# AQUA-LIT

# D6.3 – Promotional campaigns and public outreach campaigns report





**Project No.** 

-	
Project acronym	AQUA-LIT
<b>Project name</b> Preve Environment from the Aqua	entive Measures for Averting the Discarding of Litter in the Marine aculture Industry.
Start date of the project	01.01.2019
Duration	24 months
<b>Deliverable ID</b> report	D6.3. Promotional campaigns and public outreach campaigns
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NAME OF AUTHOR	NAME OF ORGANIZATION
Margherita Zorgno	EurOcean Foundation





Dissem	ination level	
PU	Public	Х
со	Confidential, restricted under conditions set out in Model Grant Agreement	
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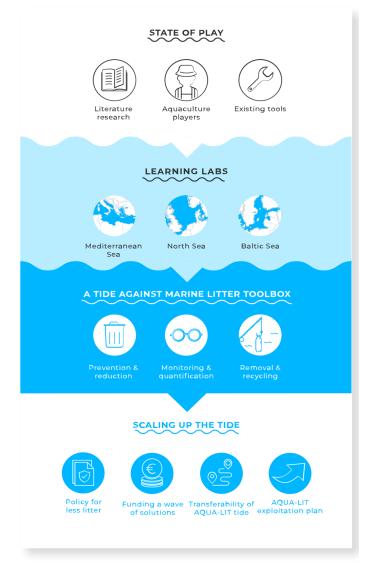
## **AQUA-LIT project**

**AQUA-LIT** is an EASME-EMFF funded project that aims at providing the aquaculture sector with a sustainable **toolbox** of innovative ideas and methodologies to address the 3 main components of marine littering: **prevention & reduction, monitoring & quantification, and removal & recycling.** 

To fulfill this mission, we will be working face-to-face with aquaculture farmers in three **regional Learning Labs**: at the **Mediterranean basin, the North Sea and the Baltic Sea regions.** In parallel, we will identify and cluster existing, upcoming and already implemented tools on marine littering, and we will further **develop a platform and an app** for providing the **'Tide against marine litter toolbox'.** 

Lastly, we will **'scale up the tide'** by developing the **'policy for less litter'** set of recommendations, by showcasing the **'funding a wave of solutions'** available for the sector and by coming up with a **transferability plan for outermost regions.** 

Through this, we expect to help all stakeholders from the aquaculture chain to increase the understanding, awareness and availability of solutions, so a potential **transformation of the aquaculture sector towards a less polluting sector** can become possible.









Geonardo Environmental Technologies (GEO)



European Centre for Information on Marine Science and Technology **(EurOcean)** 



AQUA

Vlaams Instituut voor de Zee -Flanders Marine Institute- **(VLIZ)** 



Sustainable Projects GmbH (s.Pro)



Instituto Español de Oceanografía -Spanish Institute of Oceanography- (IEO)



Société d'Exploitation du Centre National de la Mer - French National Sea Centre in Boulogne-sur-Mer- (Nausicaa)



Fundo Regional para a Ciência e Tecnologia -Regional Fund for Science and Technology-(FRCT)





## **1. Executive Summary**

This document presents the promotional and public outreach campaigns carried out along the first half period of the project (M1-12). These campaigns were launched to increase visibility and awareness among the targeted audience groups and the general public, exploiting the latest trends and functions of social media (Facebook, Twitter, Instagram, LinkedIn), utilising visually appealing graphic design, and disseminating among the partners networks. The first campaing was dedicated to the project launch and the second to the Learning Labs. Outreach and invovlment of the general public has been always ensured by regular posting on social media and through a periodic newsletter. The development of the campaigns and outreach content is under Subtasks 6.3.1 and 6.3.2, and is strictly following the AQUA-LIT visual identity guideliens (Deliverable 6.1).

### 2. Promotional campaigns

Campaigns are a very important part of the project, since they are often one of the best way to interact and engage with targeted stakeholders and reach out the general public. Along the first 12 months of the project, two online promotional campaigns were carried out: project launch campaign and Learnig Labs campaing.

### Project launch campaign

The AQUA-LIT project launch campaign was carried out along Month1 (Janaury 2019) with the aim of maximising visibility of the project's existence and objectives, and start to create an online community of followers in the social media. Facebook post reached 500 people and got 25 engagments. Twitter post got 4,185 impressions, 69 engagments, 24 likes and 12 retweets. Instagram post had 18 likes and reached 58 people, and this was the first post published on our Instagram account. It is important to mention that these results are organic, and no paid promotion was carried out.

<u>Target groups</u>: general public, aquaculture community, industry players, policy makers, NGOs, imporant networks (e.g. AQUACULTURE ADVISORY COUNCIL - AAC)

<u>Main contet conveyed</u>: project's objectives, partners involved in AQUA-LIT, future activities of the projects.

