## Replicable Media Advocacy Case Studies from Tobacco Control

Rebecca Murphy-Hoefer, PhD, MPH
Assistant Professor, Department of Communication
Kennesaw State University



"Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it's the only thing that ever has."

Tuesday, November 6, 2007

135<sup>th</sup> American Public Health Association Annual Meeting and Exposition Washington, DC Washington,

### **Objectives**

- Define media advocacy
- Give examples of principles of media advocacy
- Give examples of gaining media access

### **Thank You:**

### **Anthony Brown**

Project Coordinator, Department of Health Behavior Roswell Park Cancer Institute

### Karla Sneegas

Executive Director, Program Evaluation, Indiana Tobacco Prevention and Cessation Indiana Tobacco Prevention and Cessation

**Don Chaney**, Ph.D., CHES, Texas A&M University

Anne Marie O'Keefe, PhD, JD, Phil Wilbur, Michael Cummings, PhD, NCI, CDC, NY, UT, Legacy

### Prevention, Cessation, Elimination of SHS, Disparities



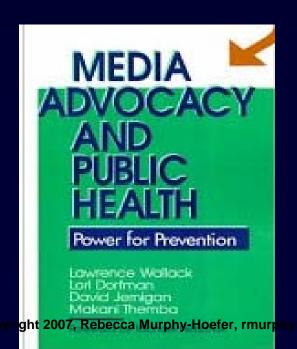
## Why Media Advocacy?

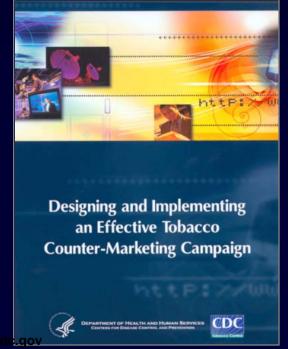
## Media Advocacy, Tobacco Control Policy Change and Teen Smoking in Florida

Niederdeppe et al. *Tob Control*.2007; 16: 47-52

### Conclusion:

This study adds to the growing literature supporting the use of media advocacy as a tool to change <a href="https://health-related.com/health-related">health-related</a> policies.





### **Media Advocacy Planning**

### Overall-

What is the problem?

What is the solution?

Who has the power to make the necessary changes?

Who must be mobilized to apply pressure?

What messages would convince those with power to act for change?



Base your program goals on research

Are there sub-groups effected by this problem?

Separate plans and strategies must be used for each sub-group

Conduct SWOT analysis

### Objectives-

Should be specific to your target audience.

Should be realistic, measurable and time-specific.

Should be specific to location



### **Media Advocacy Planning**

### Primary and Secondary Audiences

- -Who or what institution has the power to solve the problem and grant your demands?
- -Who must you get to first before those above?
- What are the strengths and weaknesses of each potential target?
- -Which targets are elected? Appointed? Private?
- -How do you have influence over them?
- -What is their self-interest?
- -Who would have jurisdiction if you redefined the issue?
- -Develop a communication goal for each selected audience.

### Monitor the news

Is your issue being covered? Which reporters are covering your issue? What are the main themes and arguments presented on various sides of your issue? Who appear as spokespersons? For the opposition?

### Successful Soundbites

Keep it short. 15 seconds max. First reach people emotionally. Hearts first, then minds. Talk about what's at stake. Frame the problem and your proposed solution. Evoke pictures. Stake a stand.

### **Media Advocacy Planning**

### Review and Revise

- -Is this still working?
- -Are we moving closer to our goal?
- -What additional funding needs do we have?

### **Evaluation**

- -What do you want to know?
- -Did you do what you intended?
- -What your issue covered by the news media that your target reads or sees?
- -Was your story told in the way you had hoped?
- -Have you become a source for this journalist?
- -Did your media work help build community support for the overall program goal?
- -What didn't go well? Why?

Think in terms of Process, Short-term, Intermediate, and Long-term Outcomes

## What is Media Advocacy?

- Working with the media to bring about policy change
  - Agenda Setting
  - Shaping the Debate
- Policy Advancement

## The "Paradigm Shift"

- Tobacco Use
- Personal
- Short-TermProgrammatic
- Public Information
- Individual/Cessation

- Tobacco Distribution
- Social
- Long-Term Policy
- Media Advocacy
- Comprehensive/ Environmental

- Creativity
- Opportunity
- Issues
- Localize
- Medium
- Target
- Media
- Spokesperson
- Humor



...but the smoke is killing me!

