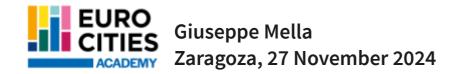
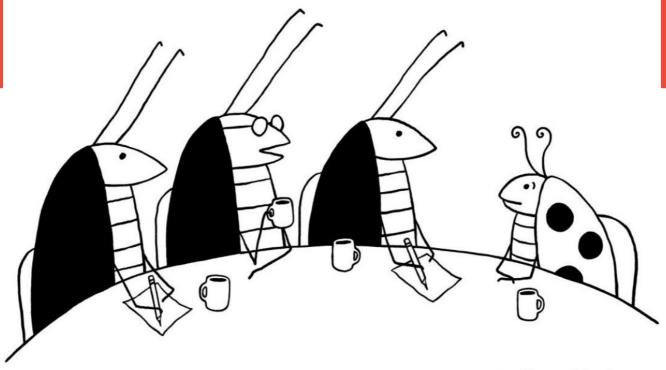
How to communicate a project (and why it matters)



Communication.

Last but not?...



m.E. menair

"Any ideas on how to convince the public that we're cute?"

Introduction





Senior officer EU Policies – City of Venice (Italy)
Communication manager
Project coordinator
Trainer in communication and PMC
Evaluator (EIT, Interreg Adrion, Erasmus+)

Overview

- 1.EUROPE: WHY communication matters
- 2.CHALLENGES: projects and communication barriers
- 3.KEY WORDS: definitions
- 4.TOGETHER: collective reflection
- 5.NETWORKS: relations and social media landscape
- **6.IDEAS: creativity and resources**

Introduction



Slido

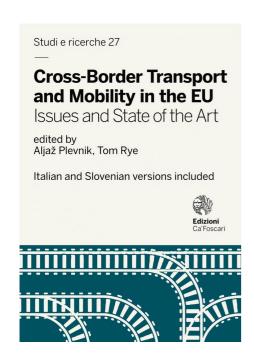
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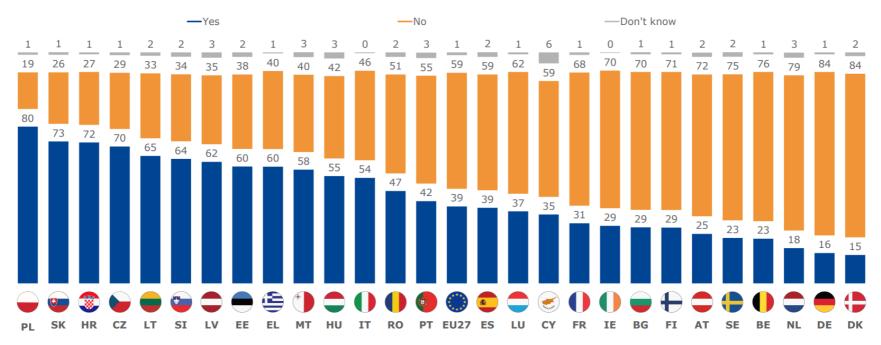


"A quarter of the respondents (24%) are aware of EU-funded cross-border cooperation activities; of these, only 9% have certain or direct knowledge of the project or activity, while the remaining 15% have only a general level of knowledge.

The striking fact, however, is he comparison with the previous survey of 2015 regarding the level of awareness on Interreg cooperation activities, which in 2020 **drops by 7 percentage points**."

Gallup International for the European Commission, 2020

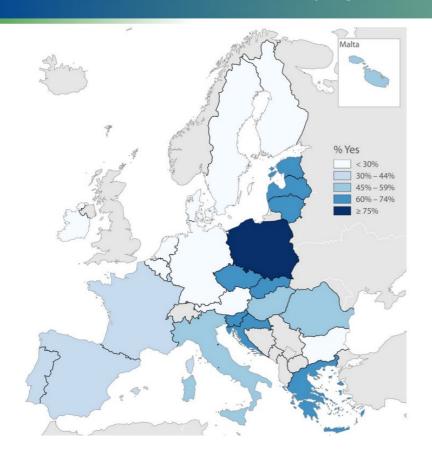
Europe provides financial support to regions and cities. Have you heard about any EU co-financed projects to improve the area where you live? (%)



Flash Eurobarometer 531 - Citizens' awareness and perception of EU regional policy / Fieldwork: 9/6-22/6/2023 / (%) Base: n=25 718 - All respondents



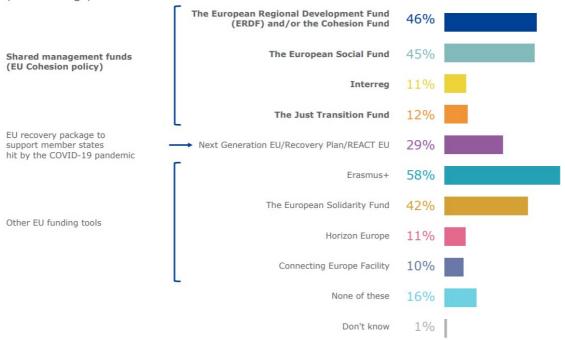
Awareness of EU co-financed projects



Europe provides financial support to regions and cities. Have you heard about any **EU co-financed projects to improve the area where you live?** (% yes)



Which, if any, of the following forms of EU support you've heard about before? (EU27 average)



10 Flash Eurobarometer 531 - Citizens' awareness and perception of EU regional policy / Fieldwork: 9/6-22/6/2023 / (%) Base: n=25 718 - All respondents

