
SUMMARY

Arizona's Stormwater Outreach for Regional Municipalities (STORM) provides a platform for collaborative effort by which educational outreach may be provided to residents with the message of pollution prevention to keep our waters clean. In Fiscal Year 2019, STORM members completed outreach via web, print, social media, and public events. The coordination among the 25 member cities, towns, and non-traditional municipal separate storm sewer system owners or affiliates, resulted in:

- Social Media Increased audience engagement on social media by 5% using ABC15 creative advertising; a combination of displays, Facebook ads and posts, and high-impact units.
- Website Received a total of 10,021 webpage views by 7,726 users during 8,707 sessions. Webpage sessions increased by approximately 10% from FY18. A session is defined as a period of time a user is engaged in the website. Meaning, more people are actively using and searching the STORM website. Users, or individual visits increased when compared to FY18 by approximately 15%.
- Videos Three educational videos were developed with information directed to home automotive maintenance, mobile carpet cleaners, and home painters. The target audience information and best practices to manage pollutant discharges were presented by Sparky, our talking spokesdog. The videos, which were produced with STORM and member organization branding in broadcast and social media specific formats, can be found on STORM's YouTube channel (https://www.youtube.com/channel/UC3pLhrbcSBB6A EGc1B8rvA) and on member websites.
- Events STORM members attended 64 events and made 20,300 direct contacts, an increase of 35% in direct contacts from FY18 (77 events with 13,000 direct contacts). The STORM organization attended three events (Odysea Conservation Expo, Tres Rios Nature Festival, and Arizona Game and Fish Outdoor Expo) and hosted two construction seminar events this fiscal year. Additionally, members continue to attend events and use their STORM branded promotional items independently.

MEMBERSHIP

ADOT, Apache Junction, Avondale, Buckeye, Casa Grande, Chandler, El Mirage, Fountain Hills, Gilbert, Glendale, Goodyear, Guadalupe, Litchfield Park, Luke Air Force Base, Maricopa County (Environmental Services and Flood Control District), Mesa, Paradise Valley, Peoria, Phoenix, Pinal County, Queen Creek, Scottsdale, Surprise, Tempe.

BUDGET

Table 1: Fiscal Year (FY) 2019 Financial Information

Total Revenue		Total Expenditures		
Beginning Balance FY19	\$28,203.00	Website, Facebook, ABC15	\$30,109.75	
Membership Dues Received	\$75,000.00	Educational Videos	\$17,600.00	
Less Dues Received in FY18 (\$15,500.00)		Promotional Items and Marketing \$28,566.0		
		Administration and Accounting	\$1,346.00	
		Construction Seminars	\$68.00	
		NMSA Membership	\$500.00	
Total	\$87,703.00	Total	\$78,189.75	



STATISTICS

Members meet monthly on the fourth Tuesday at 1:30PM. These working meetings are the primary method of sharing relevant information about regulatory issues, identifying potential outreach events, updating committee efforts, and reporting. Members track outreach events online for inclusion in this annual report, which supports a regional front, stretches municipal dollars, and coordinates consistent messages in the Middle Gila River Watershed.

STORM members conducted 64 events or workshops with an estimated 85,000 attendees, of which 20,300 engaged with STORM member staff about stormwater pollution prevention. At these events, over 11,000 print materials (brochures and activity books) and over 19,000 promotional items (STORM branded key chain carabiners, re-usable collapsible water bottles, magnets, color changing cups, and frisbees) were distributed. Table 1 identifies the month, number of events, estimated attendance and public engagement with our members.

Table 2. Distribution of events, attendance, engagement and v	l website traffic.
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2018			2019						
Month	Events	Attended	Engaged	Website	Month	Events	Attended	Engaged	Website
July	1	123	123	400	January	7	8,934	819	245
August	0	0	0	410	February	10	40,686	4,464	526
September	1	78	78	261	March	12	7,500	5,554	414
October	5	1,919	569	308	April	15	9,500	3,730	254
November	5	6,119	1,291	326	May	5	119	98	855
December	3	9,075	3,325	627	June	0	0	0	3,100

SOCIAL MEDIA CAMPAIGN

Social Media, specifically Facebook, campaigns were very successful. STORM contracted with ABC15, which ran regular banner ads, Facebook ads, Facebook posts, and large banner ads resulting in more than 213,700 ad views and almost 10,118 clicks (engagement). View the attachments for specifics.