Remember, when you smoke so does your pet!



WNY Veterinary Medical Association







Creativity

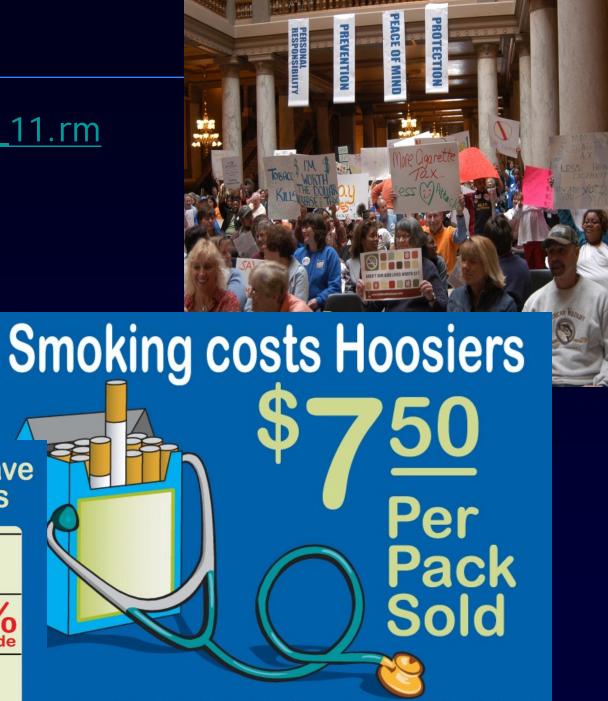
Initiative/Not Intimidation





### **Principles**

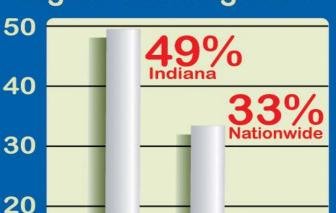
Issues FDA - News\_11.rm



Localize -Tob Free

- Local- Hide Ciga

Uninsured Hoosiers have higher smoking rates

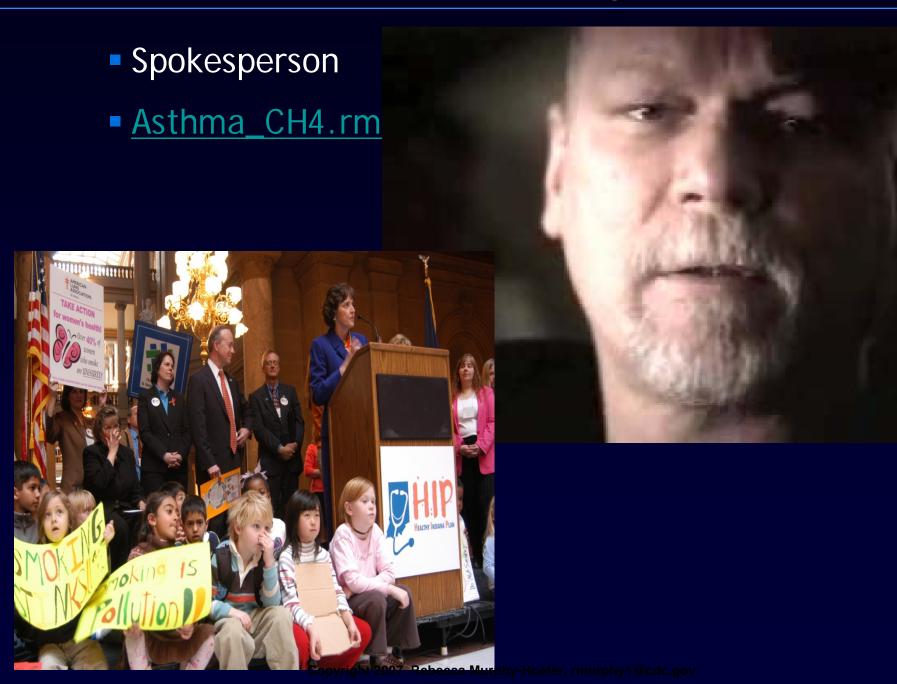


ease • Premature Death • Lost Productivity

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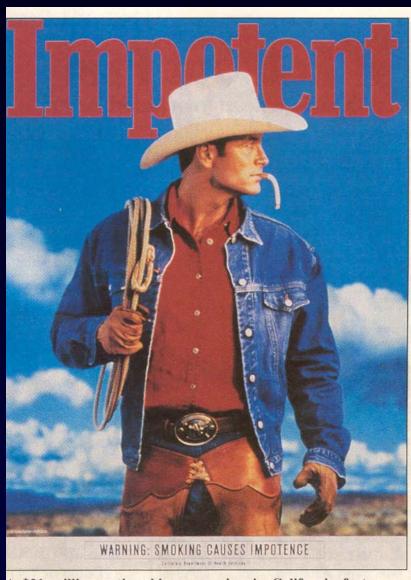
- Media, Medium, & Target
  - Television, Radio, Print
  - Billboard
  - Post-its
  - •Web
  - Web Ads
  - •Businesses internal
  - Retail entry forms
  - Sponsors
  - News magazines
  - Text messages
  - •Blogs
  - Second Life





Humor





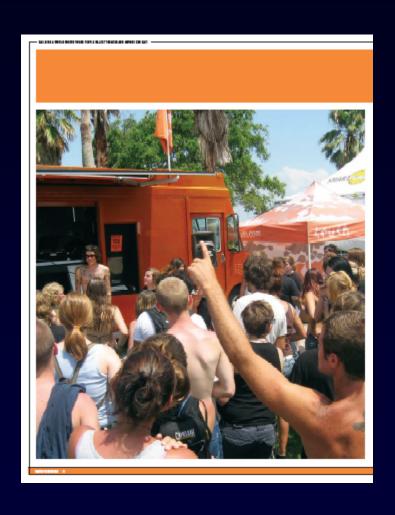
A \$21 million antismoking campaign in California features a billboard linking smoking to impotence. Public-health advocates hope that the fear of impotence might motivate smokers to quit.

- Newsworthy
- Epidemiology
- Timely
- Turning the Tables
- Public Policy
- Role Models
- Events
- Earned Media
- Paid Advertising

