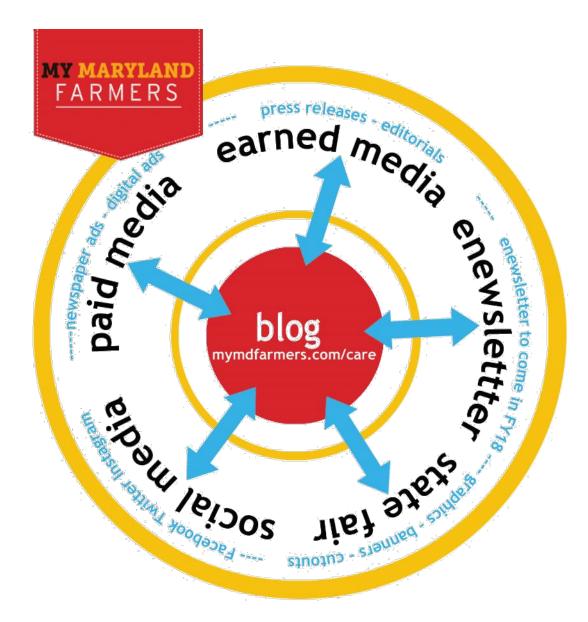


DID YOU KNOW? Maryland has more horses per square mile than any other state — including Kentucky! "I'm Brian Westbrook, and I own a 50-acre horse farm not far from where I grew up in Prince George's County."

- Brian Westbrook, former All Pro Running Back and Philadelphia Eagle







### CONTENT MARKETING

#### APPROACH:

- We develop <u>Content</u>

   about Maryland Ag that informs, entertains,
   encourages engagement and trust
- > The Content is placed on our Bloq
- We <u>Market</u> the blog via ads, social media, e-newsletter



### Welcome to My Maryland Farmers Blog

### Do You Need A Rooster To Get Eggs?

Feb 1, 2018 | 0 Comments

(VALLEY LEE, MARYLAND) — It's one of those things that you don't really think about. Until you think about it. And then, you can't stop thinking about it until you know. Where do eggs come from? Are they the beginning of baby chicks? If they're not, then what are...

Read More





#### What Do Farmers Do in the Winter?

Jan 18, 2018 | 0 Comments

(HOLLYWOOD, MARYLAND) - While most grain farmers are wrapping up harvest and transitioning to "winter mode," one farmer in St. Mary's County spent the day after Thanksgiving putting a new crop in the ground. Priscilla Wentworth of Anchored Roots Farm in Hollywood...

Read More

### THE BLOG

**CONTENT - Basics:** 

- Key Messages
- > Things consumers like
- Captivating photos
- Catchy headlines
- Shareable online
- > Blend info with entertainment





Travis Hutchison



• Jamie Tiralla

Videos



Eric Spates



### THE BLOG

**CONTENT - Meet our Farmers:** 

- Multiple features from a farmer to build story
- > Bonus: Videos!

THE FACE OF
MY MARYLAND
FARMERS



How And Why Maryland Farmers Decide To Control Weeds



Farming GPS



Spraying Technology



Unloading Corn From On-Board Storage In Combine Onto Grain Truck



The Combine In Action



Transferring Corn From Truck To Bin Using An Auger



Back It Up, Back It Up...



Hay Takes A Ride To The Loft



Transferring Corn From Truck To Bin



### THE SURPRISING LINK BETWEEN GMOS AND THE CHESAPEAKE BAY





That soybean was among the first GMO plants to hit the U.S. market, GMOs,

### **INSIDER'S GUIDE TO MARYLAND** FARMER'S MARKETS: EARLY SUMMER EDITION

### **MANI-PEDIS AND DRUG** RESISTANCE: LIVESTOCK NEEDS SPECIAL TREATMENT TO KEEP HEALTHY

ere's a lot of special care that goes into raising livestock

eryone is enchanted by the idea of all natural, but the reality is that domesticated animals need mans to care for them and keep them healthy," said Jamie Tiralla, co-owner of Monnett Forms in

her form, Jamie and her husband. Benson, raise cattle, pigs, sheep and goats for meat oduction. The last two, sheep and goats, are the two that require the most care and attention,

and goats have hooves that grow like our finger nails. With soft ground, they can't wear them down like they might in a rocky climate. We have to help them out."

