# Item – Public Relations Campaign

RaiseCA Strong



Oct 30, 2024



Raise CA Strong Childcare
Affordability Campaign:

**Additional County Supporters** 



Raise CA Strong Childcare
Affordability Campaign:

Additional Organizations in Support (Press Conference)

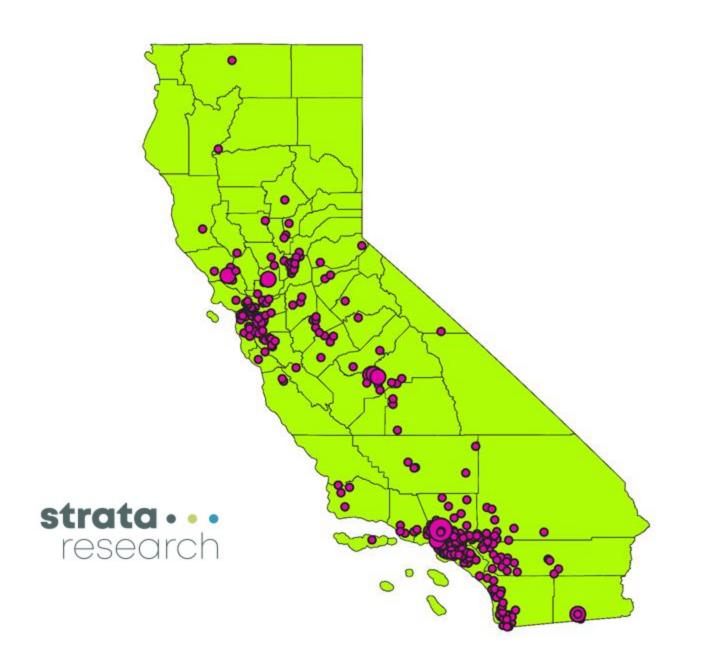


Raise CA Strong Childcare
Affordability Campaign:

Data Informed. Priority Focused.

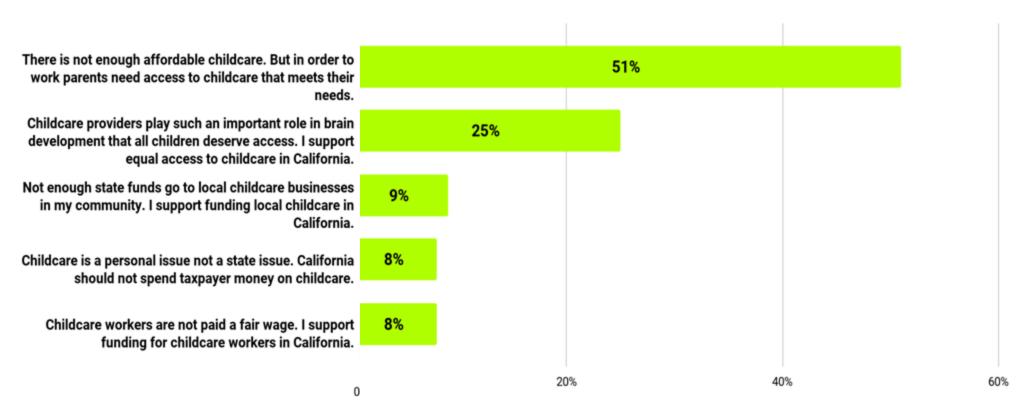
# Data Informed Priority Focus On Childcare Affordability for PR/Policy Campaign

Strata Research, third party evaluator, conducted a survey (n=656) in Sept 2022 with CA caregivers of children 0-5 with at least 1+ ACEs and family income under \$75K to inform how F5CA PR campaign priorities can support parents/caregivers and advance the North Star and Audacious Goal.