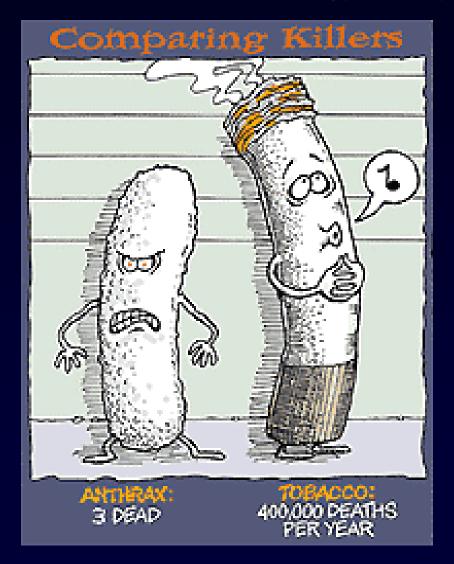


- Role Models
- Goerlitz\_CH2.rm
- Mike Fisk\_CH4.rm

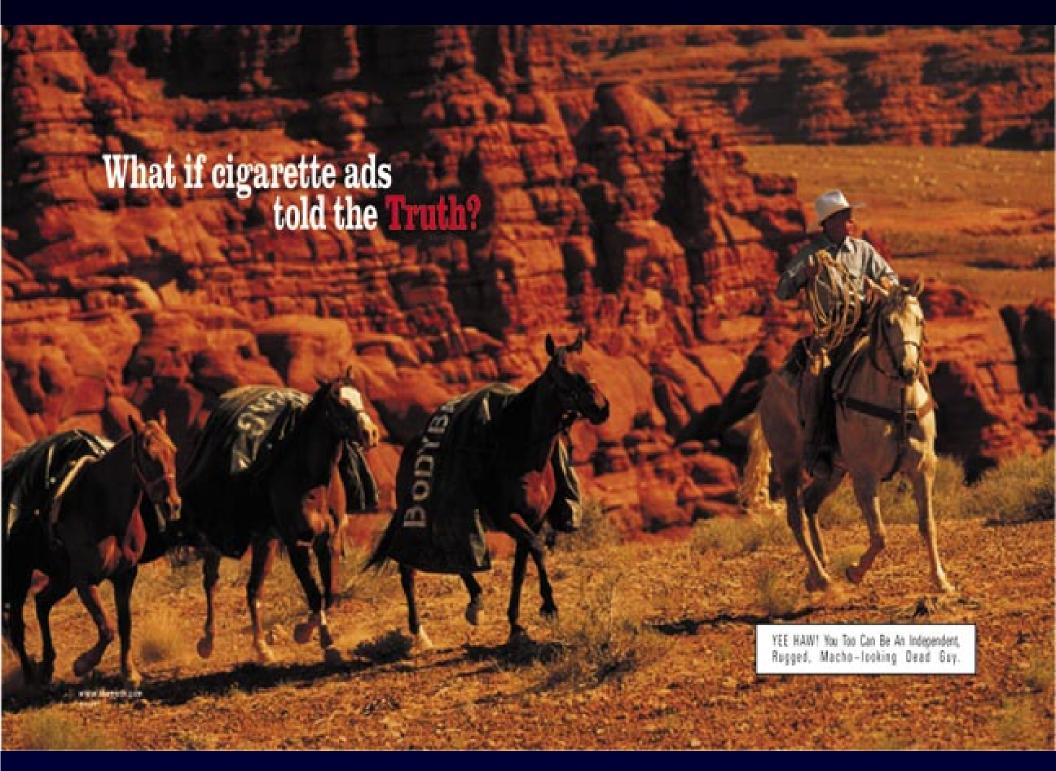




Epidemiology Pregna







## Timely- SGR 40th Anniversary-UT

### deseretnews.com

## 64 report lit up war on smoking Utahns hail 40th anniversary, say work remains

### By Amy Joi Bryson

**Desert Morning News** 

"Utah public health officials on Friday hailed the upcoming 40th anniversary of the landmark document that acknowledged tobacco products as dangerous, but they warn that much work is left to be done to snuff out the deadly habit.

A press conference was held at the State Historical Society to recognize the Jan. 11, 1964, report by the Surgeon General's Advisory Committee on Smoking and Health. That report was America's first official recognition that cigarette smoking causes cancer and other serious diseases."



Bib worn by 7-month-old Marianne Hoefer on Friday delivers a message at the Utah Department of Health.

Lisa Marie Miller, Deseret Morning News

## SGR 40<sup>th</sup> Anniversary- IN



- Picked up national release -17
- Picked up state release "IN unexpected legacy in smoking research" - 17
- Local generated stories- 8
- Op ed- 1

Public Policy - New





## \$1.00 Cigarette Tax Gets Us:

- 400,000 Uninsured Covered
- 50% More Immunizations
- 89,000 Fewer Youth Smokers
- 52,000 Fewer Adult Smokers

- Events & Earned Media <u>Becky\_GASO\_CH2.rm</u> <u>Rally7\_CH5.rm</u>
- http://www.cdc.gov/tobacco/media\_communications/calendar/index.htm







### **Paid Advertising** QYSH6023\_VictorDeNoble.wmv

### cdc.gov/tobacco



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National Center for Chronic Disease Prevention and Health Promotion media campaign resource center (mcrc)