for the animals to walk around

On spa days, as same calls them, they bring the assistance and dock area. Each animal is brought through a shoot and into a head gaze that secures them while the furmers are working on the animals

iks. Now, are you ready to take it next-level? We asked three Maryland

WHAT COSTS \$350,000 AND HAS THE TOP SPEED OF A GOLF CART?



rned over and started to hum. That's when Maryland farmer Eric Spates breathed a sigh of relief.

luly, when he was harvesting gats, the combine had gotten clogged. Once deared, another issue d cropped up - a belt needed replacing - and as time went on, one thing led to another

ys to harvest grassy, thin-stemmed crops like oats, barley and wheat, bushy plants like

\$250,000, they are a vital part of farming today.

With one machine, the crop is picked, cleaned and lifted into a hopper to be transferred for storage

The whole process occurs at the blistering speed of about 3 to 4 mph. In the field, Spates will steer the cones on the corn head through the rows of corn. As the combine works through the row, the corn stalks are pulled down through the head. Deck plates pop the ear off the stalk, and a serie

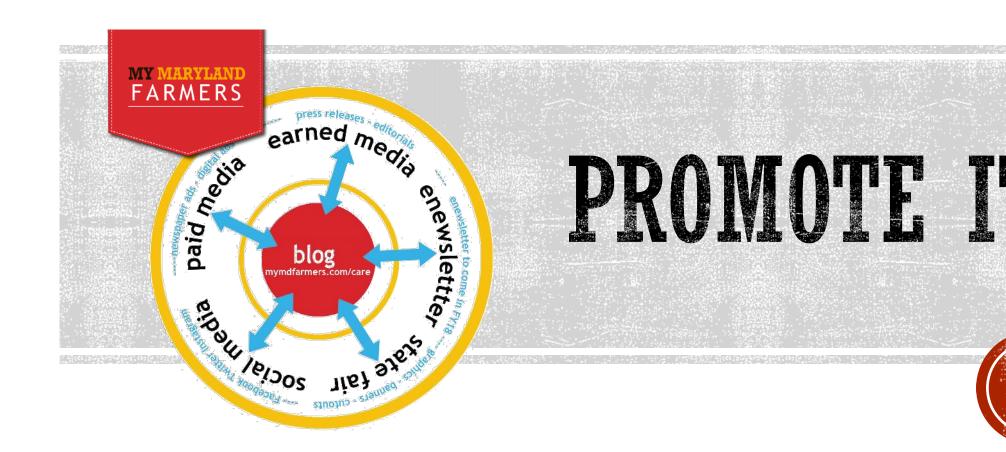
### **MY MARYLAND** FARMERS

### THE BLOG

### **CONTENT** – Hot Topics in:

- Environment
- **Animal Health**
- Sustainability
- > Food & Nutrition
- **Economics**









- Monday: Key messaging, Did you know, Q&A, True/False
- Tuesday: Campaign/industry promotion, local stories, economic impact
- Wednesday: Agriculture technology, In the news
- Thursday: Blogs, meet your farmers
- Friday: Farm Fridays, events, recipes









### SOCIAL MEDIA

- FACEBOOK: facebook.com/myMDfarmers
- INSTAGRAM: instagram.com/mymdfarmers
- TWITTER: twitter.com/mymdfarmers



#### Messages:

- 1) Meet the farmers growing the highest quality food, feed and fiber products.
- 2) Meet the farmers who treasure the Chesapeake Bay and protect our land and water for future generations.
- 3) Discover the men and women behind Maryland's billion-dollar industry that fuels our rural communities and state's economy.





