

AN 1862 & 1890 LAND-GRANT PARTNERSHIP



Michelle Olgers DIRECTOR OF MARKETING & COMMUNICATIONS Virginia State University College of Agriculture/ Virginia Cooperative Extension



Elizabeth Gregory North HEAD. AGRICULTURAL

COMMUNICATIONS

Mississippi State University Extension Service



Suzanne Waters Street

DIRECTOR/AGRICULTURAL COMMUNICATIONS SPECIALIST

> University of Maryland Eastern Shore



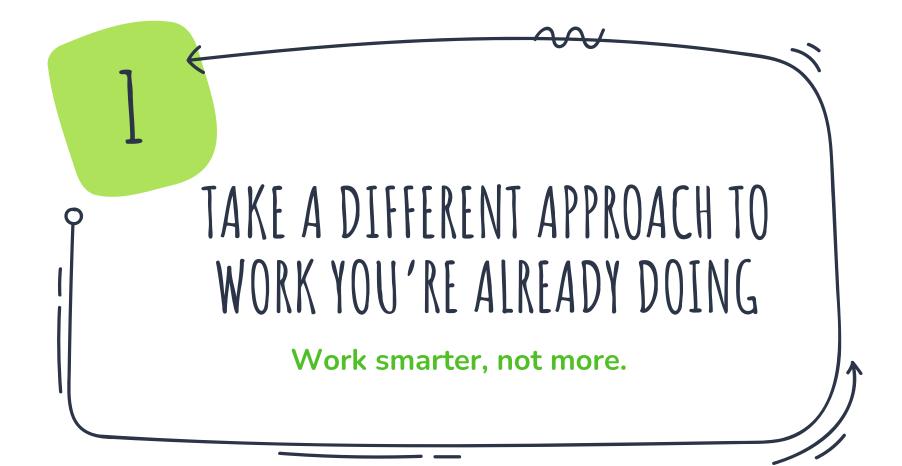


AN 1862 & 1890 LAND-GRANT PARTNERSHIP

Prepared by the PLN Communications Committee

September 2017







Multiple ethnicities and ages



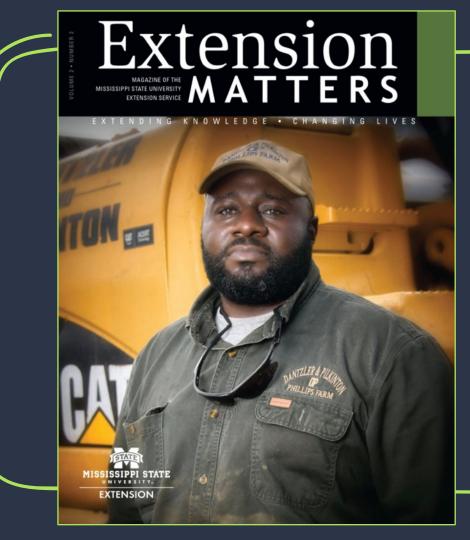
<u>VIRGIL WALKER, THIRD-GENERATION FARM OWNER, COMMERCIAL CATTLE PRODUCER</u> COVINGTON COUNTY, MISSISSIPPI



2. WHAT ARE THE UNTOLD STORIES ABOUT YOUR CLIENTELE?

Try taking a more feature approach (as opposed to journalistic) for these stories, and lead with testimonials that parallel the impacts you are ultimately trying to convey.

Sometimes seeing a photo and hearing someone else's words can have a significant positive impact on the way the public, legislators, and stakeholders view Extension work.





TONY DANTZLER, PARTNER IN DANTZLER & X PILKINTON FARM



Mississippi State University Extension Service Published by Hootsuite • December 8, 2020 • •

...

Whether it's COVID-19 or severe weather, MSU Extension is always here for you and your community. Here's one example of how an MSU Extension agent was able to lend a helping hand after unimaginable destruction in Lawrence County: http://ow.ly /kiOC50CyF3x #MSUext



"Our Extension agent was the first to check on us after the tornadoes. Extension cares about the people."

Timber producer | Lawrence County



MISSISSIPPI STATE UNIVERSITY ...