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### Contents

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**Tobacco Information** Prevention Source



A tobacco company hired him erach nicotine. He was so sucessful he lost his job.







WARNING: SMOKING CAUSES IMPOTENCE

Creating high-quality, effective advertising campaigns for tobacco use prevention can be time consuming and expensive. To save you this time and cost, CDC has licensed existing advertisements developed by more than 25 state health departments, nonprofit health organizations and federal agencies.

- Newsworthy
- Epidemiology
- Timely
- Public Policy
- Role Models
- Events
- Earned Media
- Scientific
- Turning the Tables



### Philanthrepy

### Why We Give

"The clearest demonstration of our beliefs is in our grant making. Feeding the hungry and helping them to become self-sufficient...giving hope to a victim of domestic violence...comforting someone living with AIDS...nurturing the creative spirit and educating students of all ages...protecting nature's water and food resources....

Taken together, our grants reflect our values, encourage human aspirations and address basic human concerns."

From: http://www.philipmorris.com/philanthropy/grants/grant\_guidelines.asp

- Newsworthy
- **Epidemiology**
- Timely
- Public Policy
- Role Models
- **Events**
- **Earned Media**
- Scientific
- Turning the Tables

### So a Guy Walks Into a Bar With an Air Monitor . . .

By RICHARD PÉREZ-PEÑA

It takes a toll, being the scientist who has to measure the air quality in bar after bar around the East and West Coasts, wearily checking for smoke particles between beers.