Channels:

> AQUA-LIT Social media channels – Facebook, Instagram, Twetter, YouTube





Posts with appealing design were shared throuhout AQUA-LIT social media channels, inviting the audience to visit the new <u>AQUA-LIT website</u>, learn about the project aim and future plans and follow AQUA-LIT social media.

Facebook:

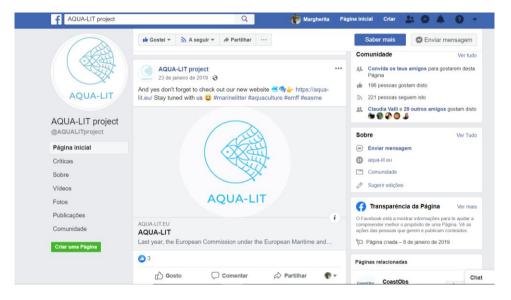
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	AQUA-LJT project 14 de james de 2019 G Are you concerned about immatrieitler? Us too and we are planning to Are you concerned about immatrieitler? Us too and we are planning to
AQUA-LIT	bring measures for the #aquaculture sector Sobre Ver Tu #EASME & #EMFF
AQUA-LIT project	Enviar mensagem     agua-t-eu     Troisen
Página inicial	AIM Sugar edges
Criticas Sobre	to increase the Film State a Página Verm
Videos	UNDERSTANDING, AWARENESS
Fotos	AND 12 Página criada ~ 8 de janeiro de 2019
Publicações Comunidade	AVAILABILITY OF SOLUTIONS regarding Páginas relacionadas
Criar uma Página	MARINE LITTERING FROM AQUACULTURE ACTIVITIES AT SEA
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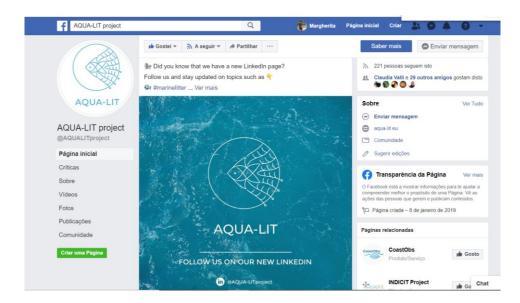