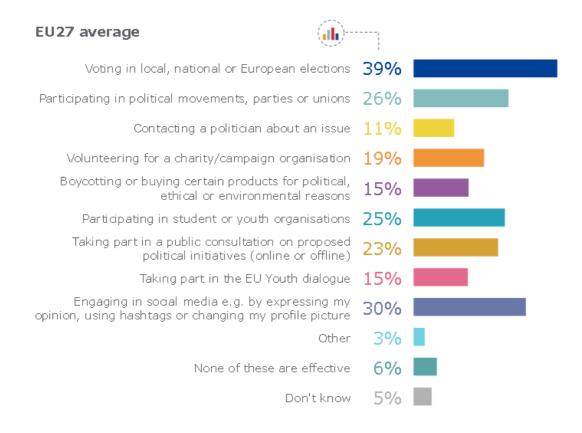


Barriers & Challenges

- Language (English)
- Bureaucractic Language
- Timing
- Resources
- Complexity
- Excessive information

- Creativity/originality
- Partnerships
- Social media
- Al
- Euroscepticism
- Younger generations

What are the most effective actions for making young people's voice heard by decision makers?







NextGenerationEU: Make it real

NEXT GEN EU

NextGenerationEU <a>™

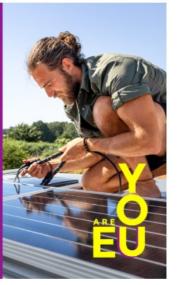
19













Definitions

- Visibility
- Information
- Communication
- Dissemination
- Exploitation
- Advocacy

Definitions

"The two words information and communication are often used interchangeably, but they signify quite different things.

Information is giving out;

Communication is **getting through**."

Sydney Harris

Definitions

	Communication: inform and promote your project activities	Dissemination: make your results public	Exploitation: make concrete use of results
Who (Audience)	Citizens (wide public), media, stakeholders	Stakeholders and entities that can benefit (e.g. policymakers, civil society, SMEs)	Industry, academia. authorites
When	From start to end	As soon as the project has results	Towards project end and beyond
How	Messages, appropriate media channels, dialogue, events	Publications, conferences and events, knowledge hub	Sharing knowledge, prototypes, data, platforms

Needs (regulations and application forms)

Objectives

Please define one concise project specific objective that will be achieved by your project through the implementation of the work package. The specific objective should be:

realistically achievable during the project lifetime; specific;

be verifiable and measurable.

Project specific objective

Describe the project specific objective here [max 250 characters]

In addition, please define one or more <u>communication objective(s)</u> that will contribute to the <u>achievement of the project specific objective</u> and include reference to the relevant target group(s). Communication objectives aim at <u>changes</u> in a target audience's <u>awareness</u> and <u>behaviour</u>.



Needs (regulations and application forms)

Project Management and Communication

C.7.3 What will be the general approach you will follow to communicate about your project?

Please describe how your project's communication objectives, as outlined in the work plan, will help with achieving your project's main result(s). Why is communication important? Which common tactics, channels and tools will help the partnership to reach out to and involve its target audiences? How will the project communication coordinator ensure that all project partners are involved and contribute to communication?



Communication manager

- (...) is responsible for the proper implementation of the project's communication strategy.
- ensures that all partners agree to the strategy, including task allocation and timing, and is the one responsible for reviewing periodically whether the strategy is reaching its objectives.
- whether the role is outsourced to a communication professional or not, the communication manager should be familiar with the variety of techniques available to reach different audiences.
- works hand in hand with the project coordinator to deliver project results.

Fonte: Interreg Europe programme manual 2014-2020

First round of takeaways

Communication is a contractual obligation aimed at:

- Ensure transparency: explain how EU money are spent
- Recall the objectives of the funding program + EU values
- Reach a large audience
- Ensure the sustainability of the project

Structure and communication plan

- Plan
- Visualize
- Write
- Share
- Evaluate



Introduction

6 --- Communication? Let's start with the basics
6 --- How to use "Your Project #CommsJourney"

7--- We are here to help



9 --- Check your Programme Guide and calls for proposals

10--- Develop your communication strategy

12 --- Write your communication plan



15 - - Create your visual identity

17 --- Display the EU emblem



Write your project stories

21 -- - Tell others about your project from day one!