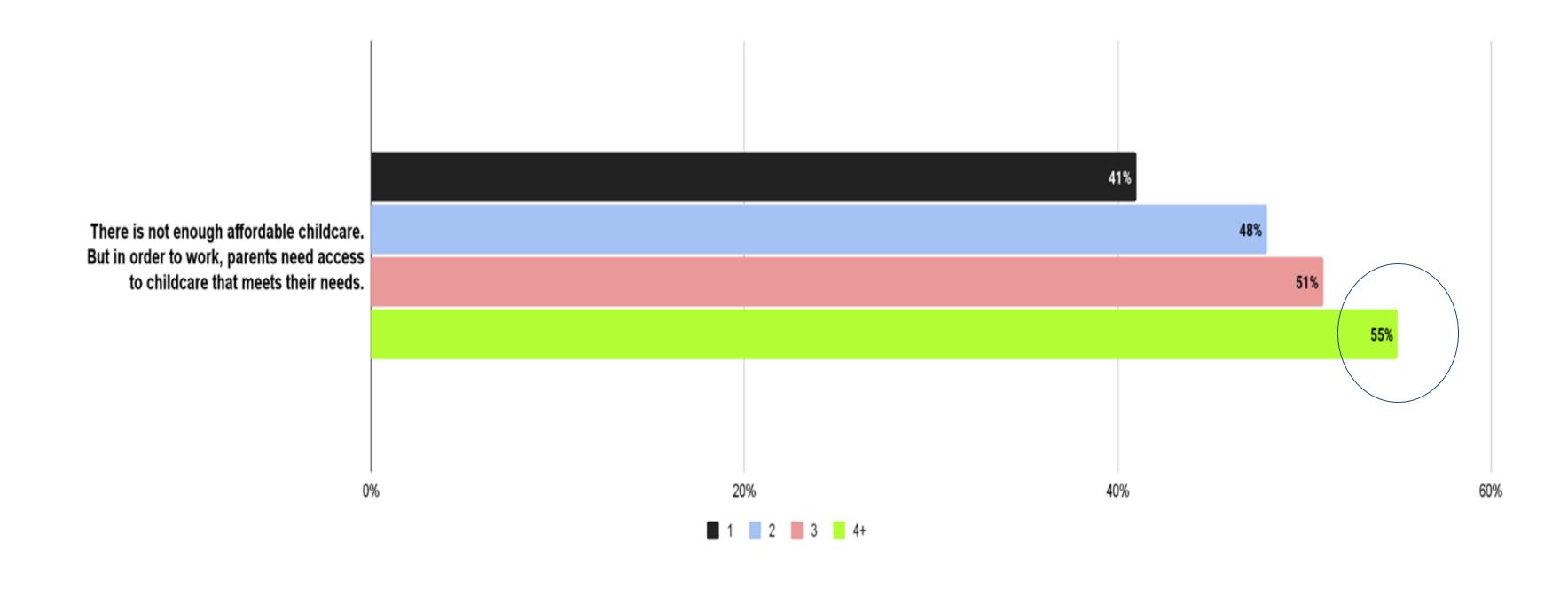
"Childcare is a key concern for many parents of young children. If First 5 California could support childcare for California families, which of the following issues is most important to you?"

# 51% (vast majority) selected childcare affordability as the most important item for them.



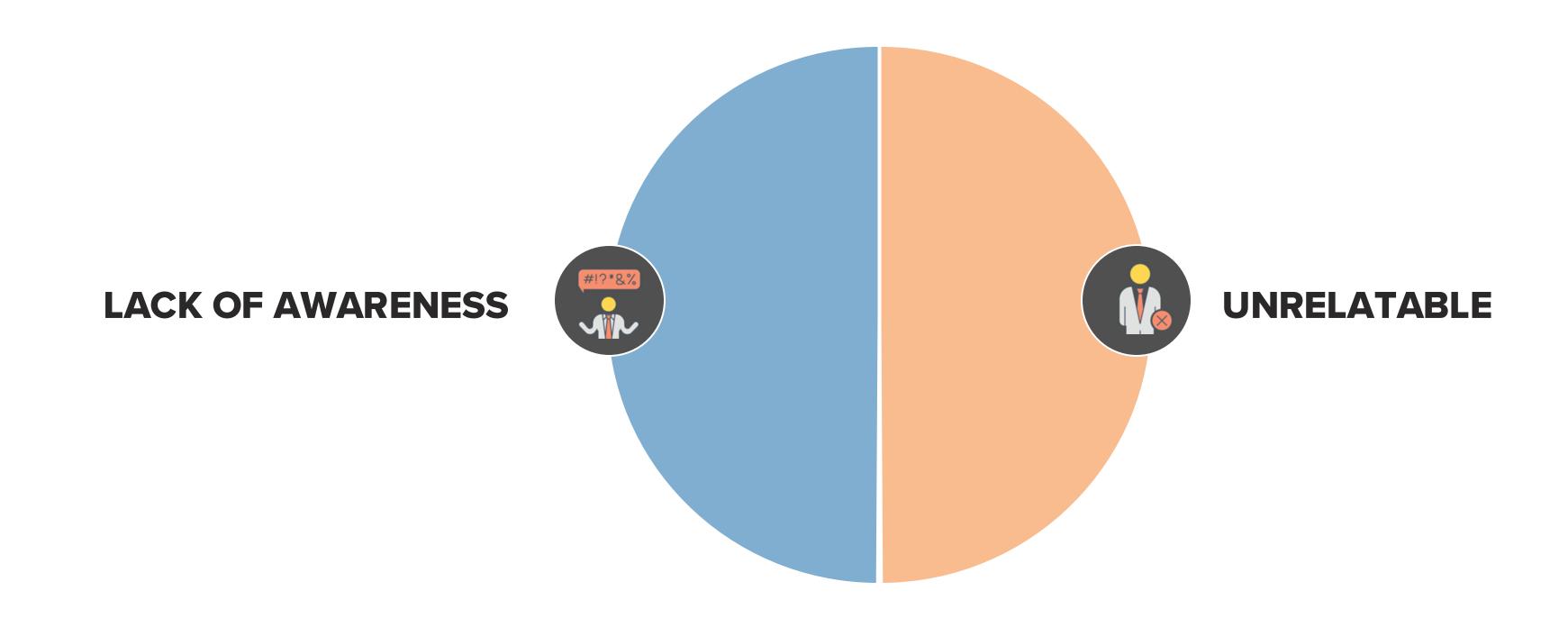
# Parents/Caregivers with Higher ACEs Confirmed Importance of Accessible Childcare