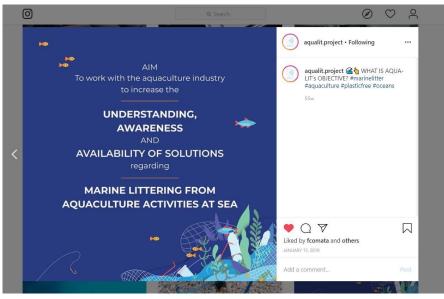






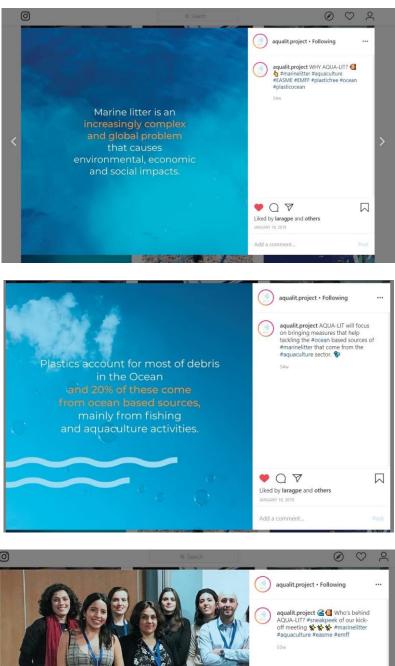


#### Instagram:



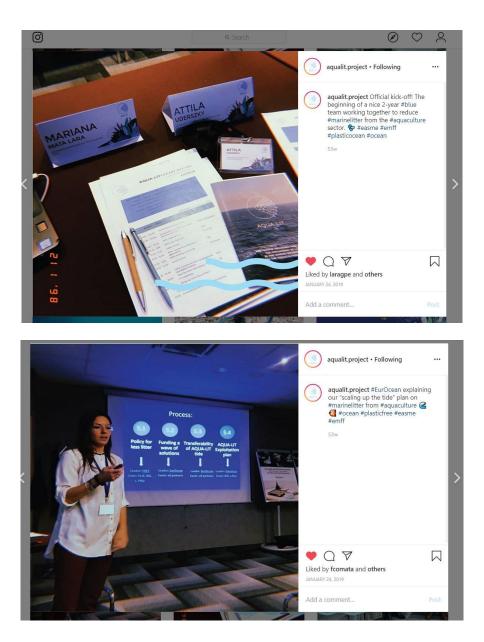






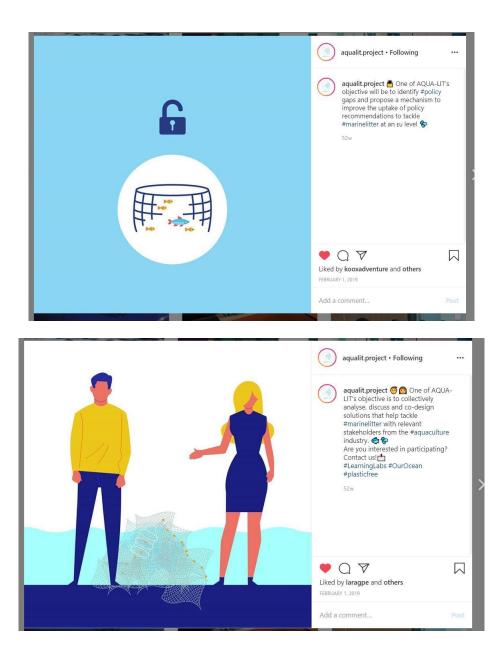








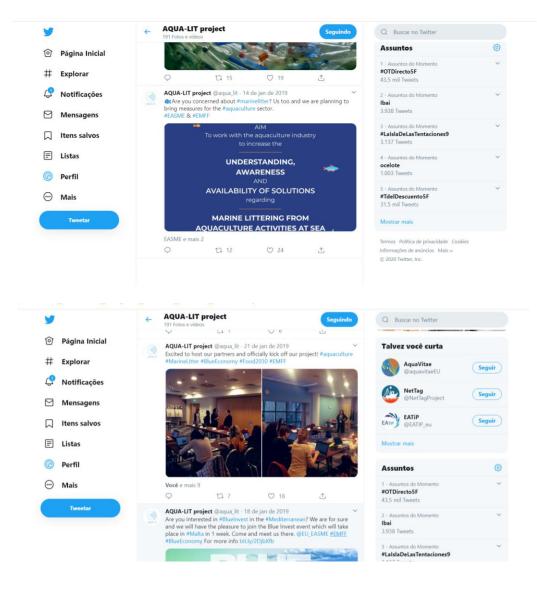








Twitter:









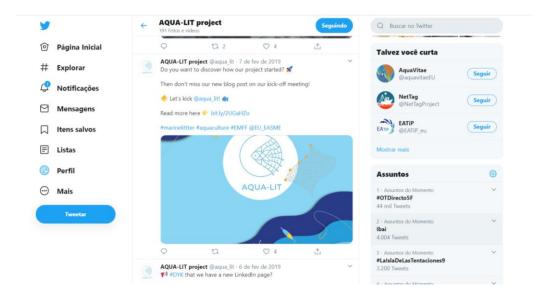


Figure 1: AQUA-LIT promotion on AQUA-LIT social media channels



AQUA-LIT project @aqua lit	Impressions	4,185
Concerned about #marinelitter? Us too and we are planning to bring measures	Total engagements	69
for the #aquaculture sector.	Likes	24
pic.twitter.com/W9gIxn1sgT	Media engagements	14
	Retweets	12
Reach a bigger audience Get more engagements by promoting this Tweet!	Profile clicks	10
	Detail expands	6
	Link clicks	2
Get started	Hashtag clicks	1

Figure 2 Numbers of engagement in Twitter for the post about project launch

#### > AQUA-LIT Website blogposts

A dedicated blogpost on the project launch was published in the AQUA-LIT website (<u>https://aqua-lit.eu/news/4/aqua-lit-new-eu-project-on-marine-litter</u>). The project Kick of Meeting was done in Month1, and a dedicated promotion blogpost was also published in the website (<u>https://aqua-lit.eu/news/12/let-s-kick-aqua-lit</u>).

#### Partners Newsletter

EurOcean monthly Newsletter reaches 6000 marine and not marine related audience in Europe. An article dedicated to the AQUA-LIT project launch was send with the January 2019 edition. Project launch was also promoted in the VLIZ newsletter VLIZINE. Links: Vliz newsletter: <u>http://www.vliz.be/docs/vlizine/vl\_20\_2.htm#3.1</u>, EurOcean Newsletter:

http://www.eurocean.org/np4/%7B\$clientServletPath%7D/?newsId=965&fileName=E urOcean Newsletter January 2018.pdf





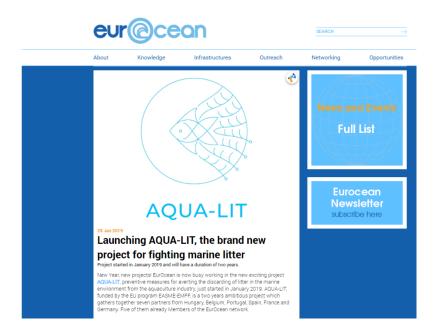


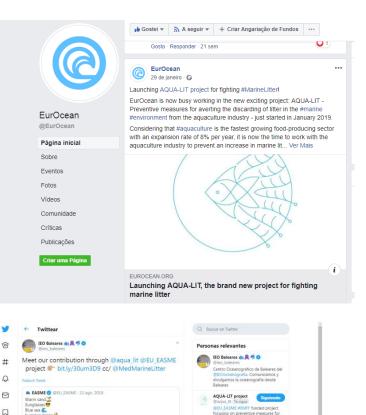
Figure 3: AQUA-LIT dedicated article in the partners newsletter