"You go to a bar, have a beer, go to another bar," said Mark Travers, a 28-year-old doctoral candidate at the University at Buffalo, part of the State University of New York. He carried his sophisticated monitoring equipment in a shoulder case.

"By the end of the night, you aren't so motivated to pick up and go on to the next bar," he said. "Occupational hazard. I'm not really complaining, 'Oh, I have to go bar-hopping again.' But I definitely don't go in to work

Nonetheless, after months of arduous research, Mr. Travers and other scientists at Roswell Park Cancer Institute in Buffalo have reached a significant conclusion about indoor air in Mayor Michael R. Bloomberg's New York, a year after the city banned smoking in all bars and restaurants: The atmosphere in them has, on average, less than one-tenth as many fine particles and other harmful chemicals as in cities where smoking is still allowed. When they looked only at bars, and only late at night when the indoor haze was thickest, the contrast to New York City was much sharper.

While the results he gathered may not be terribly surprising, the study, financed in part by the Campaign for Tobacco-Free Kids, an antismoking group, put a numerical stamp on the still-new experience of walking into a bar past midnight and being able to

"It still seems really strange to be part-time smokers, and not see that

home feeling better these days."

In a sampling of Manhattan taverns Mr. Travers visited last Saturday night, the average concentration of those tiny particles, soot, was 25 micrograms per cubic meter of air. about the same as he had found a few weeks earlier in Buffalo. Health experts say that number is not particularly good - the city has measured lower concentrations at the mouth of the Holland Tunnel at rush hour and reflects New York City's general air pollution problems.

But it is a far cry from cities where smoking is still allowed. In dozens of bars and restaurants in Washington. Baltimore, Philadelphia and Hoboken, N.J., Mr. Travers found an average particulate concentration of almost 300. That number includes measurements taken at places that are primarily restaurants, and some readings taken before the nights got busy. In bars visited late at night, the particulate pollution in other cities often topped, 400, 600, even 1,000 in

California began the effort to ban smoking in bars back in 1998. But for all its health-conscious image, the trend-setting left coast did not match New York in Mr. Travers' findings, for the simple reason that people there cheated. In some Los Angeles night spots, he found smokers defying the ban, and an average particu-

In addition to particulates, secondhand smoke contains carbon monoxide and a group of carcinogens called polycyclic aromatic hydrocarbons. or PAH. Mr. Travers measured carbon monoxide and found significant. but less striking, differences between smoking and nonsmoking of the tables, and there were only a proportion to particulates.

Several studies have shown that secondhand smoke poses a risk of cancer and heart disease, while a few triple the New York City average. cloud," said William Schumacher, a others - the ones cited by opponents

source, can cause many health prob- 20's listening to a band playing Cheap Trick covers, it was 526. And that was mild compared with the upstairs bar the next night at Millie & Al's, in the Adams Morgan section of Washington, D.C., where the particulate level hit 1,119, or about 45 times as high as a typical New York City

Even the nonsmoking places varied, depending on factors like the presence of a kitchen (stoves and ovens produce some particulates), and the general level of air pollution in

Tagging along with Mr. Travers and talking with patrons also turned up a wide range of attitudes. Some nonsmokers said they did not mind smoking and opposed any infringement on the right to smoke, while some smokers said they would be

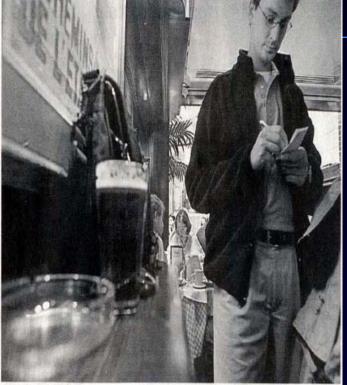
tions had subtly altered their social

couraging them from going out to bars, depending on their tastes, and causing nicotine refugees to gather out on the sidewalks.

"I believe in personal accountabil ity, and I know what I'm doing to myself, and this is one of my happiest moments," Hafeez Rajii, a visiting New Yorker, said between drags on a Parliament in Garrett's, a bar in the Georgetown section of Washington.

A number of smokers said they an proved of nonsmoking laws, and even saw a benefit to themselves. said Matt O'Brien, 26, who sat with friends last weekend at the Heart land Brewery Union Square in Man-

The ban has even changed the pickup scene, according to Mr. Schumacher, the bartender, "There are lot of guys you see in here, not smoking," he said, "but as soon as they see a pretty girl go out there for a smoke.