Those with higher levels of ACEs were more apt to select the statement "There is not enough affordable childcare. But in order to work, parents need access to childcare that meets their needs." than those with lower levels of ACEs.





## CHILDCARE PAIN POINTS FELL INTO TWO CATEGORIES FOR BUSINESS OWNERS



# Focus Audiences for PR Campaign



# Broad Public Awareness and Support from Business Communities Improves Understanding, Adds Urgency, and Helps Elevate the Issue to a State Priority

#### **ALREADY AWARE**

Potential Champions & Supporters of Raise CA Stronger Campaign

- Childcare Providers
- Parents of Children 0-5
- Childcare Advocates
- F5CA and County First 5s

# NOT AWARE, LESS AWARE, OR DO NOT SEE IT AS A PRIORITY

Focus Audiences for Raise CA Strong Campaign

- Business Leaders
- General Public
- The Media
- State Leaders
- County and Local Governments

# Formative Research Informed the Strategy

## After aligning on the childcare affordability focus, we conducted formative research in January 2023 to identify:

- 1. Messages that motivate caregivers and business owners to engage in childcare advocacy activities.
- 2. Audience subgroups most likely to engage in advocacy activities in support of childcare.
- 3. Themes to inform brand messaging.



# **STATEWIDE POLLING**



#### **IN-DEPTH INTERVIEWS**

#### **ONLINE SURVEYS // STRATA**

- Online surveys with 900 English- and Spanish-speaking CA parents who have children under 18 living at home
- Online surveys with 250 Englishspeaking CA business owners, minimum of 2 employees

**VIRTUAL INTERVIEWS // RESCUE** 

- 9 follow-up virtual interviews with those who completed the polling survey (6 parents and 3 business owners)
- Parents were asked about their experiences finding childcare, and business owners were asked about how their employees' experiences with childcare may affect their business
- Both audiences discussed advocacy, positioning statements



# **MEDIA SCAN**

#### QUID // RALLY

Natural Language Processing Software

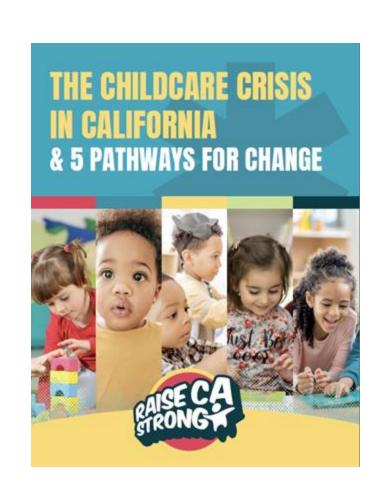
Analysis of 1,648 pieces of content published online from 1/1/2022 to 12/13/2022 focused on early child development.