#### > Partners social media

Posts promoting the launch of AQUA-LIT project were disseminated among partners' social media and websites (in order of screenshots below:EurOcean,IEO, FRCT, VLIZ)







EASME 🔿

Tendencias de Spain 1 - Tendencias #OTDirecto23E

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3:22 p. m. - 23 ago. 2019 - Tv

II Ver actividad del Tweet





**FRCT Azores** @FRCTAzores

It started today the Kick-off-meeting @aqua\_lit in Budapest! Good work.

AQUA-LIT project @aqua\_lit · Jan 21, 2019
Excited to host our partners and officially kick off our project! #aquaculture #MarineLitter #BlueEconomy #Food2030 #EMFF



9:03 AM · Jan 21, 2019 · Twitter Web Client



This project has received funding from the European Union's EASME-EMFFfundingprogrammeundergrantagreementEASME/EMFF/2017/1.2.1.12/S2/04/S12.789391.

 $\vee$ 





Figure 4:posts on project launch on partners social network channels

#### Partners websites

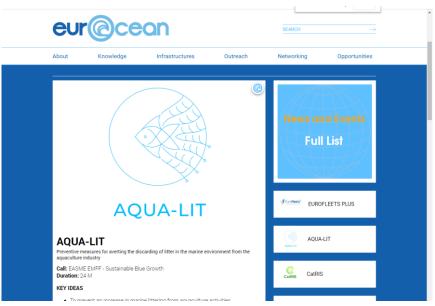
AQUA-LIT parnters published information, news and articles about the project launch on their websites, specifically:

VLIZ (<u>http://vliz.be/en/news?p=show&id=6735;</u> <u>http://vliz.be/imis?module=project&proid=4927</u>) EurOcean (<u>http://www.eurocean.org/np4/944.html;</u> <u>http://www.eurocean.org/np4/1106.html</u>) s.PRO (<u>,http://2018.sustainable-projects.eu.w010ccc5.kasserver.com/18uncategorised/news/general-news/35-watch-how-the-aqua-lit-project-helps-to-avertthe-discarding-of-marine-litter; <u>http://2018.sustainable-</u> projects.eu.w010ccc5.kasserver.com/projects) FRCT (<u>http://frct.azores.gov.pt/en/project/aqua-lit/</u>) Geonardo (<u>https://geonardo.com/projects/aqua-lit/</u>) IEO (<u>http://www.ba.ieo.es/es/investigacion/grupos-de-</u> investigacion/impactsea/proyectos/2261-aqua-lit-preventive-measures-for-avertingthe-discarding-of-litter-in-the-marine-environment-from-the-aquaculture-industry-2019-2020)</u>

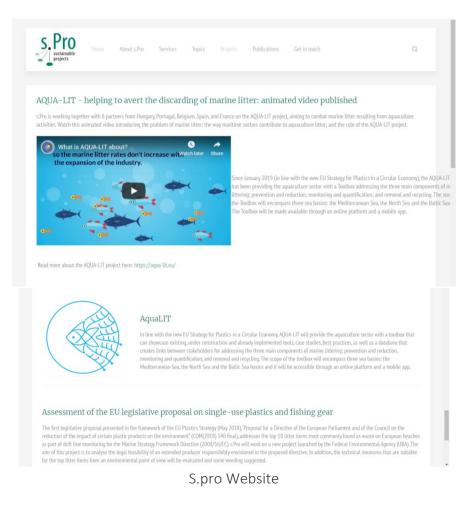
Nausicaa: website on migration progress







EurOcean's website







AQUA	IT	
Preventive m	I usures for averting the discarding of litter in the marine environment from the aquaculture industry EMFF/2017/1.2.1.12/S2I04/SI2.789391	
_	AQUA-LIT	
TYPE: Europea	aritime and Fisheries Fund (EMFF)/EASME - Call for Proposal (Sustainable Blue Economy S2 MARINE LITTER)	
DURATION: 24	nths (01/01/2019 - 31/12/2020)	
STATUS: ONG	G	
COORDINATO	EO - Geonardo Environmental Technologies Ltd. , Hungary	
VLIZ – Flander s.PRO – Sustai IEO – Instituto I	ean Centre for Information on Marine Science and Technology (Portugal) inform Institute (Deligium) Infol do Costanoguila (Spain) Infol do Costanoguila (Spain)	