23 --- Think digital



Share your project results

31 --- Sharing is caring

32 - - - Use websites

33 --- Share your results on the Project Results Platform

33 --- Identify your social media channels

34 --- Reach out to the media

34 -- Share your results at events

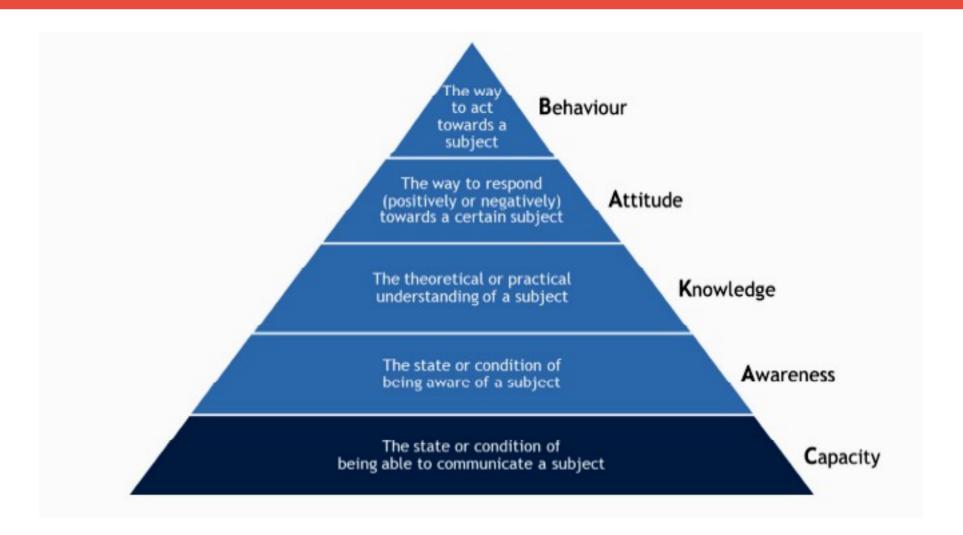


Evaluate your experience

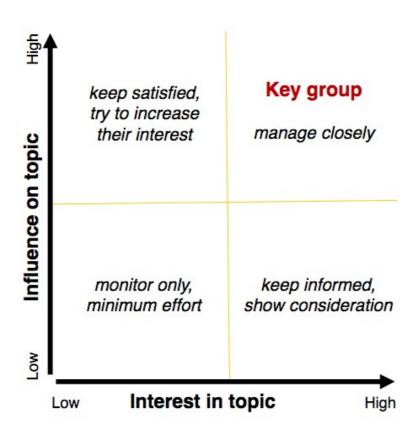
40 -- Choose your indicators

41 --- Carry out your evaluation

Communication objectives



Target groups mapping



Tools and channels + target groups

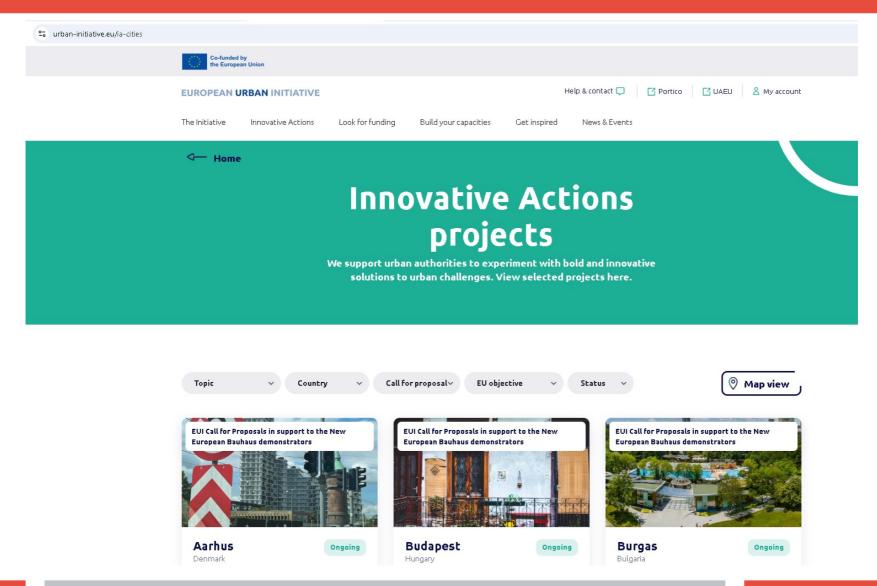
	Media	General Public	Local government	Researchers	Students associations	
Website	//	✓	✓	//	✓	
Social media	//	//	✓	//	//	
Newsletter	//	✓	✓	//	✓	
Press conference	//	//	//	✓	//	
Workshop and event	//	✓	✓	//	✓	
Video	//	//	✓	✓	//	
•••						

Visual identity > Interreg Harmonized Branding





Networks – Programme Communities



Networks – Programme Communities

Our main challenges...

- Rovereto's functional urban area is experiencing rapidly escalating effects of climate change – such as water scarcity and shortages, heat islands, forest fires, extreme winds – which also threaten biodiversity.
- Rovereto's urban area is located in the Italian Alps.
 This region's adaptive capacity to climate change has been rated as dramatically low at the infrastructural, technological and institutional levels, and in terms of knowledge and awareness.
- Climate change is a particular threat in the Alps, Europe's second largest biodiversity reservoir.
 Here, 13 000 plant and 30 000 animal species share their environment with 14 million human residents and about 120 million visitors per year.

and proposed solutions

- Transgenerational and multidisciplinary knowledge transfer encourages the territorial exchange of novel solutions to tackle climate and biodiversity challenges. S4T is developing co-sharing, co-creation and outreach actions for extended inclusivity.
- This sustainable solution includes the design and realisation of new spaces reflecting New European Bauhaus principles, and specific Environmental
- Social Governance and Territ Assessment-based monitorin impact actions.
- S4T offers adaptive, validated models involving local pilot a develop new skills, biodiversi actions, and digital simulation adoption and replication of s urban settings.

135 000

inhabitants using the train station as a key mobility hub at the start of the project 6

project partners, contributing with human and civic capital, expertise, and industrial and governance resources 17

municipalities make up Vallagarina Community

_1

replicable pilot hub, comprising: a

Milestones

 Clustering actions programme defined
 May 2024 Kick-off event
 Jun 2024

 NEB-designed hub completed

>

1. Clustering actions programme defined

01 May 2024

Analysis of relevant ongoing projects and a programme of clustering actions

Networks – Programme Communities



What is the challenge?