### SOCIAL MEDIA

#### PAGE PROMOTIONS:

Target Audience:
Ages 25-65+
DE/MD/VA

> Total Spend: \$865

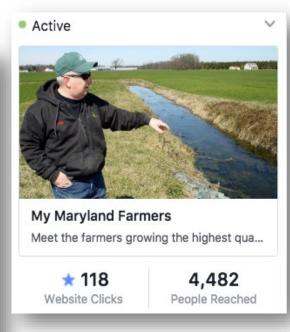
> Total Reach: 54,113

> Total Likes: 3,235









### SOCIAL MEDIA

### WEBSITE PROMOTION:

- Goal: Drive Facebook users
   to the Blog page ad
   content remained the same,
   but the images changed
   based on review of reach
   and website clicks
- > Monthly Budget: \$100
- > Total Reach: 8,463
- Website Clicks: 364

|                        |  | Reach   | n: Organic / Pa | aid 🔻 | Post Clicks | Re         | actions, Comn | nents & Shares 🔻 |
|------------------------|--|---------|-----------------|-------|-------------|------------|---------------|------------------|
| Published ▼            | Post   | Туре    | Targeting       | Reach |             | Engag      | ement         | Promote          |
| 02/06/2018<br>3:18 pm  | We can't wait for tonight's episode! #MyMdFarmers                      | •       | 0               | 534   | I           | 14<br>19   |               | Boost Post       |
| 02/06/2018<br>11:15 am | What is the only vegetable or fruit that is never sold frozen, canned, | <b></b> | 0               | 1.2K  |             | 161<br>33  |               | Boost Post       |
| 02/06/2018<br>8:35 am  | your dream job?  | S       | 0               | 425   | I           | 13<br>11   |               | Boost Post       |
| 02/05/2018<br>3:01 pm  | Congratulations to the Bowling family who recently received the        | ╚       | 0               | 759   |             | 74<br>19   |               | Boost Post       |
| 02/05/2018<br>1:22 pm  | Be there for the debut of the Legacy Wine Trail, featuring the         | S       | 0               | 1.1K  |             | 27<br>23   |               | Boost Event      |
| 02/05/2018<br>11:19 am | Exciting news! New Farmers Market will open in                         | ╚       | 0               | 588   |             | 13<br>16   |               | Boost Post       |
| 02/04/2018<br>7:30 am  | David Hancock tells us why this tiny calf needed a bottle of           | •       | 0               | 1.5K  |             | 155<br>111 |               | Boost Post       |
| 02/02/2018<br>9:30 am  | In honor of Super Bowl weekend We're not sure                          | •       | 0               | 5.2K  |             | 646<br>523 |               | Boost Post       |
| 02/01/2018<br>5:20 pm  | Of course you've heard of the<br>Super Bowl, but what about the        | <b></b> | 0               | 520   | I           | 8<br>14    |               | Boost Post       |
| 02/01/2018<br>4:45 pm  | Do hens need a rooster to lay eggs? But seriously! We've got           | S       | 0               | 4.2K  |             | 248<br>88  |               | View Promotion   |

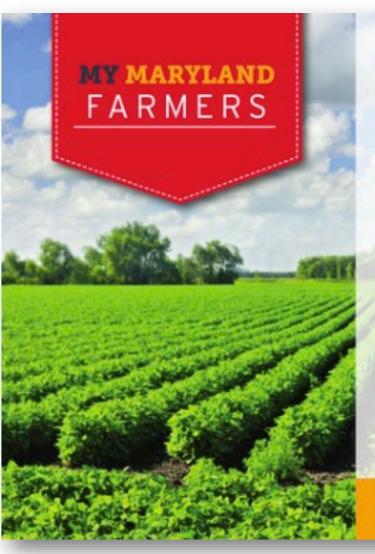


### SOCIAL MEDIA

#### **POST PROMOTIONS:**

- Goal: Drive Facebook users to the website
- > Target Audience: Ages 18-65+, Maryland
- > Total Spend: \$355 (\$40-50 per blog)
- > Total Reach: 26,411
- ➤ Blog Clicks: 734





## You see ... A MARYLAND FARM FIELD.

We see ...
FARMERS WHO:

- . Cherish the Chesapeake Bay
- · Add billions of dollars to the state's economy
- Protect our land and water for future generations
- Create local jobs
- Grow high-quality food, feed, fiber and fuel products

Find out more at MyMdFarmers.com/care

Half-page advertisement published June – September Bay Times (3), Record Observer (5), Star Democrat (4), Times-Record (3)