In June of 2019, STORM helped author an article in *Phoenix Dog Magazine* which dealt with the proper practices associated with picking up dog waste to prevent pollution to stormwater systems. Phoenix Dog Magazine has a readership of approximately 50,000 in both print and digital formats as well as a social media following of around 7,000. The online version of the magazine article can be found at:

https://issuu.com/cathydavila/docs/phx dog may june 2019 final/18

STORM members contributed time to post and interact with the public on the STORM social media page. STORM posted 234 times with a reach of 84,810. It is worthwhile to note that when Facebook posts were boosted, approximately 38,000 people were reached for a nominal fee of \$524. Table 2 includes the top five posts, when they posted, how many reached and liked, and the topic.



Table 3. Top 5 Posts

Day	Reach	Engagement	Post
5/29/2019	10,032	694	Each year tons upon tons of trash, plastics, litter, sediment and other debris are removed from area storm drains. Be the solution to water pollution by putting trash where it belongs in the trash can not on the ground. #Bestormwatersmart #giveahootdontpollute #onlyraindownthestormdrain #keeparizonabeautiful #kazb
9/21/2018	7,445	66	Ready to Plant your winter grass? Here are a few tips to #bestormwatersmart and #airqualitysmart too - Avoid scalping on windy days and on High Pollution Advisory (HPA) days Don't over-dry the area prior to scalping Apply water to moisten the area prior to scalping Reduce the area to be overseeded and depth of scalping Keep dust collection screens and filters in good working order Moisten material piles before loading into dumpsters Sweep loose debris from paved surfaces instead of leaf blowing Thanks to Maricopa County Clean Air for the reminders
12/17/2018	6,735	81	Thinking of deep frying a turkey for the holidays? It'll be delicious!!! Don't clog your (or the communities) pipes. Put the waste grease to good use by having it recycled. 1. Cool it, 2. strain it, 3. Pour into resealable container, 4. Contact your public works department for recycling/collection locations in your community see STORM member contacts at http://azstorm.org You can also look up recycling locations
10/16/2018	6,446	418	Ready to Plant your winter grass? Here are a few tips to #bestormwatersmart and #airqualitysmart too - Avoid scalping on windy days and on High Pollution Advisory (HPA) days Don't over-dry the area prior to scalping Apply water to moisten the area prior to scalping Reduce the area to be overseeded and depth of scalping Moisten material piles before loading into dumpsters Make sure to apply fertilizers according to label directions Don't over water after seeding and applying fertilizer Sweep loose debris from paved surfaces instead of leaf blowing. Thanks to Maricopa County Clean Air for the reminders
8/7/2018	5,558	113	Mother Nature letting a little loose tonight and possibly the next couple of days. Bring on the rain!! Remember #onlyraindownthestormdrain Things you can do to prevent stormwater pollution: http://azstorm.org/what-can-i-do



MATERIALS: CONSTRUCTION POSTERS AND HANDOUTS

STORM's material subcommittee coordinated with Goldstreet Design Agency to produce three construction handouts for use by members. The handouts address construction Best Management Practices (BMP) guidelines, and post construction and facility stormwater maintenance. The bright and easily read posters and brochure feature custom graphics and are easily customizable to member specifications. The intent of the production of the handouts is for member organizations to provide to contractors prior to, during, and after construction activities. Copies of the materials are attached.



ATTACHMENTS

EDUCATION, MARKETING, WEBSITE, FACEBOOK, AND ABC15 HIGHLIGHTS



Educational Videos: Automotive Maintenance, Carpet Cleaners, and Painters

Target Audience: Mobile Businesses

Total Cost: \$17,600.00









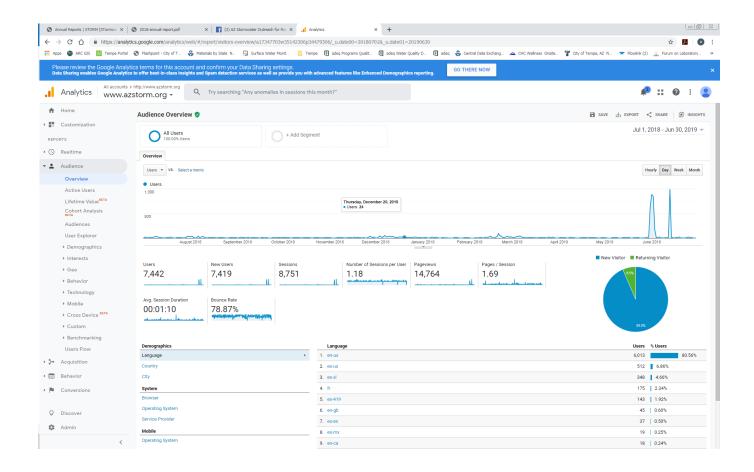
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Promotional Items (10,000 Each): Total Cost \$18,429.05