<u>TERRY JOE AND HULON</u> <u>MCKENZIE,</u> SON & FATHER WHOSE SMALL FAMILY FARM WAS DAMAGED IN A 2020 TORNADO



Mississippi State University Extension Service Published by Hootsuite • December 16, 2020 • •

Jo Ann Robbins had to make several changes when the coronavirus pandemic hit.

"The COVID-19 pandemic impacted my work and my personal life in ways I never dreamed possible," says the Sumrall city clerk and president of the Mississippi Municipal Clerks and Collectors Association. "In years past, we have experienced hurricanes, tornadoes, and flash flooding. But no other natural disaster prepared me for a pandemic."

How Extension helped during a challenging time: $\ensuremath{http://ow.ly...}$ See More



doing my job as city clerk without the training l've received from Extension."

JO ANN ROBBINS Sumrall City Clerk | Lamar County



MISSISSIPPI STATE UNIVERSITY MEXTENSION



...

My journey in the first virtual Rural Medical and Science

Scholars program was definitely a rewarding experience. Making lifelong friends that shared a passion of becoming health care professionals was the best part of the program."

LANA EVANS MADISON COUNTY

> RMSS strengthen my lifelong pursuit of the medical field and transformed my drive in unimaginable ways. While growing my passion for STEM, I was able to foster tremendous relationships with my peers and mentors."

> > MISSISSIPPI STATE UNIVERSITY.

CCHLEST

<u>MODIFIED ATMOSPHERIC PACKAGING (MAP), A TECHNOLOGY THAT</u> SUBSTITUTES THE AIR INSIDE A PACKAGE WITH A PROTECTIVE GAS MIX TO KEEP FOOD FRESH LONGER.

Almost every element in a Sally Bell's lunchbox is made from scratch that morning, from the mayonnaise in the potato salad to the zest-flecked orange icing on the cupcake. And you can tell." - The New York Times SALLY BELL'S KNEW THEY COULD GROW THEIR BUSINESS IF THEY COULD MAKE THEIR POTATO SALAD AVAILABLE IN STORES, BUT IT JUST DIDN'T HAVE THE SHELF-LIFE TO WITHSTAND SHIPPING TO AND SELLING FROM STORES. THEY KNEW THE MARKET WAS THERE, BUT THEY HAD NO WAY TO GET TO IT.

THREE YEARS AGO, VSU AG RESEARCHERS HELPED SALLY BELL'S TRANSITION TO MAP. AT THAT TIME, NO ONE KNEW THAT SHORTLY AFTERWARD, SELLING THEIR PRODUCTS IN STORES WOULD PLAY AN IMPORTANT ROLE IN KEEPING THEIR 96-YEAR-OLD BUSINESS AFLOAT DURING THE PANDEMIC.



3. MAKE YOUR CONTENT FUN & INTERESTING... TO OTHERS!

Create and share content that is not formal or academic (in the traditional sense) and that your audiences will want to share through the media or social media.

Make sure it's not an ego-boosting exercise for someone in your organization but is relevant and interesting to your readers.

Doing so should result in more people reading your Extension content, especially from younger audiences.



Mississippi State University Extension Service Published by Hootsuite O · March 19 · O

It's time to to to bust to some gardening myths!

Here at Extension, we believe in using research-based information to help us garden. We've compiled a few gardening myths you've probably heard, and we'll sort out what the truth is.

MYTH: Add gravel to the bottom of containers to help with water drainage.

See More

TOP GARDEN MYTHS DEBUNKED

TRUTH

movem

necessa

planted

it canno

TRUTH:

caused

inconsi

salt doe

TRUTH:

wound

provide

MISSISSIPPI STATE U

Mitthe Adding gravel to the bottom of containers helps with drainage.



MYTH: Epsom salt

blossom end rot in

MYTH: Pruning paint

or wound dressing

needs to be applied

when pruning trees.

helps prevent

tomatoes.

holes in Published by Ellen Graves @ · February 14 · G contain TRUTH:

....



Mississippi State University Extension Service





Mississippi State University Extension Service

Published by Mississippi Ext O - May 20 at 12:30 PM · O

CARPENTER BEE

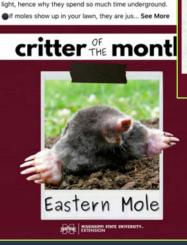
BUMBLE BEE

...