Mark Travers at work, monitoring the level of smoke at a bar in the Georgetown section of Washington.

The numbers collected by Mr. Travers show striking variation, in ways that both sides in the ongoing debate might seize on to support their arguments. In Albany, tavern owners and some legislators are proposing exemptions to the ban that New York State passed last year, for bars with good air-flow systems.

The ESPN Zone at Baltimore's Inner Harbor presented one extreme early one evening. Families with children having dinner sat at many room with high ceilings and galeforce ventilation. The particulate level was 70 - far below most other smoking places, but still almost

A few hours later, at the Horse You

smoke didn't bother me, but I go large amounts, from whatever with hard-drinking people in their

2007, Rebecca Murphy-Hoefer, rmurphy1@cdc.gov



The SELF Smoke-o-Meter

If you have any doubts about the immense difference it makes to live in a nonsmoking city, check out the numbers below. Secondhand smoke contains 69 cancer-causing chemicals, and nonsmokers who inhale high levels of cotinine-a nicotine by-product—have about a 50 percent increased risk of developing heart disease in their lifetime, according to a study published in the British Medical Journal. SELF asked researchers at the Roswell Park Cancer Institute in Buffalo, New York, to report on levels of indoor pollution in 56 bars and restaurants of various U.S. cities. See how your hometown stacks up. You may want to dine alfresco instead. -Kristin Kane

### GALVESTON

Drew

"Getting

Levels of indoor air pollution were 23 times what the Environmental Protection Agency recommends as safe.

#### BALTIMORE

The law requires ventilation systems, but high levels of indoor air pollution suggests they may not be doing the job.

#### **PHILADELPHIA**

The city of brotherly love is also a friend to smokers, who are free to light up in most bars and restaurants.

#### LOS ANGELES

California state law bans lighting up in bars and restaurants, but testers caught scofflaws puffing away in three of nine venues.

#### NEW YORK CITY

Pre-smoking ban, pollution in bars was 50 times higher than at the entrance to the Holland Tunnel. Now the breathing is easy.

\* Average micrograms per cubic meter of smoke and other particulate pollution

The city of brotherly love is also a friend t free to light up in most bars and restaurant

LOS ANGELES

California state law bans lighting up in ba but testers caught scofflaws puffing away in

NEW YORK CITY

Pre-smoking ban, pollution in bars was 50 the entrance to the Holland Tunnel. Now th

hing he could to support the town's thriving prostitution industry, memorably arguing, "If God couldn't stop prostitution, why should 1?"

These days, the same libertarian thinking apparently applies to smoking. "I think some regulations go overboard," Morreale says. "I think bans go against civil rights." She also resents the tobacco taxes. "We're keeping the HMOs in business," she figures. "If it weren't for all us smokers with all our health problems,

"But smoking is rarely a choice. It's an

addiction. And we need to promote an

environment that helps people quit. We

put fences around bridges and danger-

ous places; if someone wants to crawl

Finding a way out of the fog

Brenda Hodge, 40, a Galveston property

manager, had been too stressed out to

quit smoking. She had to take care of

work, she had to take care of her family-

she never got a break. But about six

months ago, she developed a chest cold

that lasted four weeks. It wasn't the first

time she felt congestion exacerbated by

her habit. So even though she had

dropped out of smoking-cessation pro-

grams three times previously, she decided

to try again. When I was 20, I aerobicized

four times a week; I played volleyball and

softball," she says. "And after every game,

I smoked. You can't do that forever. You

over, they can do that."

fe like in the nation's t city for women? i't bother to ventilate. spend peanuts

like such a bad 19 years now, e was pregnant. roke, though, I says. "I smoked the hospital." 9-year-old son r to stop, telling er father-that her lungs turn Morreale won't rson, not by her "I just don't feel tell people what

he says. eel ashamed of a egal. "As long as one's space, it she says. "My nd she died in her er's. My brother red in a robbery ens for a reason. not understand of necessity to it ime. Enjoy your orie and carb?" philosophy goes hrough the midresidents took the Gulf Coast's may think you can when you're 20 years old, but you can't."

ition. Herbert Y

It's not only smokers who pay those a sore throat this morning, and my clothes medical costs, however: In Texas, resistank. Now I can see why nonsmokers dents pay \$494 per household in taxes to complain about secondhand smoke." treat tobacco-related illnesses-although The first thing Hodge had noticed 77 percent of them don't smoke. "The individual-choice argument is the tobacco industry's argument," Dr. Bloch says.

at the karaoke bar was a sign: THIS IS A SMOKING ENVIRONMENT. "What could I do?" she asks. "Iknew I had to go to my friend's party. So I walk in, and there's a huge cloud of smoke hovering over the room. I thought, Oh, my God-I'm going to get lost in the cloud!" As the night were on, she'd catch herself watching another woman smoke the way a dieter watches someone eat a banana split.