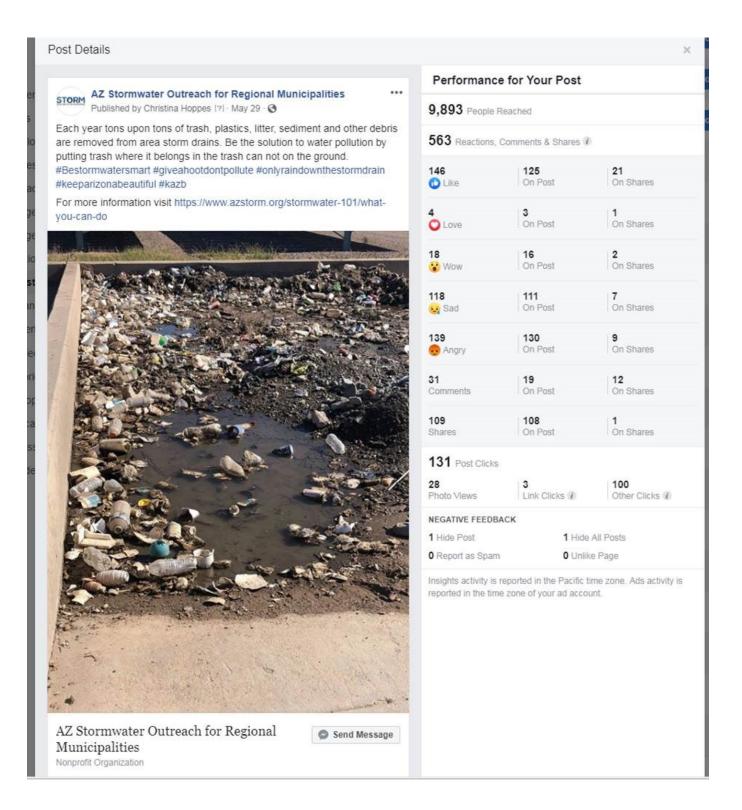


AZSTORM.ORG Website Analytics





Example Facebook Posts



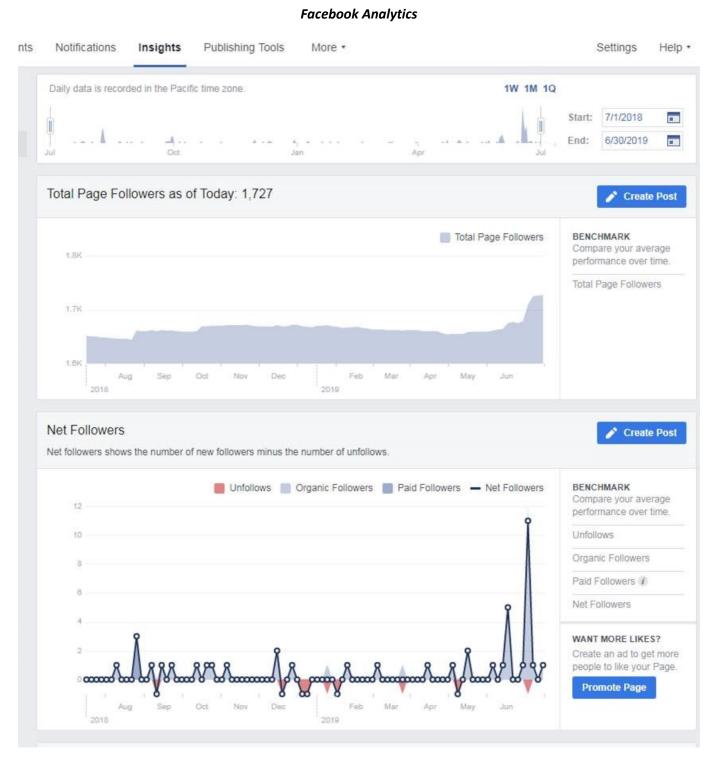


Example Facebook Posts Post Details Performance for Your Post AZ Stormwater Outreach for Regional Municipalities Published by Christina Hoppes [?] - February 26 - 3 179 People Reached Changing up colors or doing touch ups around the house 5 Likes, Comments & Shares can make a big difference in freshening the house up for spring! Just rememember #onlyraindownthestormdrain https://bit.ly/2Vhr7b5 On Shares Comments On Post On Shares On Post On Shares Shares 1 Post Clicks Link Clicks (7) Photo Views Other Clicks (2) NEGATIVE FEEDBACK O Hide Post O Hide All Posts YOUTUBE.COM O Report as Spam 0 Unlike Page 2019 Painting Best Management Practices for Pollution Reported stats may be delayed from what appears on posts Prevention Get More Likes, Comments and Shares Boost this post for \$50 to reach up to 10,000 people. **Boost Post** People Reached Engagements Raymond Garcia 3 Shares Like Comment Comment Share



Example Facebook Posts Post Details Performance for Your Post AZ Stormwater Outreach for Regional Municipalities Published by Christina Hoppes [?] - February 21 · 3 248 People Reached Stormwater pollution prevention tip from the pumps at Costco is especially 13 Likes, Comments & Shares (1) important on a rainy day like today! Visit www.azstorm.org for more pollution prevention tips 12 On Shares Gallons 0 On Post Comments On Shares 1 On Post On Shares Shares 