HISSISSIPPI STATE UNIVERSITY

Mississippi State University Extension Service Published by Hootsuite • April 27 .

Wait...Is that a carpenter bee or a bumble bee??? They look similar, but they are very different!



Mississippi State University Extension Service

Eastern moles are around 5 to 7 inches long and are cover

brown or grey fur. At a glance, they look similar to mice. De-

their resemblance, they are actually more closely related to

and bats than they are mice! Eastern moles have hairless sn paddle-like claws, and poor eyesight. Their eyes are sensitiv

Published by Hootsuite 0 - February 23 - O

The Eastern Mole is our Critter of the Month!

...



#specialtyherbs Consultant Henriette den Ouden's 5 "Best Kitchen Herbs" to grow now are basil, parsley, thyme, chives and oregano. Her tips: #herbs like sun, but do fine in shade, and even inside. Make sure to cut off the flower buds from basil, parsley and chives, as it makes them woody and changes the taste. Although, a few chives flowers are very nice to use in salads. Buy the plants, a slightly larger pot and a bag of organic potting soil. Replant them to give them quali... See More



4. REPURPOSE CONTENT

If it was worth creating in the first place, then it should be worth sharing multiple ways.

Leverage it in multiple ways for multiple audiences so that you're working smarter, but not harder.

Let's take a look how this can be done....





View as Webpape



Extension Today

News from and about the 1890 Land-Grant Extension System



Growing interest in hydroponics and aquaponics in Virginia

Chris Mullins educates local farmers about hydroponics and aquaponics, and he's fishing for new ways to help them decide what systems will be cost effective for their operations and what crop and fish combinations grow best together. Hydroponics is growing plants in a nutrient solution without soli. Aquaponics combines hydroponics with aquaculture, growing fish.

A Virginia Cooperative Extension (VCE) horticulture specialist at Virginia State University (VSU), Multins frequently gives workshops on these growing methods and fields questions about hydroponics and aquaponics from the general public, especially since the beginning of the COVID-19 pandemic, when interest in soil-less growing increased.

"We have a lot of people that are interested in these two areas. We get calls from both hobbyists and homeowners. Interested in using these techniques, as well as larger farmers. They want some aspect of heb from us, and we try to accomm





Growing Interest in Hydroponics and Aquaponics in Virginia

Chris Mullins educates local farmers about hydroponics and aquaponics, and he's fishing for new ways to help them decide what systems will be cost effective for their operations and what crop and fish combinations grow best together.

VSU College of Agriculture

At VSU, Cooperative Extension Specialist Chris Mullins educates local farmers about hydroponics and aquaponics, helping them decide what systems will be cost effective and what crop and fish combinations grow best together. Hydroponics is growing plants in a... See More



D Like

EXTVSUEDU Growing Interest in Hydroponics and... Chris Mullins educates local farmers about

A Share

...

i

local farmers about hydroponics and aquaponics, and he's fishing for new ways to...





AI VBU, Cooperative Extension Specialist Chris Mullins educates local fammers about hydroporios and aquaponios, helping them decide what systems will be cost effective and what crog and fish combinations grow best together. Hydroponics is growing plants in a nutrient solution without solf, Aquaponics combines hydroponics with aquactitue, growing fail, and it's big botheres.

View as Webcase

According to a report published in January by the research firm Markets and Markets, the \$9.5 billion

hydroponics industry is expected to double over the next five years. In Vigrina, there are already signs of groth. Since July 2020. Ger. Raph Northam has announced nearly a half dozen expansions of existing hydroponic operations and new start-ups around the Commonwealth. Many of these companies grow leaving greens, fresh herbars and vegetables and plan to invest more than 579 million conthined in Virginia's economy, creating over 200 new jobs. Bead mote.

1890s Newsletter



FACEBOOK POST

Comment

VSU COLLEGE OF AG Newsletter

17



4H # ABOUT EXTENSION # AGRICULTURE # COMMUNITY # FAMILY # FOOD AND HEALTH # INSECTS # LAWN AND GARDEN # NATURAL RESOURCES

EXTENSION FOR REAL LIFE

Critter of the Month: Eastern Gray Squirrel



Photo from Canva Pro

Most people have a love-hate relationship with squirrels. It's fascinating to watch them jump from tree branch to tree branch, searching for any food in sight. At the same time, they can also be quite a nuisance to homeowners. Mississippi is home to two species of squirrels, but the Eastern gray squirrel is the most numerous. An easy way to identify this squirrel is by its white belly and bushy tall. Eastern gray squirrels are generally gray but can also have red or hown fur.