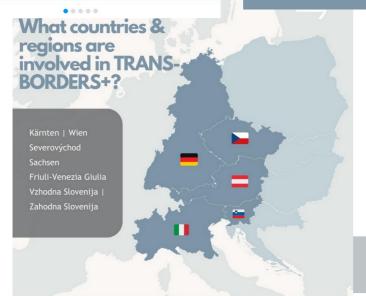
Cross-border connectivity is crucial for people in peripheral areas. But they often lack efficient service and information on public transport links to regions across borders.

https://www.interreg-central.eu/projects/trans-bordersplus



How does TRANS-BORDERS+ help?

The TRANS-BORDERS+ project targets this issue by introducing new services and digital information systems that help with planning public transport journeys in border regions. Project partners from five countries develop solutions like open journey planners that link travel information from different providers across national borders. Moreover, the partners digitalise rural transport stops to turn them into modern mobility hubs and pilot new cross-border mobility services.





EUROCITIES Academy Giuseppe Mella Zaragoza, 27 November 2024

Networks



Communication: trends in 2021-2027

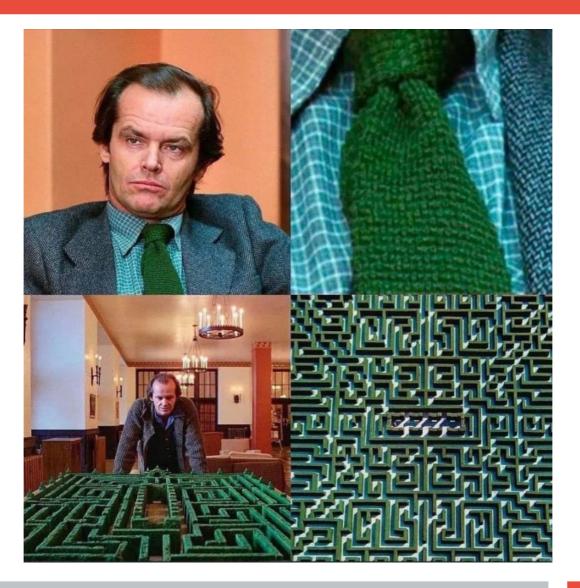
- EU Emblem
- Growing importance of Programmes communication
- Interreg harmonized branding (from 2014)
- Budget cut. CPR 1060/2021 art 50: "Where the beneficiary does not comply with (...) obligations under Article 47 (...) and where remedial actions have not been put into place, the managing authority shall apply measures, taking into account the principle of proportionality, by cancelling up to 3 % of the support from the Funds"
- Operations of strategic Importance
- Social media. e.g. Interreg Europe Programme: "Facebook, Twitter, YouTube, LinkedIn and Instagram) for constant communication with our audiences and targeted campaigns(the mix can change to follow new trends)"

Experience in EU project evaluation

Recurrent shortcomings:

- Copy and paste work package
- Poor relation with the context
- Poor methodology to measure, monitor and evaluate
- No indicators
- No clear partners involvement and roles
- Weak engagement process definition
- No connection to projectobjectives
- Lack of distinctive elements and originality
- No social media strategy

Details and consistency





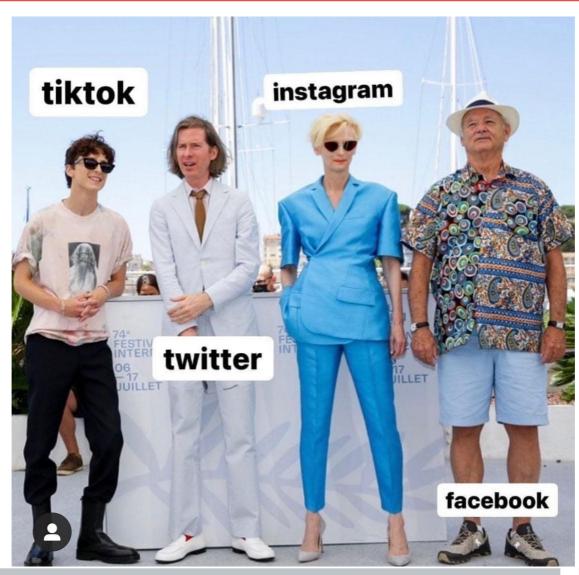


New Yorker

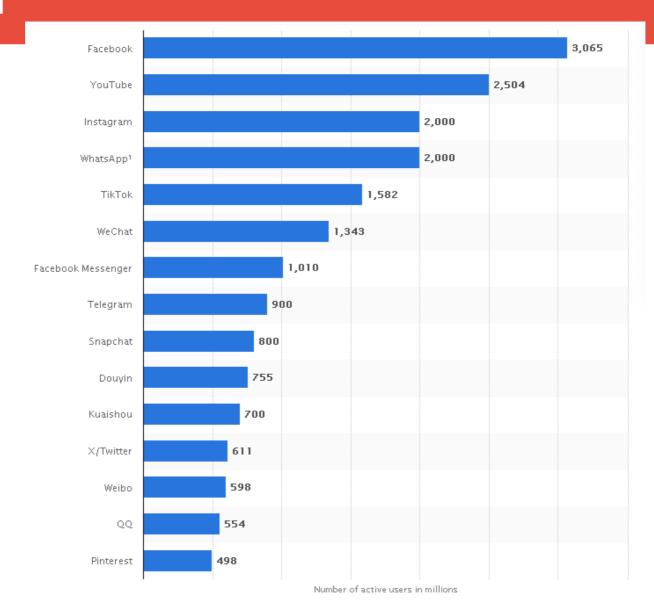
"May I suggest a wine and a filter setting?"