### PAID WEDIA

#### PRINT ADS:

- > Ads ran a total of 15 times
- > Cost: \$2,679
- Circulation: 42,350
  Bay Times 6,100
  Daily Times 14,852
  Record Observer 5,000
  Star Democrat 16,398



. Grow high-quality food, feed, fiber and fuel products

Find out more at MyMdFarmers.com/care

Create local jobs

MarylandReporter.com < news@marylandreporter.com> Reply-To: news@marylandreporter.com To: susanne@hammondmedia.com

The news site for government & politics in the Free State

### The news site for government & pointes in the Fice State MarylandReporter.com

Monday, August 21, 2017

#### County officials flock to Ocean City to snooze, schmooze

As they've done since the 1970s, hundreds of county officials flocked to the Ocean City Convention Center this past week to snooze and schmooze at the annual summer conference of the Maryland Association of Counties (MACo). Snooze is what most of their constituents would be doing at the scores of conference sessions on the nitty-gritty of local government, from planning and appeals to hiring and tourism. Attendance is actually quite good, and some sessions are packed.



Mon, Aug 21, 2017 at 9:04 AM



#### Rascovar: Hogan and Pugh did the right thing

In this seminal period of American history, it is important for elected officials to display moral courage and leadership rather than more fashionable politics of survival - and a craven pandering to people's baser instincts. Both Maryland Gov. Larry Hogan and Baltimore Mayor Catherine Pugh took the high road last week, doing what was right even if it proved controversial. The two leaders acted quickly to remove Civil War-era statues that inflamed public debate





### PAID MEDIA

### MARYLANDREPORTER.COM PRINT & DIGITAL ADS:

- > 3 ads in 3 sizes: digital newsletter banner plus medium and half-page print ads
- Cost: \$2,000
- Circulation: 8,600





Before the beer,
THERE'S THE BARLEY.

Before the burgers,
THERE'S THE BEEF.

Before the fries, Astroturf and the ink for the tickets,

THERE ARE SOYBEANS.

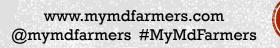
Maryland's farmers are game-day MVPs. Plus, they've got a winning record of meeting and exceeding Chesapeake Bay environmental goals.

Find out more about Maryland's real Farm Team at MyMdFarmers.com/Football

### PAID WEDIA

#### **RAVENS ADS:**

- > Digital ad online
- Half-page ad published in the 2017 Ravens Program distributed at all home games
- > Cost: \$2,500
- Circulation: 710,000(2 preseason games, 8 regular season games)









MY MARYLAND FARMERS

### MARYLAND STATE FAIR

SIGNAGE: Exhibits

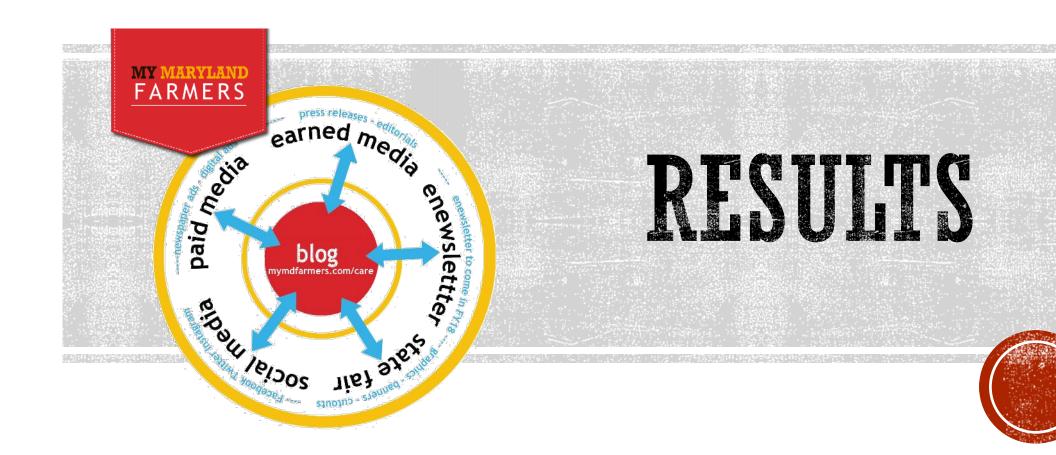
- Innovation, Technology,
   Sustainability wall banners
- STEM panel display stands
- "Farmers Care" banners