FRCT website

#### Geonardo / Project list / AQUA-LIT **AOUA-LIT** Preventive Measures for Averting the Discarding of Litter in the Marine Environment from the Aquaculture Industry AQUA-LIT is a project funded under the European Maritime and Fisheries Fund that responds to the need of increasing capacity building and networking for a sustainable use of the sea basins in the EU. More specifically, AQUA-LIT was born out of a desire for action on two major factors: the staggering rapid increase of marine litter in the Ocean, and the boost of the aquaculture sector both at an EU level and worldwide. Put simple, with an expansion of the aquaculture sector both at an EU level and each of the approximation of the aquaculture sector with an expansion of the marine device. AQUA-LIT Start date: 01.01.2019 debris. End date: 31.12.2020 Thus, AQUA-LIT aims at providing the aquaculture sector with a sustainable toolbox of innovative ideas and methodologies to address the 3 main components to tackle marine littering. prevention & reduction, monitoring & quantification, and removal & recycling. To fulfill this mission, we will be working face-to-face with aquaculture farmers in three regional Learning Labs. In the Mediterranean basin, the North Sea and the Baltic Sea regions. In parallel, we will learity and using recycling and arlandy implemented tools on marine littering, and we will further develop a platform and an app to provide the 'Tide against marine litter Budget: € 587 250 Funding programme: EASME-EMFF Website: https://aqua-lit.eu toolbox'.

Lashy, we will "scale up the tide' through a 4-step process: (1) by developing the 'policy for less litter' set of recommendations; (2) by compiling the 'funding a wave of solutions', the available funding opportunities for the sector to tackie marine litter; (3) by creating a transferability plan for outermost regions which will scale up the toolbox to other geographical sea basins; and (b) the 'AQUA-LT exploitation plan', that will provide long-term sustainability of the toolbox after the project's life. Through this, we expect to help all stakeholders from the aquaculture chain to increase the understanding, awareness and availability of solutions, so a potential transformation of the aquaculture sector towards a less polluting sector can become possible.

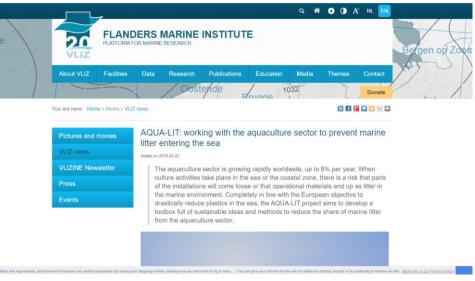
Geonardo website







IEO website



VLIZ website

Figure 5: AQUA-LIT articles on partners websites

#### Conferences

The project launch was presented at the **Blue Invest in the Mediterranean 2019**" meeting in Malta the 24th of January 2019 (<u>https://aqua-lit.eu/news/14/aqua-lit-at-blue-invest-mediterranean</u>).





#### Material:

#### AQUA-LIT Video

Videos are one of the best tools for informing the public in a catchy and easy way. <u>AQUA-LIT promotional video</u> describes with cartoon-style technique the general aim of the project, marine litter harm and the approach of the project for tackling this issue. The video has been promoted in AQUA-LIT and partners social media.

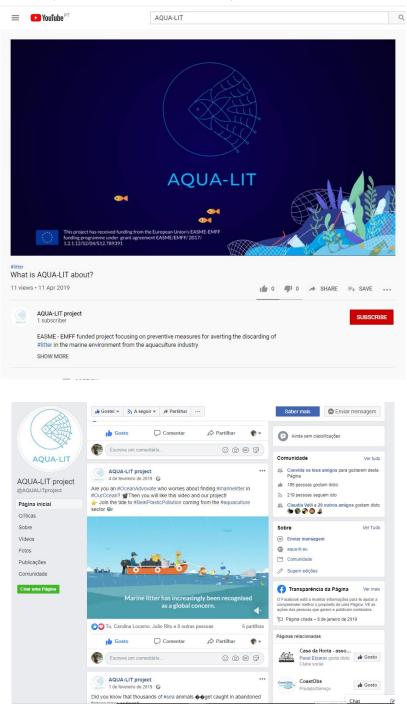


Figure 6: AQUA-LIT video





#### > AQUA-LIT Flyer & poster

An informative booklet style flyer and a <u>poster</u> were developed to present the AQUA-LIT project and its objectives to a broad audience. These materials were designed to be eye-catching and easy to be read. In terms of content they contain the general description of the project, the approach, the aim and the main phases to reach the objectives. Flyers were disseminated by partners and the poster was exibited in several conferences partners attended. Flyers and posters are still used by the partners to keep widening the AQUA-LIT community.