#### SPROUT // RALLY

Social Media Listening

Analysis of 2 million+ posts across YouTube, Twitter, Facebook, Reddit, Instagram, and Tumblr

# **Key Findings from Report**



# **AFFORDABILITY**

of California parents say it is difficult or very difficult to find childcare they can afford. This is most pronounced among women and those who have experienced 3 or more adverse childhood experiences (ACEs).

# **STABILITY**

of parents use more than one solution such as grandparents, siblings, or neighbors, causing parents to **feel stressed or guilty**. The struggles and stressors of working parents are more understood by business owners who are parents than by those without children.

# **ACCESS**

**OVER 1/3** of California parents say it is **difficult to find childcare** located near their work/home or within the hours they need.

of business owners struggle to fill job openings but most often do not recognize how lack of childcare contributes to this challenge.

# **ECONOMIC IMPACT**

of parents say childcare issues have a negative impact on their career or job. Nationally, lack of affordable childcare leads to \$28.9 billion in lost wages annually.

# Big Takeaways

Business owners aren't naturally making the connection between workforce challenges and childcare, but once they realize it, they are motivated to support change.

Messages about economic impact, cost, and the potential economic opportunity presented the greatest potential to motivate the public and spark urgency.

Parents/Caregivers need change urgently and want to see F5CA stand up to take on this issue.

# PARENTS AND BUSINESS OWNERS ARE MOTIVATED FOR CHANGE

After seeing the average wage of childcare workers, 66% of parents support increasing state investment to improve wages.

After seeing how childcare could boost the U.S. economy by \$1 trillion over 10 years, 58% of business owners support increased investment.

# PR Campaign: Purpose and Strategy

**Strategy:** F5CA's PR campaign(s) will advance the North Star and Audacious goal by building influence, expanding support, increasing visibility and changing public opinion.



#### The purpose of F5CA's PR campaign(s) is to fulfill the following six areas of work:

- 1. Will-Building: Advance public will-building campaigns and increase public and policy-maker support for F5CA priorities that benefit caregivers as well as other early childhood partner organizations.
- 2. Branding: Build the F5CA brand including content support across all brand assets and informational resources.
- **3. Influence**: Influence policy-makers and the public through media coverage, public appearances, recognition, publications, and special PR initiatives.
- 4. Communications Tools: Develop internal and external communication tools and equip stakeholders to advance the mission together.
- **5. Strategy**: Provide strategic communications support and consultation to F5CA staff and Commissioners for message development, advocacy, priority setting, spokesperson training, and other ongoing public relations activities.
- **6. Expand and Sustain**: Support organizational sustainability and mission continuity through expanded realms of influence, strengthening strategic partnerships, increasing visibility, deepening commitment to other early childhood partners, and identifying new funding sources including public-private partnerships over common purpose for California's children and families.



# STIGE GA



Campaign Goal
Increase public interest in solving California's childcare crisis.

# Strategy

A solution-agnostic public education campaign to build both broad public urgency as well as support from typical (e.g. early learning stakeholders) and non-typical, influential players (e.g. business leaders and public officials who are not primary caregivers and may not understand the relevance this topic has to them).



F5CA will establish Raise CA Strong as a platform for discussing and advancing affordable childcare for California families using the following tactics:

#### **Current:**

- 1. Compelling fact-based content to advance the public conversation and build urgency.
- 2. Collaborate with partners to get the message out while promoting existing partner work.
- 3. Publish research reports to inform and support partners.
- 4. Provide high-quality creative assets to be used by partners.
- 5. Generate PR and earned media for this movement and include partners.

# **Future (after additional funding):**

- Host live events, roundtable discussions, webinars, and outreach events to expand reach and advance the campaign in key circles of influence.
- 2. Develop and produce video content.
- 3. Leverage a combination of owned, earned, and paid media tactics to expand reach.

# www.RaiseCAStrong.com

**(1)** (0)









Raise CA Strong, an initiative of First 5 California, was created to build public support for greater access to affordable childcare for all California families. Through affordable childcare, our mission is to champion the health, well-being, and education of children, empower families, and strengthen the state's economy.

First 5 California works to help California's children receive the best possible start in life through better policies, resources, and public education.