#### MSF WINS!

International Association of Fairs and Expositions awarded TWO

1st Place Consumer Education Awards for MY MARYLAND FARMERS exhibits





### 768 on May 30 9,735 on Jan 30



### WHAT WE LEARNED

### STRONG CONTENT WINS.

People are coming to our homepage, are responding to our paid ads, and are engaging in our social media to get to our Blog posts – then following us.



People who engaged with our page through a click, share, or comment over the last month

• 1,533,486 Unique Users

People who saw any of our posts:

Organic=124,644

Paid=1,098,489

Viral\*=310,325

• 3,589,555 **Impressions** 

Organic=1,007,754

Paid=1,895,733

Viral\*=680,468

• 261,319 Video Views

63,000 watched more than once!

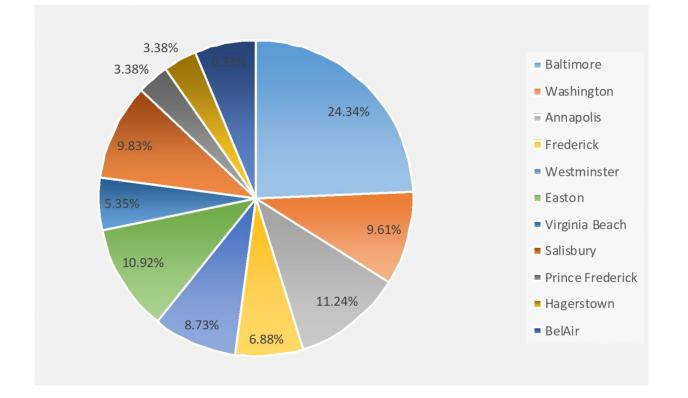


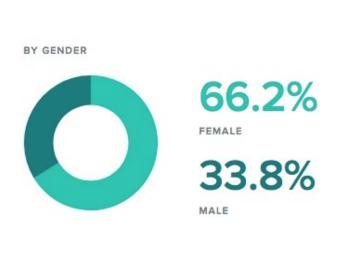
## WHAT WE LEARNED

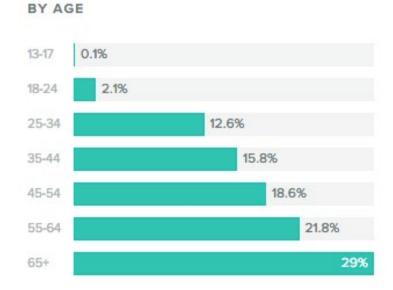
USER NUMBERS EXPLODE EXPONENTIALLY.

Once on website, people are reading the post that caught their eye and browsing around for more content.









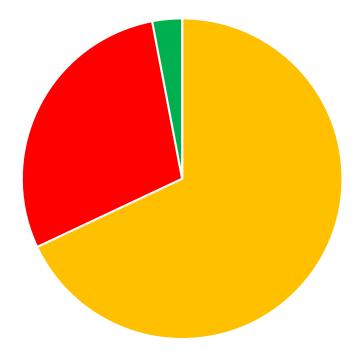
### MY MARYLAND FARMERS

## WHAT WE LEARNED

CAMPAIGN REACHES
TARGET URBAN AUDIENCE.

83% are within an hour of Baltimore/DC 95 corridor.

#### Website Traffic Source



Social Media: 68%

• Advertisements: 29%

Online Search: 3%

|   | Blog Reach | Paid   | Organic |
|---|------------|--------|---------|
| Farming is a 24-7 job   | 7,432      | 5,800  | 1,632   |
| Livestock gets the spa treatment.                                     | 5,841      | 4,217  | 1,624   |
| Concerned about the Chesapeake Bay?                                   | 3,161      | 2,222  | 939     |
| Ready for some football?  | 4,177      | 3,744  | 433     |
| Get the "skinny" on organic.  | 3,958      | 3,816  | 142     |
| Being a part of agriculture means being a part of Maryland's history. | 4,260      | 4,100  | 160     |
| TOTAL   | 28,829     | 23,899 | 4,930   |



## WHAT WE LEARNED

#### PAY TO PLAY.

- 83% of total social media reach resulted from boosted posts.
- A spend of \$296 reached nearly 30,000 Facebook users within our targeted audience.