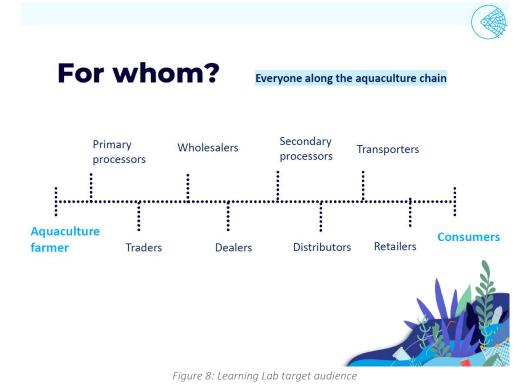
Figure 7: AQUA-LIT flyer and Poster

### Learning Labs campaign

Learning Labs are crucial for ensuring revelant outcomes of AQUA-LIT project, being the best way to collaborate with aquaculture stakehodler and receive their inputs and ideas. A Learning Lab campaign was carried out during Month 9 (September 2019) aiming at ensuring high participation in the Learning Labs (Mediterranean, North Sea and Baltic sea regions) by targeted aquaculture stakehodler. The campaign was carried out using AQUA-LIT and partners social media channels, by developing targeted material (e.g. press release, save the date), presenting in conferences and contacting relevant netrworks. The material developed for the campaing was developed following AQUA-LIT visual identity. In September short video was created for Instagram and Twitter account, with a perpose of promoting the three Learning Labs. After the post announcemnts, every Learning Lab was promoted separately. Every important Learning Lab post was pinned, moved to the top of the page, to increase the visibility. The Mediterranean Learning Lab was promoted on Spanish, to attract the target audience. Posts reminding the audience to register to the Learning Labs were periodically shared (e.g. https://www.facebook.com/AQUALITproject/photos/a.617544282010635/799323967165998 /?type=3&theater)

Target groups:





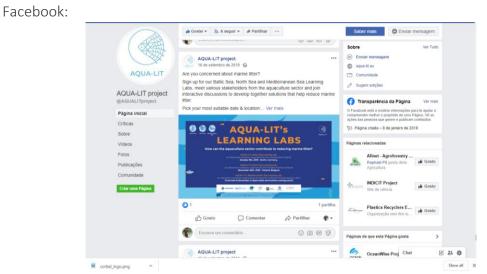
<u>Main content conveyed</u>: what are the Learning Labs, objectives of the discussions, topics to be discussed, key expected outputs. benefits for participants, expected timing and location of Learning labs editions.

#### Channels:

AQUA-LIT social media – Facebook, LinkedIn, Tweeter, Instagram High visually and appealing posts were dissemination through AQUA-LIT social media channels, and re-posted by parterns. The posts were announcing the coming soon Learnin Labs in the three sea basins, inviting the audience to keep updated about the leatest updates on date and location.







https://www.facebook.com/AQUALITproject/photos/a.617544282010635/760840611 014334/?type=3&theater



Link:

https://www.facebook.com/AQUALITproject/photos/a.617544282010635/732123987 219330/?type=3&theater







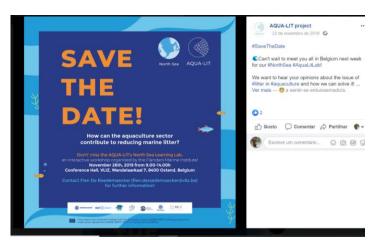
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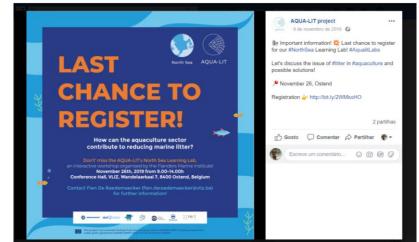






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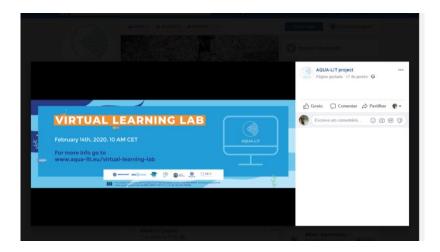
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Virtual Learnign Lab





Instagram:



All LLs



Mediterranean Sea LL







North Sae LL



Baltic Sea LL







Virtual Learning Lab

Twitter:





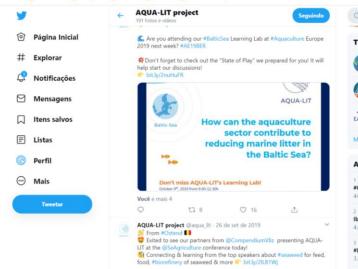




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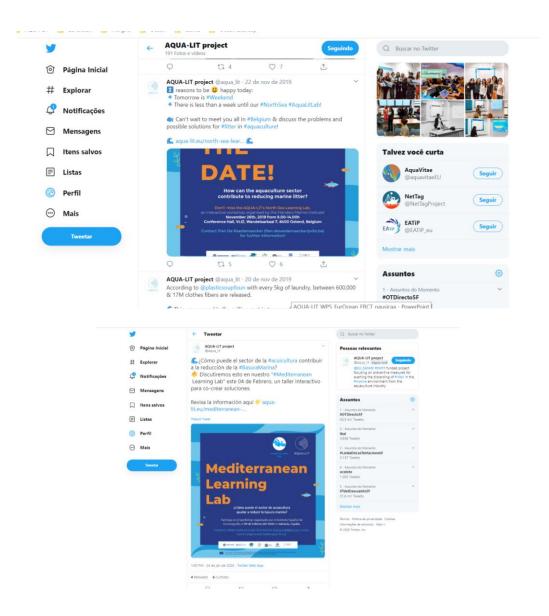