New Yorker



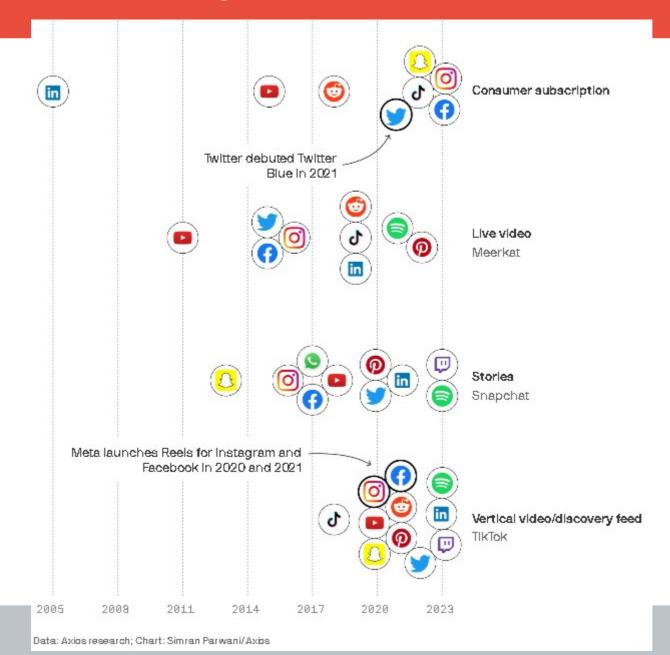




Statista, 2024

EUROCITIES Academy Giuseppe Mella Zaragoza, 27 November 2024

Social media hybridization



Algorithm: "a set of rules that must be followed when solving a particular problem" = set of rules to rank content on a social media platform;

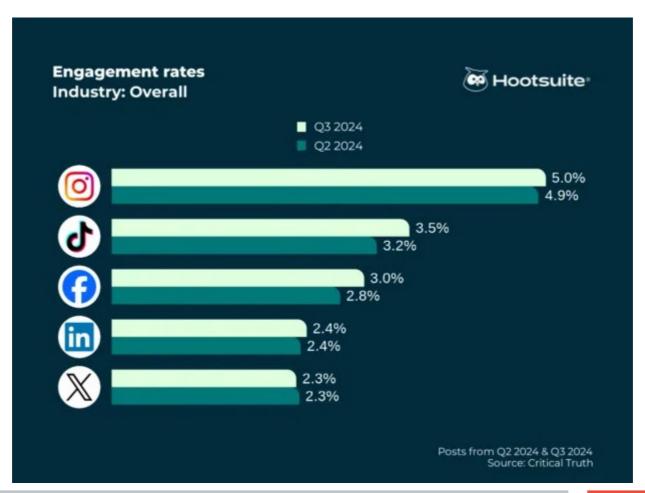
- Activity
- Engagement history
- Interest
- Frequency of use
- Location and language
- Session Time

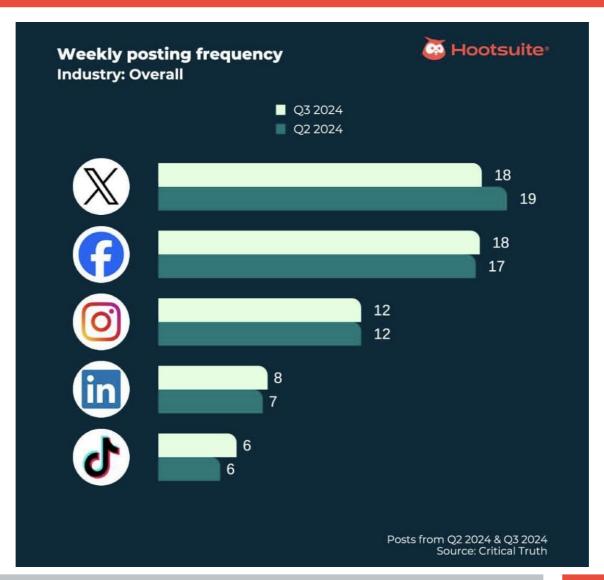
Engagement: measure of interaction of audience interaction with social media content. It demonstrates involvement and interest:

- Likes
- Comments, replies
- Shares, retweets, reposts
- Saves
- Clicks
- Mentions

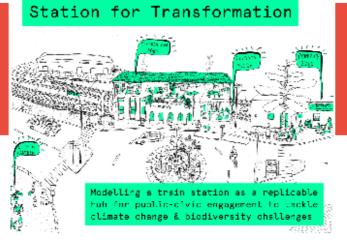
Engagament rate: total engagement divided by total followers x 100

Engagament rate: total engagement divided by total followers x 100





Exercise



Comune di Rovereto

ERDF budget: €4,997,697.50

The alpine town of Rovereto needs to improve the quality of life of its citizens by regenerating and transforming the cultural heritage of the territory in face of mounting climate and biodiversity challenges. Therefore, the city proposes to transform the empty main building of the train station and its surrounding area into a public-civic hub whose spaces will serve as interactive venues for training, co-design, co-production and knowledge transfer for promising public, civic and economic initiatives on to tackle climate change, biodiversity loss and heritage regeneration. The implementation of the S4T solution mobilizes NEB's three core values and principles of "Understand, Adapt and Use".