# In the Media





— NEWS

California Parents Struggle With High Child Care Costs Ahead of Presidential Election





Business owners, employees divided over how much of a struggle child care is, report finds

California leaders working to make major investments in child care

# Partnership

Early Childhood Education Coalition



- The ECE Coalition is comprised of over 30 organizations advocating for state budget investments and policies that aim to promote equity by serving the highestneed children first.
- F5CA has been engaged with the coalition and its members through meetings and presentations starting in 2023.

California State Association of Counties



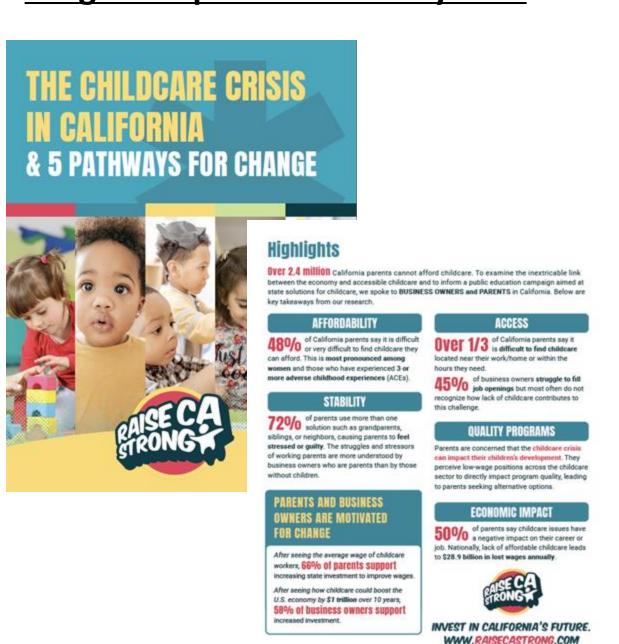
- F5CA has been engaged with the staff team at CSAC, as well is its executive board since 2023 on the progress of the campaign and after the launch on August 27, 2024.
- F5CA invited to present on Raise CA Strong at CSAC Annual Conference on Nov. 19



# Raise CA Strong

Build a movement to increase urgency to solve California's childcare crisis and improve how childcare works for families and businesses throughout CA through long-game investment in public education, PR, advocacy, and will-building.

## **Insights Report & Advocacy Tool**



## **Partner Messaging Toolkit**



#### **Educational Website**







# **Next Steps**

- Launch RaiseCAStrong.com website
- Publish research report online
- Launch and engage on Raise CA Strong social media accounts
- Continue to engage key partners in the ECE community
- Provide partners with digital toolkits to be able to promote this campaign with their audiences

 F5CA Commission to fund continued investment to advance and scale this PR campaign to continue momentum.

# **Commission Action**

Overview of the proposed funding request for an upcoming PR contract to enhance strategic communications and support early childhood development initiatives statewide. This initiative is critical to advance our strategic communications and public relations efforts, distinct from our media campaigns, to bolster our statewide influence and support for early childhood development.

- Proposed Budget for Commission Approval: Up to \$4,000,000.00
- Contract Term Length: 36 Months

# **Total Scope of Work Overview**

#### 1. Strategic Communications

- a. Messaging Development
- b. Thought Leadership
- c. Annual Strategic Communications Plan
- d. Quarterly Strategic Alignment Workshops
- e. Weekly Strategic Counsel & Consultation

#### 2. Branding

- a. Brand & Logo Guidelines
- b. Branded Collateral
- c. State Website Content

#### 3. PR Activations

- a. Statewide Days of Action
- b. Book Reading Days Dia de Los Libros

#### 4. Media Relations

- a. Media Monitoring
- b. Press Materials
- c. Press Events
- d. Spokesperson Training
- e. Pitching and Outreach
- f. Storytelling
- g. Crisis Management (ex. COVID pandemic)

#### 5. Partner Communications

- a. Email System and List Management
- b. Executive Director Newsletter
- c. Annual Report
- d. Collaboration with the First 5 Association
- e. Technical Assistance to First 5 County Commissions
- f. Awards
- g. Summit Content Support

#### 6. Internal Communications

- a. PEO Committee and Commission Communications Support
- b. Team Trainings
- c. Monthly Internal Email Updates
- d. Leadership Consultations for Internal Communications