10 Post Clicks Link Clicks (2) Other Clicks 7 Photo Views NEGATIVE FEEDBACK Avoid spills and protect O Hide Post O Hide All Posts the environment. O Report as Spam 0 Unlike Page Please do not top off. Reported stats may be delayed from what appears on posts Get More Likes, Comments and Shares Boost this post for \$50 to reach up to 10,000 people. 248 **Boost Post** People Reached Engagements O 11 1 Share Like Comment Comment Share











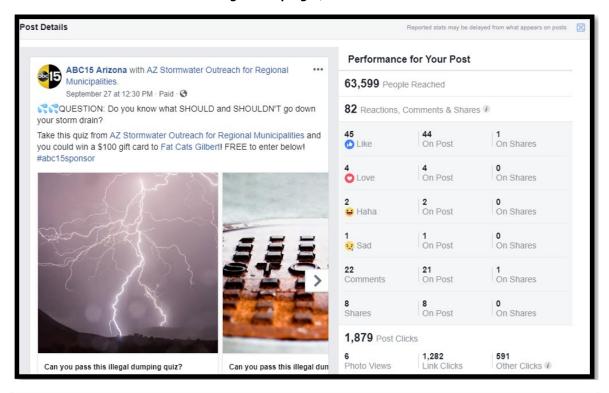


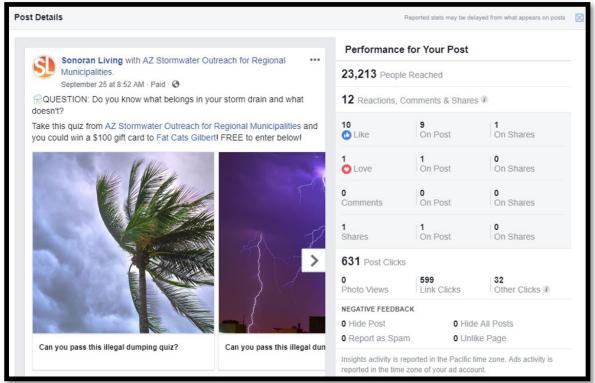
Facebook Analytics Notifications Page Inbox Events Insights **Publishing Tools** More * Settings Help * Your Fans Your Followers People Reached People Engaged Overview Ads Aggregated demographic data about the people who like your Page based on the age and gender information they provide in their user profiles. This number is an estimate. Followers 20% Likes Women 14% 12% 12% 10% Reach 71% 2% Page Views 0% Page Previews 13-17 18-24 25-34 35-44 45-54 55-64 65+ Men 0.0583% Actions on Page 6% **28**% Branded Content Events Country Your Fans City Your Fans Language Your Fans Videos Phoenix, AZ United States of America 1,685 472 English (US) Stories 5 Mesa, AZ 103 Spanish 56 Canada People Chandler, AZ 43 Mexico English (UK) Local 2 Gilbert, AZ 42 Spanish (Spain) Messages Japan Orders Nigeria Scottsdale, AZ 36 French (France) Australia Casa Grande, AZ 33 Belgium Glendale, AZ 31 Malayalam China Kingman, AZ 29 Polish Costa Rica Tempe, AZ 29 Vietnamese Germany Bullhead City, AZ 28 See More