Partnership: Municipality of Rovereto (COR); 1 local public authority: Community of the Lagarina valley (LAG); 3 NGOs: La Foresta- Community academy (FOR), Europe Consulting (EUC), International Cooperation Centre (CCI); 2 Higher education and research organisations: University of Trento (UTN), COFAC - Cooperativa de Formação e Animação Cultural C.R.L. (COF); 2 SME: Campomarzio social cooperative (CAM), Trentino Social Tank cooperative society (TST); 3 transfer cities – to be selected

















Municipio Roma 3 - Montesacro (MUA)

ERDF budget: €4,980,342.40

We-Z tests a transitional model of urban regeneration to improve mental health in young people. The experimental site is a '70s public housing complex called Vigne Nuove located in the North-Eastern periphery of Rome, remained largely unfinished, and today characterised by a diffuse sense of neglect and isolation. The We-Z project will experiment an innovative de-medicalized approach to urban regeneration through the activation of collective imaginations and co-creation activities. We-Z will reactivate affective bonds between people and places and build an attractive district, based on transitional spaces and objects to trigger the active and self-reflective engagement of young people.

Partnership: District III of Rome – Montesacro; 1
Higher education and research organisation:
Department of Architecture, Roma Tre University; 3
Sectoral agencies: LOCAL HEALTHCARE ENTERPRISE
ROMA1, ATER - Agenzia Territoriale Edilizia
Residenziale, Soprintendenza Speciale Archeologia
Belle Arti e Paesaggio di Roma (SSABAP); 4 SME:
Officine Zero, Future Ecologies, Avanzi. Sostenibilità
per Azioni S.p.A. SB, Solidarius Italy s.e.; 2 Others:
Parsec Agri Cultura company Agricultural social
cooperative, PARSEC SOCIAL COOPERATIVE; 1 NGOs:
Artestudio; 3 transfer cities – to be selected

Exercise

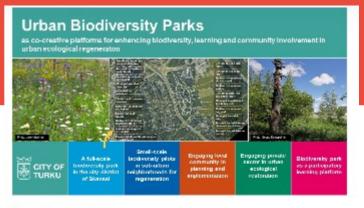


Budapest Főváros Önkormányzata

ERDF budget: €4,985,110.40

The AHA Budapest project aims to address housing insecurity and energy poverty with new flexible and affordable solutions. The project aims to develop an Integrated Housing Service Model with a set of offers for permanent and temporary housing relying on both the public and private housing stocks. An early warning system will be set up to anticipate social and energy interventions for new at-risk target groups. A smart support scheme will be developed to promote safe. temporary cohabitation and flat exchange arrangements based on engagement, trust building, mentoring and mediation. A revolving fund for energy efficient retrofit grants and other flexible interventions will be tested to reduce energy poverty and prevent the degradation of dwellings. An unused non-residential public building will be renovated and repurposed for near-zero energy social housing using energy efficient technologies and low-cost, aesthetic modular interior by inclusive design approaches involving beneficiaries.

Partnership: Budapest Municipality; 1 sectoral agency: Budapest Brand Nonprofit Plc.; 4 SME: NART Architects Studio Llc., Popcode Developments Ltd., Metropolitan Research Institute, BURST (Bright Urban Solution Team) Nonprofit LLC.; 3 NGOs: From Streets to Homes! Association, Hungarian Contemporary Architecture Centre Foundation, Energiaklub Association.



Turun kaupunki

ERDF budget: €3,898,963.36

The city of Turku has an ambition to become one of the world's leading nature and climate cities.

Therefore, Turku Biodiversity Action Plan seeks to protect and restore biodiversity in urban areas where habitats are lost due to rapid urbanization, through innovative solutions. Following New European Bahaus principles, Urban Biodiversity Parks project will develop an innovative concept of urban biodiversity park as a tool to establish a platform for developing and testing experimental approaches, for preserving and actively enhancing biodiversity in urban environment. This project will involve different groups such as local inhabitants, NGOs, education institutions and private actors, to increase stakeholders' awareness and capacity for biodiversity conservation.

Partnership: City of Turku; 3 Higher education and research organisations: University of Turku, Turku University of Applied Sciences Ltd, Natural Resources Institute Finland; 1 Regional Public Authority: Valonia Regional Council of Southwest Finland; 1 NGOs: Wild Zone; 1 Enterprise: Vaso Ltd; 1 SME: Blokgarden Oy; 3 transfer cities – to be selected

Exercise



- 1) Create a social media strategy
- 2) Outline a "project bio" for social media