#### 7. Program Focus of PR Projects

a. Whole Child Campaigns - Raising CA Strong



# Scope of Work 1-6

# Strategic Importance and Value-Add of PR

#### PR operations add tremendous value to F5CA in the following ways:

Strategic Relationship Building

**Professionalism** 

**Crisis Management** 

Feedback Loop **Enhanced Visibility** 

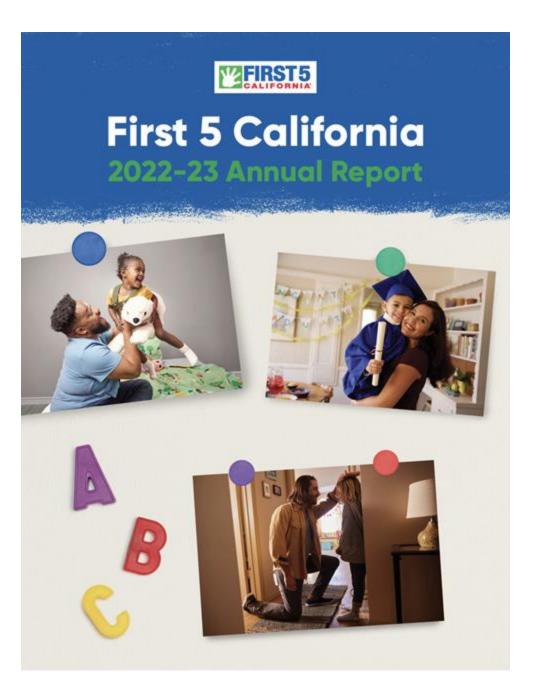
**Cost Effectiveness** 

- 1. Strategic Relationship Building: PR helps to cultivate and maintain key relationships with influential stakeholders, including policymakers, educational leaders, and community organizations. These relationships are essential for advocacy and can aid in securing support, funding, and new opportunities for First 5 California's programs.
- 2. Professionalism: Expert PR support elevates the work of F5CA through enhanced branding, team training, improved internal and external communications tools, and experienced organization-level messaging consultation.
- 3. Crisis Management: In times of crisis or when facing public scrutiny, a dedicated PR team can manage the narrative, mitigate negative impacts, and communicate effectively with the public and stakeholders.
- **4. Feedback Loop**: PR provides a crucial channel for feedback from stakeholders and the public. This feedback is vital for shaping current and future programs and for demonstrating accountability and responsiveness.
- **5. Enhanced Visibility**: Through PR, First 5 California can gain placements in news articles, interviews, and public speaking opportunities that are not possible through traditional media campaigns alone. These opportunities are crucial for thought leadership and for influencing public and professional discourse on early childhood topics.
- **6. Cost-Effectiveness**: While media campaigns require significant funding for media buys, PR relies more on the expertise of skilled professionals to engage with media outlets and stakeholders, often resulting in lower overall costs for similar or enhanced reputation and relationship outcomes. However, it's important to note, that many PR initiatives and special projects related to the proposed PR campaign(s) do often benefit from paid media investments; albeit, these are smaller media budgets than the larger statewide caregiver-focused media campaign.

# **Brand Level Asset Creation**

Establishing consistent branding and messaging in how we communicate to partners and stakeholders.

## **Annual Reports**



## **Organization Fact Sheets**



#### **Brand Guidelines**



# **Uplifting F5CA's Profile**

Through the use of a monthly e-newsletter, public radio airtime and article placements, First 5 California is securing its place as a key influencer in the early learning space as a resource for families.

#### **Monthly Newsletter**



- May 2024
- June 2024

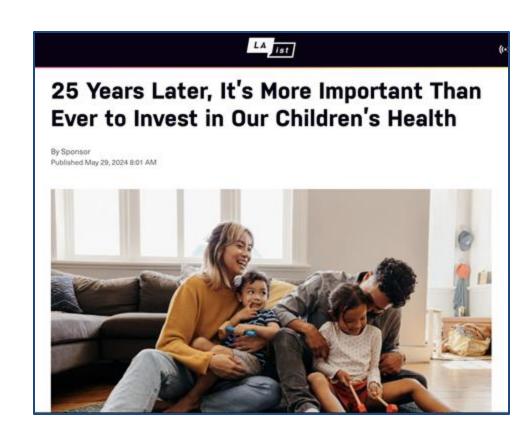
## **Public Radio**



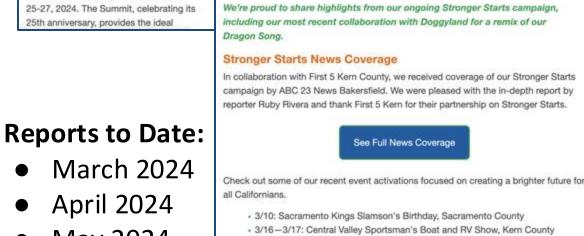


Jackie Wong discusses First 5 California during AAPI Heritage Month (May 30, 2024).