ABC15 Campaign

Illegal Dumping Quiz Overview

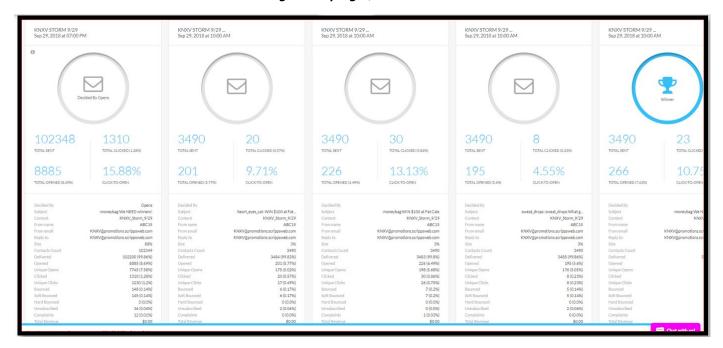






ABC15 Campaign

Illegal Dumping Quiz Overview



Connected TV Overview

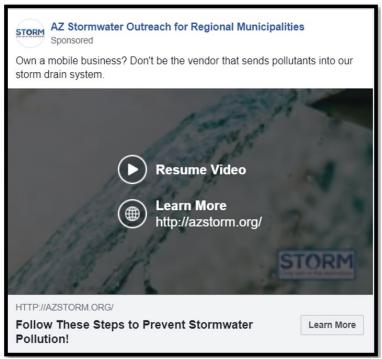
Impression	100% Completion
97,515	96.66%

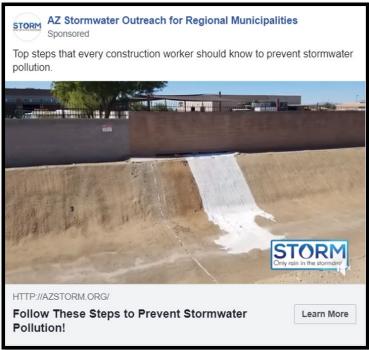
Top Placements	Impressions
Roku	21,842
Pluto TV	18,578
Newsy	9,506
Weathernation	7,139
Discovery Go	1,776



ABC15 Campaign

December 2018 Facebook Advertisements Overview





ABC15 Campaign



ABC15 Campaign

December 2018 Facebook Advertisements Overview



AZ Stormwater Outreach for Regional Municipalities

Sponsored

What are illicit discharges? They're liquids that enter storm drains and are not composed entirely out of rain or other allowable water.



HTTP://AZSTORM.ORG/

Follow These Steps to Prevent Stormwater Pollution!

Learn More

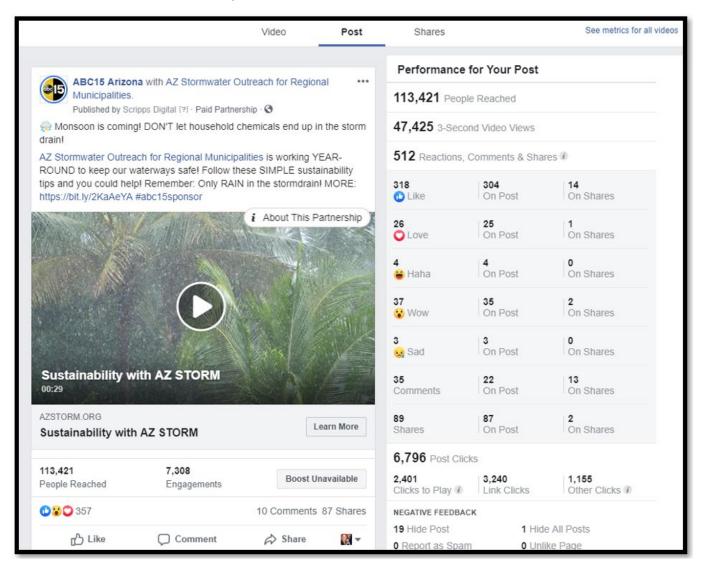
Impression	Clicks	Click Thru Rate	Video Views
37,966	734	1.93%	4,416

Top Ad: Mobile Businesses (2.10% Click Thru Rate)



ABC15 Campaign

May 2019 Facebook Advertisements Overview



People Reached	113, 421	
Post Clicks	6,796	
Link Clicks	3,240	



Construction Posters and Brochure





Construction Posters and Brochure





www.azstorm.org/about-us/members

6.000 Olimonic Swips Spring Pol



Construction Posters and Brochure