Figure 9: Promotion of Learning Labs in AQUA-LIT and partners social medai channels

#### AQUA-LIT newsletter

A dedicated article about the Learning Lab was sent out through AQUA-LIT newsletter, together with the Learning Lab press release (see below).

(https://aqua-lit.eu/articles/9/learning-

labs?utm campaign=AQLNL&utm source=&utm medium=e-mail)





#### AQUA-LIT website blogpost

A blogpost on announcment of AQUA-LIT Learning Labs was posted on the project website (https://aqua-lit.eu/news/26/it-s-time-to-engage) and partners website (http://www.vliz.be/nl/event/2019-aqua-lit-north-sea-learning-lab)

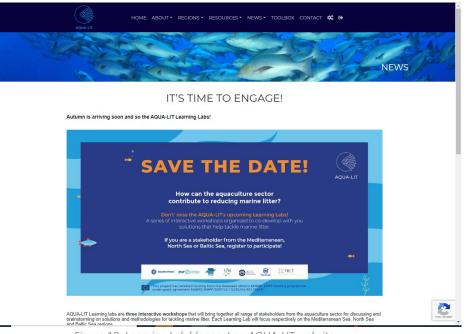


Figure 10: Learnign Lab blogpost on AQUA-LIT website



#### AQUA-LIT North Sea Learning Lab

Wil je graag meedenken over hoe de aquacultuursector in de Noordzee-regio kan vermijden dat er zwerfvuil in zee terecht komt? Neem dan deel aan de Interactieve workshop op dinsdag 26 november in de gebouwen van het VLIZ in Oostende (09:00-14:00). Naast aquacultuurproducenten, verwelkomen we ook graag mensen die zich richten op afvalbeheer, milieubescherming, bedrijfs- en productontwikkeling.

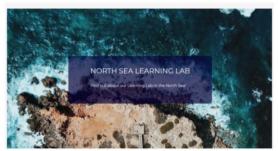


Figure 11: Learning Lab promotion on VLIZ website

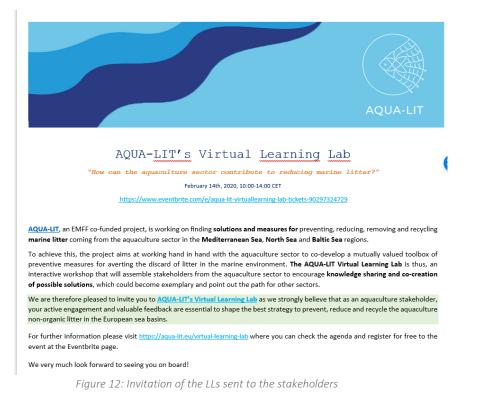
#### Personal contact





Some of the most relevant entities and networks were personally contacted and invited to the coming soon Learning Lab, and to send the invitaiton among their network.



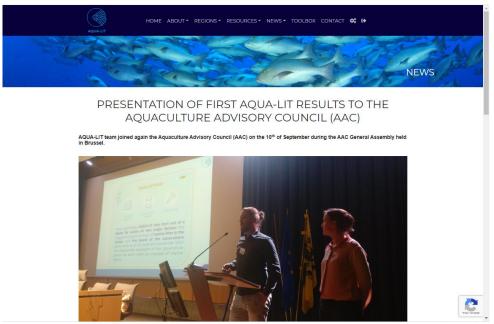


agreement

#### Conferences



During the Learning Lab campaing, the AQUA-LIT partner VLIZ was invited to share the first outcomes of the project in two revelant events: Aquaculture Advisory Council (AAC) general assembly (<u>https://aqua-lit.eu/news/28/presentation-of-first-aqua-lit-results-to-the-aquaculture-advisory-council-aac</u>), and the Seagriculture 2019 (<u>https://aqua-lit.eu/news/29/aqua-lit-at-the-seagriculture-2019</u>). Learning Lab were presented and promoted to the audience.



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Figure 13: VLIZ presenting AUQA-LIT results and promoting Learning Labs

#### Material:

#### > Press release

A <u>press release of Learnign Lab</u> promotion, description, expected outcomes and activities was dissseminated through the AQUA-LIT newsletter (mentioned above).