### **Article Placements**



- Los Angeles Sentinel
- LAist
- **Bold Journey**
- **Authority Magazine**



+ 3/17: Stockton Kings Dunkson's Birthday, San Joaquin County

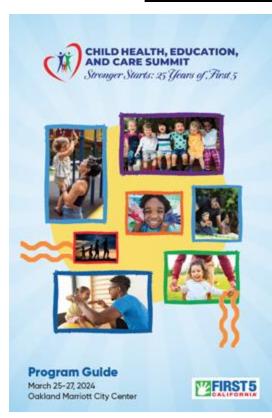
+ 3/30: Bunny Hop, Los Angeles County

· 3/30: Charles M. Schulz Museum, Sonoma County

# Advancing the ACEs Conversation

Through hosting and participating in convenings, meetings and summits, First 5 California continues to advance the national conversation about adverse childhood experiences and how we can work to ensure all children and families have the resources to prevent and buffer against toxic stress.

## **Summit Support**



25th Anniversary Video Production

**Summit Program Layout** 

Summit Signage

Summit Social Media Coverage

Summit Staff Support

Awards Reception Planning

Awards Reception Production & ROS

**Awards Reception Sponsorships** 

Manage Event Photographer

Manage Event Subcontractor

# Meeting with VP Harris Staff at White House

June 2024



# Federal Reserve Bank Early Childhood Design Group

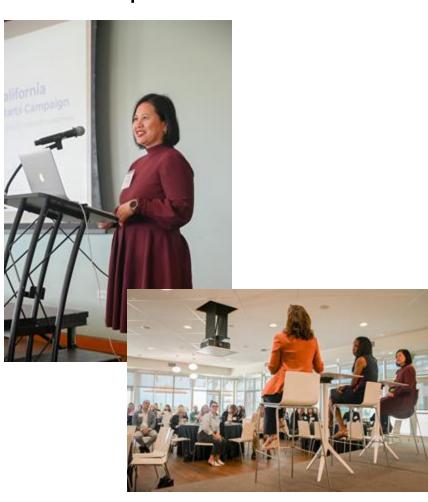
May 2024



The day included workshops, conversations, panels, and brainstorming, after which we collectively aligned on some big ideas to improve the future of health for our kids nationwide.

# **ECE Funders Convening**

April 2024



Before a room of philanthropic leaders and community-based organizations, our panel unpacked ways the state can reduce ACEs and toxic stress in children through local programs and healthcare.

# **Building Team & Organizational**

# **Staff and Commissioner Media Trainings**

**Goal:** Achieve PR coverage for campaigns and the organization by ensuring Commissioners and appropriate staff are strategically trained to speak with media on First 5 California topics and media campaigns.

# **Commissioner Trainings:**

Former Chair Giannina Perez

Vice Chair Shana Hazan

Commissioner Vivian Paz

Commissioner Elsa Jimenez

Collaborator Dr. Nadine Burke Harris

Chair, Katie Albright

# **Staff Trainings:**

Jackie Wong

All Departments Media Training (included all F5CA staff)

# Program Description, Goals & Focus

**Program Description -** Statewide public relations and strategic communications strategy that build upon the current and future work of F5CA including F5CA programs and evaluations, public relations media campaigns, scientific findings, government relationships, stakeholder partnerships, and other accomplishments.

**Program Goal -** The goal of F5CA's PR campaign(s) is to elevate awareness of F5CA brand, positions, and achievements as a source of influence to advance the North Star through **systems change, policy change, will-building campaigns, and public opinion change.** 

**Program Focus** - Enhance access to early childhood environments for children from birth to five years old, supporting their development and enabling parents to participate in the workforce.

# Communications Overview - PR and Media

# PR Campaigns For Stakeholders

Will-Building, Influence & Public Opinion

Organization-Level Communications F5CA Brand

Elevate awareness, visibility, and expand support



# Media Campaigns For Caregivers

Public Education & Parenting Resources

Topic-Based Campaigns (i.e. toxic stress)
Stronger Starts Brand

Engage caregivers to change knowledge, attitude, beliefs, and behaviors



# Thank you!