### Consistency.

Create brand and stay within its parameters.

#### Collusion.

Featured farmers and contributors must follow philosophy of brand.

#### Consumer Focus.

To effectively engage consumers, must step into their shoes to determine how a positive ag message can fit in their world.

#### Commitment

Establish editorial calendar and hire a very dedicated agency, or make sure your team has the skills necessary to build the site, create the blogs, constantly promote on social media.

#### Collaboration

Allied farm groups/friends are critical to amplify the message by sharing, commenting and liking on social media.

## WHAT WE LEARNED

Start in the shallow end and understand your limitations.







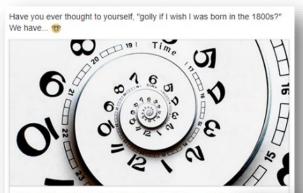
- Blog Posts original local content and photography
   26 posts x \$800/post = \$20,800
- Website Development \$7,200
- Site Registrations/Updates \$2,800
- Social Posts write, photograph, schedule and respond \$300/week x 52 = \$15,600
- Facebook Page/Post Promotions\$10/day x 365 = \$3,650
- \$50,050 \$0.04 per user



### BUDGET

- Maryland Soybean Board and Maryland Grain Producers Utilization Board committed to the development of the project
- Additional partners will be sought to support maintenance and growth





HEYWISE.COM

Quizzes

Paid Ads

Google Adwords

- Expand Instagram
- Expand Twitter
- Events

What Time Period Do You Really Belong In? - Have you ever seen the sunset under the desert sky? Did you ever want to

Have you ever felt like you just don't fit in? From your clothes to you be a cowboy growing up? Do you think you'd look good in chaps? might seem like the odd man out. However, if you lived in a different could be the coolest kid on the block.



How Much Do You Know About the American West? -

first things that may come to mind are

and in short, the Wild West. There's...

Are you a picky eater? Do you have an adventurous palate? What did you say the first time you were offered sushi?



What Does What You Eat Say About Your Age? - Heywise

It's supposed to take at least 20 tries of a new food before you'll develop a taste for it. We've all got our own unique culinary preferences. Plus, it's not always about...

FARMERS

### WHAT'S NEXT

BUILD ON THE 1.5 MILLION AUDIENCE





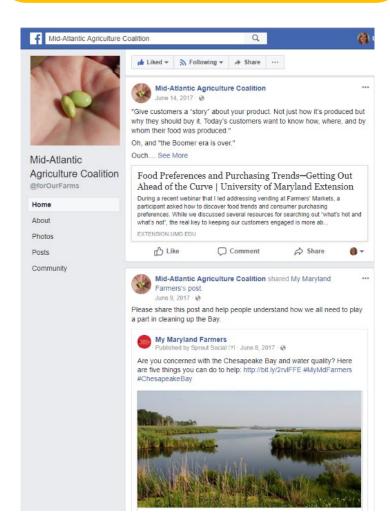
facebook.com/myMDfarmers



instagram.com/mymdfarmers



twitter.com/mymdfarmers



- Like MyMdFarmers Facebook, Twitter, Instagram
- Share posts
- Provide stories and photos
- Invite us to your farm
- Sponsor MyMdFarmers campaign
- Sign up for Ag Coalition email newsletter
- Join our Mid-Atlantic Ag
   Coalition page on Facebook:
   https://www.facebook.com
   /forOurFarms/



### AMP IT UP

OUR POSITIVE, FACTUAL AG MESSAGES NEED TO GROW.

Current monthly reach:

110,684 Engaged Users 1,533,486 Unique Users 3,589,555 Impressions





## LET'S GROW

Laurie Adelhardt | ag@owlcreek.net | 410.705.3700 Susanne Zilberfarb | susanne@hammondmedia.com | 410.430.2613