Squirrels are abundant in a variety of different habitats. They generally prefer forests but can also be found in urban and suburban neighborhoods. If there is a wooded area, there are most likely squirrels around.

BLOG POST

Mississippi State University Extension Service Published by Hootsuite **0** - 17 hrs - **3**

Critter of the Month: Eastern Gray Squirrel

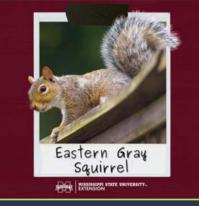
Most people have a Vove-hate relationship with squirrels...

...

They can be cute.
They can also be a nuisance.

Here's what you need to know about this critter: http://ow.ly /VjTr50F3mUd #ExtensionForRealLife #MSUext

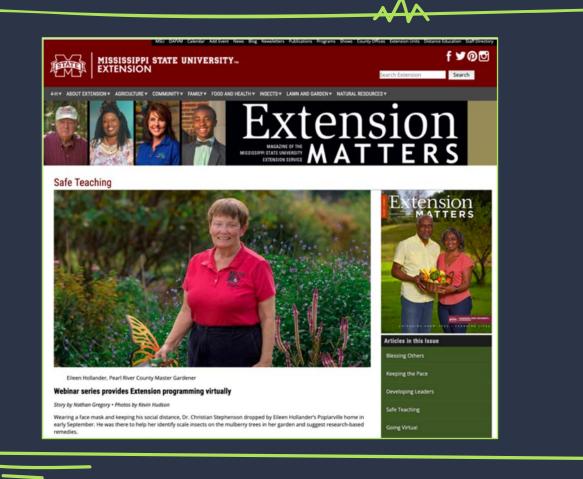
critter THE month



FACEBOOK POST

5. EMBRACE DIVERSITY & INCLUSION EVERY DAY

Be intentional about authentically integrating diversity and inclusivity in your daily communications, not just for Black History Month or Women's History Month. When you do it regularly, it will become natural and not seem forced, and it will ensure people understand the full scope of the audiences you serve.





6. MAKE IT EASY FOR PEOPLE TO FIND YOU ON THE WEB

Develop SEO best practices to make sure your news rises to the top of a Google search.



AGRICULTURE & NATURAL RESOURCES FAMILY & CONSUMER SCIENCES & H & YOUTH EVENTS EMERGENCY I

Make sure your content is live HTML text, not just in pdfs.

- Make the first few paragraphs of each page natural human speech, not just lists of topics or keywords. Include text that answers questions people naturally ask in a search engine.
- Make your content accessible to people with disabilities.
 Practices like alt text for all images, properly named files (with natural language, not "code"), proper use of headings, etc.
- Use "content pillars," with quick, "snackable" bits of content that link to medium-length articles on the same topic, that link to longer publications or courses on the topic.

🗶 MSU Directory 👸 SS Radar 🔮 MyState 🗮 The Marcon Alert S. 🗧 Online Teaching Str. M MATES - Meximippi. 🛞 Calendar 🦉 College of Agricultur. 😹 Voting - Mer

CONTENT PILLAR



Susan Collins-Smith @susan_csmith · 2h Out of ideas for healthy, filling snacks? Whow much water should children drink each day?

Check out Qula's latest #ExtensionforRealLife blog: bit.ly/3pF5NN4 #MSUext #ExtensionHasAnswers



EXTENSION FOR REAL LIFE

School's Out: How to Make Meals and Snacks Count

By Ms. Qula Madkin



Video by Jonathan Parrish

The kids are out of school, and for some of us, our schedule is a little bit out of routine. As a mom of four, I know how hard it can be to keep those summer bellies full, so I want to share some of my go-to tips to help.

Think hydration. Some research shows that most children are not hydrated enough because they are not drinking enough water. Several factors, including a child's age, weight, sex, and activity level, help determine the amount of water a child needs daily.