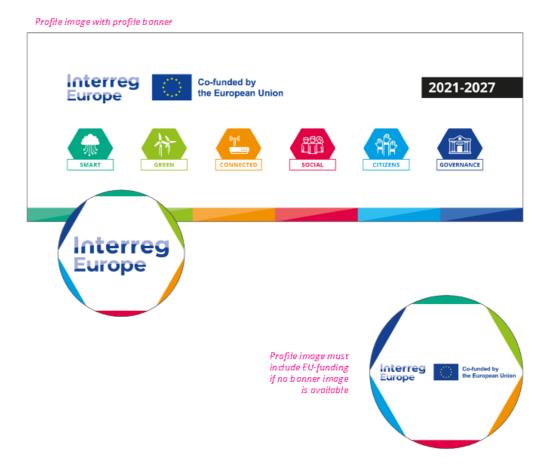
Social media > Visual identity

Social media templates

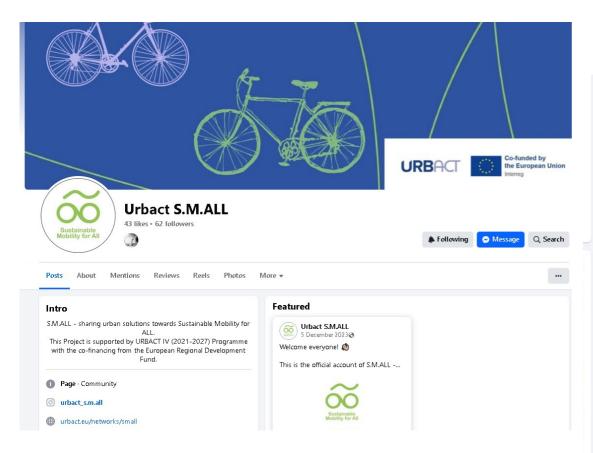
Templates are available for all major social media platforms: Facebook, Twitter, Instagram, YouTube, LinkedIn.

Whenever there is no profile banner, EU-funding must be included within the profile image (i.e. Instagram).

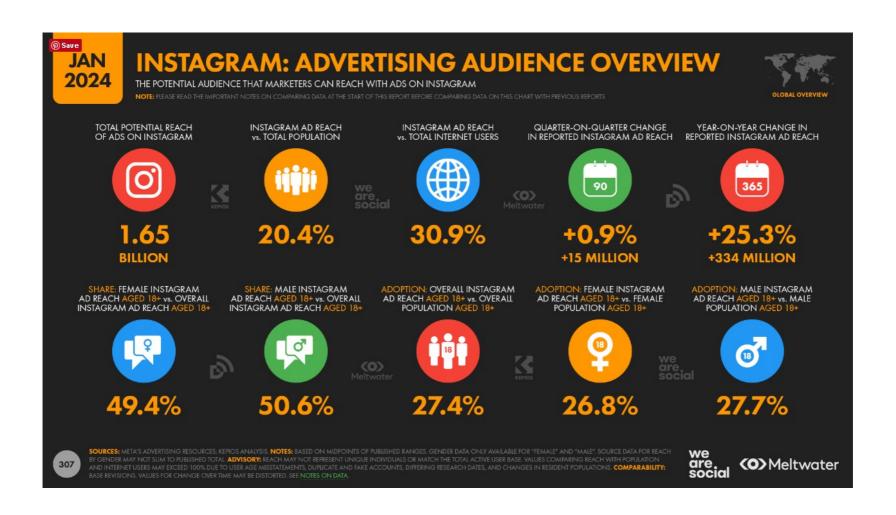
Please open and use the "Asset Export" function in the template files.