Figure 14: Learnign Lab press release





#### > Short video

In order to give to social media posts an appealing look, small <u>short video</u> for promoting the Learning Lab was developed, and posted in the AQUA-LIT social media channels.

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AQUA-LIT AQUA-LIT project @AQUALITproject	AQUA-LIT project *** 2 do setembro de 2019 C & concerned about Mairne Litter? Don't miss our Learning Labsl * fryou work in the aquacuture sector and are interested on developing with us solutions that help tacking <i>illutarite</i> .Litter, then sign up for our Baltic Sea, Nom Sea and Modermanna Sea Learning Labs. # meet vanous experts and © let's innovate together to #GeatPlasticPolution! Pick your most studie date & focation	Afine - Agroforestry         # Gosto           Raphali P6 posta disto         # Gosto           Agrodativa         Index and the posta disto           Minoriti         Index and the posta disto           State of obsca         # Gosto	
Página inicial Críticas		Crganização sem fins lu.	
Sobre Videos Fotos Publicações Comunidade	Join our Learning Labs!	Páginas de que esta Página gosta > 	
Criar uma Página	→ Baltic Sea	Costo	
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Figure 15: AQUA-LIT Learning Lab promotion short video

#### > Save the date

Save the date digital posters were designed and spread among AQUA-LIT social media channels to promote each of the Learning Labs.







Figure 16:Learning Lab Save the date poster

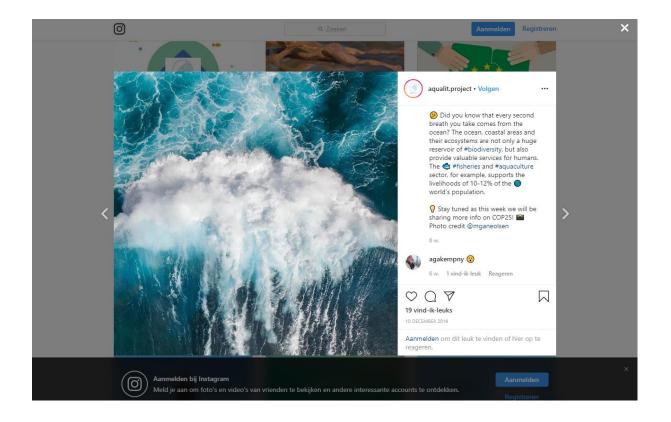
Each Learning Lab (Baltic, North and Mediterranean sea) was then widely promoted through social media channels, personal invitation, conferences and networking.





## 3. Public outreach

General public outreach has been always ensured by regular posting on social media of interesting and appealing news and facts, together with project updates and activities. The aim to invovle the general public with information about the ocean and its issues, aquaculture practices, ways of decreasing marine litter and the importance of understanding the problem. Information are written in a easy and informative way, in order to reach also the general public.







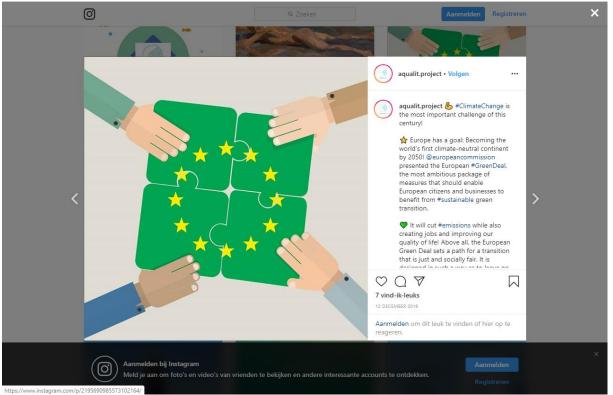
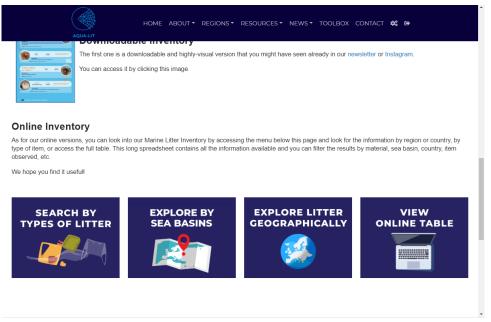


Figure 17: example of informative AQUA-LIT posts on Instagram

AQUA-LIT website is alsways updated with relevant news and activities not only AQUA-LIT related but also about other projects, initiatives and events. Resources and outcomes from the project are available in the website in an user friendly format, to facilitate any kind of user to navigate and have access to results.







*Figure 18: online AQUA-LIT Marine Litter inventory* 

### 4. What's next

Untill the end of the project, other two campaigns will need to be carried out:

- **Tide agaist marine litter campaign**, centred on the promotion and transferability of the toolbox created for the aquaculture industry's benefit
- Aquaculture stakeholders' outreach campaign, through screening of all the projects outcomes and identifying key messages and data to be promoted