Below is a chart to get you started. Keep in mind these recommendations are for total water intake. That includes drinking water, food, and other beverages. Please remind your child to drink water because they are likely to forget with all of the summer fun. You can monitor if they are getting enough water by checking the color of their urine. It should be light yellow or similar to the color of lemonade.

You can add flavor to plain water by infusing it with fruits, vegetables, spices, and herbs. Try one of these recipes featured on The

BLOG POST



NUTRITION & WELLNESS - Healthy Snacks for Kids on the Go or at Home

Fruit kabebs

- Yogurt sticks

· Granela bars

- Muttine

· Fresh fruit and nuts

- Nut or seed butter with fruit

· Hummus and pita chips

After a long day of school, children look forward to that afternoon pick me-up. From soccer practice to dance recitals, here's a list of on-the-go and make shead snacks to keep up with your daily tasks?

On-the-Go Snacks

Pre-portioned snacks like trail mix, nuts, or popcorn that have 130 or fewer calories make great snacks. You can purchase snacks in individual portions or try one of these ideas!

- Cheese sticks and fruit
 Protein packs (mits, cheese, and meat)
- Chocolate hummus and pretzels
- Ranch dip, creamy salsa, or hummus and fresh veggies
- + Sliced fresh fruit and a yogart cup
- Whole grain snack crackers and choose
- · Pre-portioned snacks (like trail mix, suts, or popcors)
- Jerky and choose cubes
- Fruit and veggie pourhes (like applesance)
- Tig: For lasting energy, pair less protein and fiber-rich carbohydrates, such as cheese sticks and fruit.

Make-Ahead Snaeks

UBITCATTON



Kitchen Sink Monster Mix Um hatever in m hand to make a smark mis, such as pretiels, popern, nate, dry sernal, chosen-floored crackers, choosider sandhes, and choosider chips,

Beach Cups or Sirt Cups Opens public mark on low fat or ager from unliker choolds

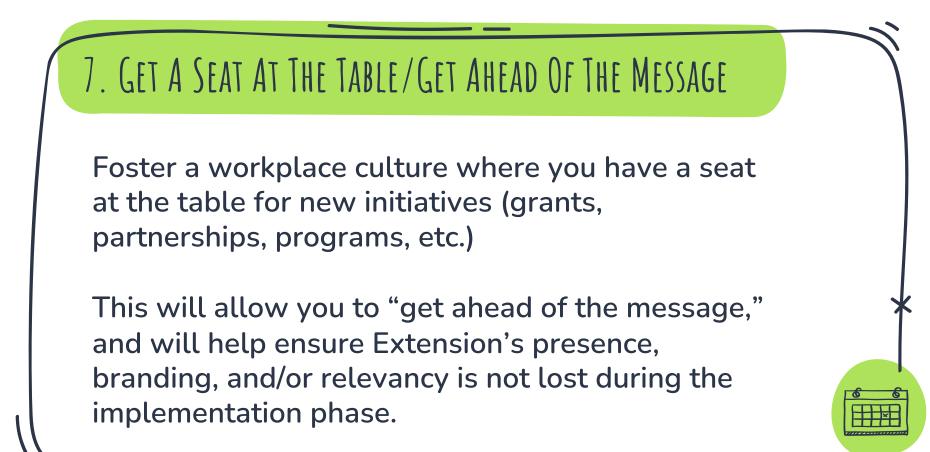
flavor), and sold crumbled graham cracker squares or Orno cookles, and gummy bears or gummy worms











7 (CONT.). GET A SEAT AT THE TABLE/GET AHEAD OF THE MESSAGE

This will also allow you to maximize communication efforts instead of learning about a new Extension project in the newspaper.

Meet and work with communicators at other organizations who are part of the project so you can help ensure appropriate credit is given to Extension and that the Extension name and logo is used in the messaging they send out.

