

Frederick County, Maryland

Situation Across the country, more and more individuals have been turning to opioids and heroin as their narcotics of choice. This epidemic has cut a path across urban and rural populations, drawn interest and fostered experimentation from even middle school-aged children, and affected families from diverse socioeconomic backgrounds. In Frederick County, Maryland, the Health Department was seeing increasing addiction rates and even deaths from opioid and heroin abuse and needed an impactful communications platform to help turn the tide in its own community.

After soliciting bids from area marketing communications firms, the Frederick County Health Department selected the Channel team to develop a campaign to achieve its objectives.

Solution Approach

Prior to any creative work, the Channel team conducted a review of similar public service campaigns around the country. The vast majority was found to employ scare and shock tactics that, while attention-getting, ultimately failed to establish a personal connection or "put a face" on the issue. Our findings led to recommending Frederick County Health Department reach out to individuals in the Frederick community who were willing to share their struggles and experiences, and those of family members, with opioid and/or heroin abuse.

We developed a campaign called "Take Back My Life" that targeted young males and was centered on a series of videos that focused on five individuals telling their personal stories of addiction and paths to recovery. The videos were featured on a landing page we created (takebackmylife.org) and on a YouTube channel.

Media Components

The campaign website was promoted in a broad range of media and communications channels, including social media, :30TV spots, radio, print ads, online banner ads, email, and posters throughout Frederick County. The county's 2-1-1 emergency number, which connected callers to assistance and treatment resources, was included as a call to action on all messaging.

A comprehensive social media calendar helped manage post content and message timings; tracking reports monitored all activity on Facebook, Twitter, and YouTube; and Google Analytics was implemented to gain insight into engagements with the campaign landing page, banner ads, and online video pre-roll ads.

Media Plan



The Channel team conducted a media day that allowed Frederick County media organizations to be debriefed on the campaign and its objectives. As a result of that personal outreach and connection we obtained high levels of added value from the local media to maximize the budget of the campaign. Everyone involved in the campaign pitched in something for this important cause. We also developed a press release announcing the campaign launch that was distributed to the Frederick County Health Department's house list of 300+ media outlets that included TV and radio stations, newspapers, and online properties, as well as government officials, department heads, and law enforcement.

Result Early results of the "Take Back My Life" campaign have already shown great success. In just the first two weeks of the campaign rollout:

-The YouTube channel had 1,842 views

-The Frederick County Health Department's Facebook page had 59 new likes

-The boosted video click-through rate on the Facebook page was 5.12%

-The view-through rate on video pre-rolls was 82.49% with 31,673 completed views

-The takebackmylife.org landing page has garnered 2,333 views to date

Anecdotally, members of the Channel team have even received unprompted postings on personal social media channels from followers sharing positive reactions to the campaign—and who were unaware that the Channel team was responsible for the work.

It's clear that "Take Back My Life" has garnered widespread positive attention in the community during its opening stages. We anticipate even more awareness of, and engagement with, the campaign as its deployment continues.

theme and positioning

• campaign look and feel

TAKE BACK MY LIFE

FIGHTING OPIOID ADDICTION

The "Take Back My Life" campaign helps raise awareness of the dangers of opioid and heroin misuse not through a multitude of facts and figures, but through personal, real-life narratives. Instead of shocking and scaring audiences, "Take Back My Life" provides a simple yet powerful platform for the Frederick County community to listen to, and learn from, people who could easily be neighbors or acquaintances share their stories of how opioid addiction nearly destroyed their health, families, and careers.

Research Modes Used:

Stakeholder Interviews Background Research Research and Review of Like-minded Campaigns









FRIDAY, JULY 31, 2075 | THE FREDERICK NEWS-POST Sentencing_ Gun groups no longer big spenders in Md. lobbying

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Data show health care, education among major financial forces in Annapolis

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FROM PAGE ONE | A5

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B2 | LOCAL

Local briefs

vote on animal care services

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By JEREMY ARIAS

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Police: Emmitsburg man threatened to stab bar patron, used knife on truck

staryland State Polio drese, who was identifi-of first- and second-degr well as melicious destru-erty. He was ordered An Emmitsburg man dramede veral people with a knife, then used a knife to damage another man's ack after an argument in a Thur-out bur, according to charging doc-ments filed in Frederick County Dis-

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"Some of 'en stink so bad, you want to tell them to drive the truck, and you get in the back." Some people and a local B&B op-ernter will pick up hikers occasional-by, Mellon said, "but nobody on a reg-ular basis the [Sewell] does." Like the Uper of the AT. Sewell may "a coll of any time. Tay tweek, his

Like the Uber of the AT. Seevell may get a call any time. Lass week, his wife called when he was on his way home from his job as a delivery driver and catterer at Mountain Gate Family Restaurant in Thurmore to say a hike needed him. "He was laying down on the side of the Sewell's name and number have once into the hiking community's col-

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Police: Van crashes into Frederick

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THE FREDERICK NEWS-POST | TUESDAY, AUGUST 4, 201

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FIRE & POLICE BLOTTER ocuments state. nd. State Police arrested An-o was identified by patrons a short time later on charges

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APPALACHIAN TRAIL ANGELS The Tital Angel website describes the importance of people in along the Appalochian Trail who houl biliers to and from resu

*Today, 1,000 to 2,000 people attempt to hike the Appalee "If they need help on their journey, trail angels are there in the shadows assist!"







- newspaper stickies
- handout cards



online banner ads

• website







Video takebackmylife.org



Video (Click to view)



Video (Click to view)

• 2:00 online videos