Riffe checked Hodge's carbon monoxide rating, as she had in past sessions. Riffe considers anything over a 2 to be a risk; at Brenda's first session, when she was still smoking, she measured 7.2 During her second session, on her quit date, she rated 0.5. For her third session, she was at 0.4. This time-because she had been at the bar the night before-she blew a 1.3. In a single night at a smoky karaoke bar, Hodge had tripled the amount of carbon monoxide in her lungs. "That's scary," she says, her eyes wide.

Without a cessation program, Hodge would have had only a 5 percent chance of going without cigarettes for a year. With the program-and by using a combination of the nicotine patch and the craving-control drug Zyban-she has a 20 to 30 percent chance of making it that far. Those are still long odds, and she would have a better chance of success in a place where state and local laws are more supportive of nonsmokers. Dr. Bloch says. In 2002, for example, New York City's health department provided 35,000 smokers with a free six-week course of the patch, and about 11,000 of them kicked the habit.

Hodge used to find smoking bans annoying; like a lot of her neighbors, she thought nonsmokers were a bunch of whiners. These days, however, she's hanging around fewer and fewer smokers. And she's gravitating toward completely smokeless zones, appreciative of any measure that can help her quit. "It helps not to be around it and be in an atmosphere that's free," she says. "When I see a sign that says NO SMOKING, I breathe a sigh of relief. Because that's one less battle I have to fight that day.

### le night at a smoky bar, Hodge had ne amount of carbon le in her lungs.

Hodge knew quitting cold turkey Galveston from wouldn't work for her. She'd tried before and failed. Then her husband told her about the smoking-cessation support available at UTMB, a university-funded program that costs patients only \$30 for six counseling sessions over a year. At the three-month point, she's at the hospital for a checkup with Emily Riffe, the counselor who runs the program.

Hodge chews a small piece of sugarfree gum. "I had a bad night last night," she says in Riffe's small office. "I went to a birthday party at a karaoke bar, and the place was thick with smoke. I woke up with

### **Internal Tobacco Industry Documents**

From: Brown & Williamson Tobacco Corporation, Report Marketing, October 1982. Quotes from focus group interviews Bates No. 504102889

- "True" brand: "Female very hyperactive, runs around in circles but doesn't get anything done, all activity, but no progress flutter brained, surface value only. Frivolous. A TRUE smoker is not a true smoker."
- "Vantage" brand: Female housewife at a bridge game, strictly a social smoker who needs a prop. Someone trying to quit. Ghosts. Very frivolous, all surface value, flaky."
- Those who smoke "Merit" brand: Woman on the go, pressured. Flighty woman, dumb blonde, couldn't depend on. Friendly. Hyper."
- Those who smoke "Carlton" brand: A nonsmoking smoker, desperate, little old lady, trying to quit, puny, squeaky, wimp, poor taste, someone in a nursing home."

## Online Media Tracking Survey Ad Screenshots: "Gangrene"



## **Internal Tobacco Industry Documents**

From: "RJR Wins Fight" by David Carrig, USA Today: B1, April 18, 1996

"Charles Harper, R.J. Reynolds Chairman: 'If children don't like to be in a smoky room, they'll leave.' When asked by a shareholder about infants, who can't leave a smoky room, Harper stated, 'At some point, they begin to crawl."

## Online Media Tracking Survey Ad Screenshots: "Smoking Kids"



# "Our lives begin to end the day we become silent about things that matter."



Martin Luther King Jr.

## Replicable Media Advocacy Case Studies from Tobacco Control

Rebecca Murphy-Hoefer, PhD, MPH
Assistant Professor, Department of Communication
Kennesaw State University



### Contact:

rmurph27@kennesaw.edu

1-678-797-2417

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