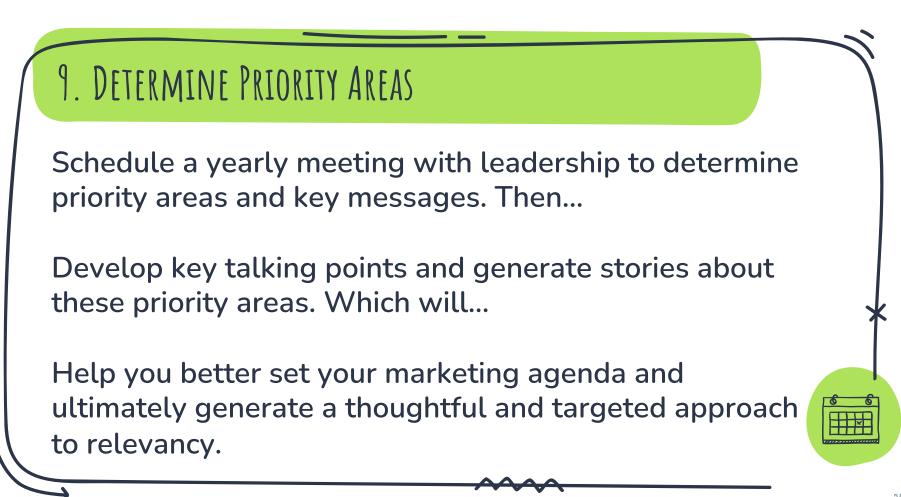


- All things considered, it does not naturally occur to a program leader (for example) to invite a communicator to the table in the planning stages of an initiative. So don't feel insulted or not valued if you're not invited.
- Lay the groundwork for being included. For smaller programs, particularly, begin with weekly meetings with the Extension administrator. Work the leads.
- As able, commit to monthly meetings with each program leader. Build trust.

8 BE MORE INTENTIONAL IN FINDING STORIES

Don't rely on others to understand what makes a good story. Sharpen your story "Spidey Sense."

- Find ways to better connect with field staff or those colleagues who you don't often see face to face.
- > Schedule more one-on-one meetings.
 - Request to be tagged in social media.
 - Ask to join meetings where news is often shared.
 - Position yourself in the path of the newest stories.



A bit of trivia . . .

What are the expressed priorities of the sitting president of the United States?

- COVID-19
- Climate Change
- Diversity
- Equity

10. THERE'S STRENGTH IN NUMBERS, SO PARTNER UP Identify state partners to share Extension messages with or to piggyback your messaging off of. Consider developing/strengthening relationships with other agriculture (or other relevant subject matter) communicators in your state and ensure they receive your messages, know you are a resource for them, and perhaps identify ways you can better work together to strengthen identified messages.



Congratulations!!!!

University of Maryland Eastern Shore Extension Published by Gail Stephens • April 23 • ©

UMES Extension 4-H STEM invites educators to take advantage of this opportunity.

MARYLAND COASTAL BAYS PROGRAM PRESENTS





Maryland Coastal Bays Program April 23 . @

Registration is now open for the MCBP Living Training! The mission of this training is to pro environmental education to build a ... See Mc



Congratulations to Extension's own Kendra Wells of @Maryland4H who was selected for the National @4H Hall of Fame for her contributions to youth development. Read about this amazing honor at extension.umd.edu/news/national-.... Congratulations Kendral



University of Maryland Eastern Shore Extension Published by Buffer O - May 4 - 3

The next installment of the Sustainable Food Systems Lecture Series takes place today, May 4, at 6 p.m. The virtual event, "Fighting Hunger Without Food," is part of the UMD College of Agriculture & Natural Resources strategic initiative, Establish a Healthy Food System and Ensure Global Food and Nutritional Security. Visit https://buff.ly/2SfKJjk to register.



Sustainable Food Systems Lecture Series | College of Agriculture & Natural Resources, University of Maryland

58 People Reached

Engagements

Boost Post



Mississippi State University Extension Service shared an event. March 25, 2020 · 3

This is a cool opportunity from our friends in Virginia!

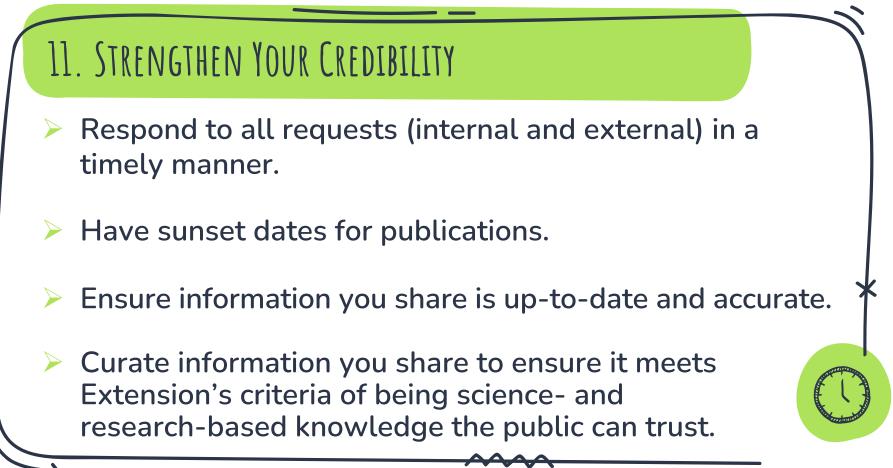


THU, MAR 26, 2020

0 5

VSU Blueberry Virtual Field Walk on Facebook Live 1 Interested https://www.facebook.com /pg/VsuCollegeOfAgriculture... Like ⇔ Share

Comment





WE LOVE THIS EXAMPLE FROM OUR FRIENDS IN ALABAMA. IF IT'S PEER-REVIEWED, FLAUNT IT!

34

12. DEVELOP TECHNIQUES FOR REACHING URBAN AUDIENCES

Develop techniques for better reaching urban audiences, where your state's larger populations and lawmakers are. Often times, FCS, urban agriculture, and 4-H stories are topics that are relevant to these audiences.





Developing Leaders



Nicole Boyd, Mississippi state senator, Lafayette and Panola Counties

State senator credits 4-H background for commitment to service

Story by Nathan Gregory • Photos by Kevin Hudson

Helping Mississippi's economy survive a pandemic and supporting historic legislation to change the state flag are just a few of the votes that have made Nicole Boyd's rookie legislative session an unprecedented one.

But leading through trying times is something the District 9 senator representing Panola and Lafayette Counties says being a member of 4-H prepared her to do. One of 14 new faces in the state senate in 2020, Boyd credits her experiences in the Mississippi State University Extension Service's youth development program for helping her develop these skills as well as a desire to serve others.

"Building self-confidence, nurturing the ability to communicate and debate with others publicly and privately, and refining life skills are just some of the things I learned in 4-H," says the Oxford native, who was state 4-H president from 1987 to 1988. "Because volunters service is inherent in every 4-H project. I learned at an early age the value of helping my community."

AND IF YOU HAVE A STATE LEGISLATOR WHO IS A 4-H ALUM . . .

36

13. WORK THE NEWS MEDIA

- Identify hot news topics and identify appropriate Extension faculty to pitch to the media as an expert on that topic.
- Make sure Extension faculty who will be talking to the media have the necessary media training they need to help them deliver the appropriate message, as well as be relevant and credible. If possible, include volunteers, too!





#UMES doctoral student. Ebony Jenkins, talks to #DelmarvaLife show hosts about 17-year #cicadas and their "edibility," Learn about her research on agricultural #entomophagy, rearing insects for human consumption. https://bit.ly/3W7b0E9

....





Mississippi State University Extension Service Published by Ellen Graves • May 7 • •

...

Very proud to be a sponsor and training partner for Pearl Riverkeeper! These citizen scientists are doing great work in gathering credible water-quality information.

We appreciate WLBT 3 On Your Side and Courtney Ann Jackson WLBT for bringing awareness to this initiative!

Learn more here: http://extension.msstate.edu/.../mississippi-waterstewards #MSUext



Pearl Riverkeeper May 6 · Ø

Thank you WLBT 3 On Your Side Courtney Ann Jackson and our amazing Pearl Riverkeeper Water Stewards volunteers, Claire Graves and Maureen McGuire for this excellent report on our summer water testing program!! Volunteers will be testing the water for bacteria at locations around the Reservoir and along the Pearl River and its tributaries. For more information, results and to sign up for text alerts, visit www.PearlRiverkeeper.com

60

CREDITS

Special thanks to the Southern Region Program Leadership Network Communications Committee who developed the "Best Practices To Communicate Extension's Relevance and Credibility" white paper in 2017.

Presentation template by <u>SlidesCarnival</u>

THANKS!

Any questions?

- You can find us at:
 - X molgers@vsu.edu
 - X <u>elizabeth.north@msstate.edu</u>
 - X <u>sstreet@umes.edu</u>