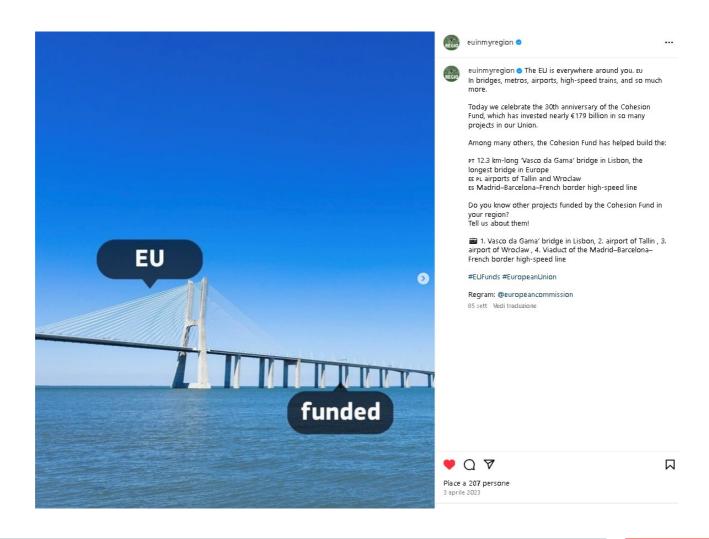










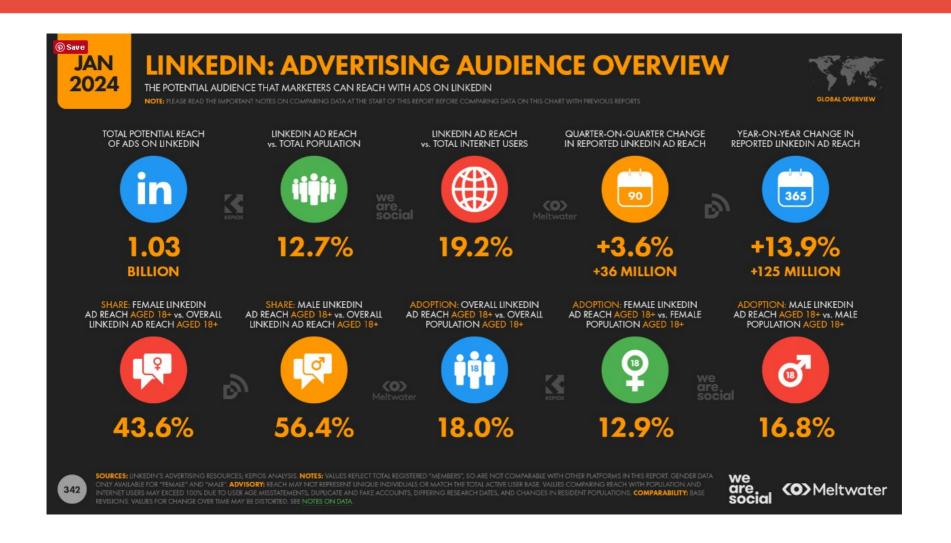


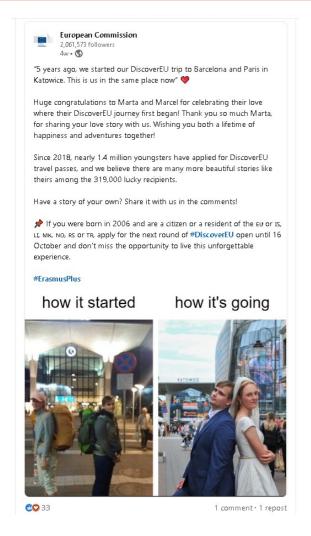


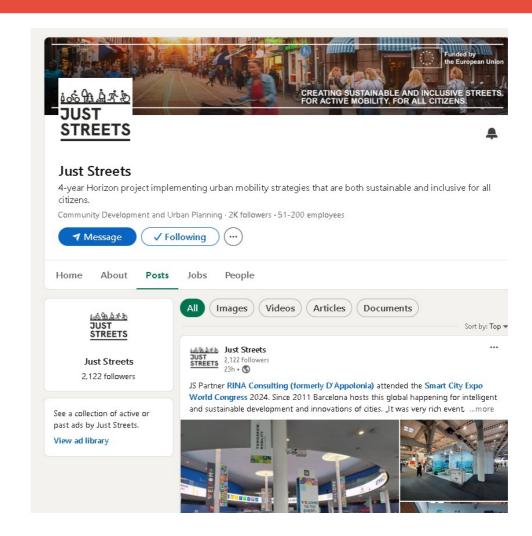




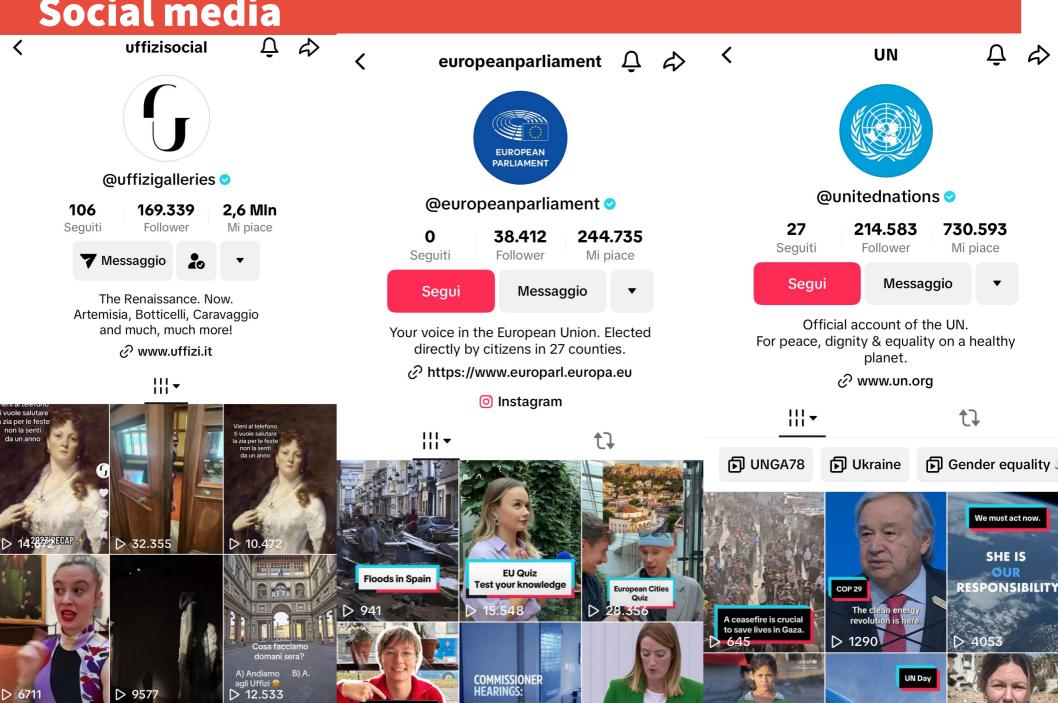
X: ADVERTISING AUDIENCE OVERVIEW OCT 2023 THE POTENTIAL AUDIENCE THAT MARKETERS CAN REACH WITH ADS ON X (TWITTER) TOTAL POTENTIAL REACH X AD REACH QUARTER-ON-QUARTER CHANGE YEAR-ON-YEAR CHANGE IN OF ADS ON X (TWITTER) vs. TOTAL POPULATION IN REPORTED X AD REACH REPORTED X AD REACH 365 666.2 8.3% +22.4% +18.1% **MILLION** +102 MILLION +122 MILLION X AD REACH X AD REACH FEMALE X AD REACH MALE X AD REACH vs. TOTAL INTERNET USERS vs. POPULATION AGED 13+ vs. TOTAL X AD REACH vs. TOTAL X AD REACH 12.6% 10.6% 38.8% 61.2% SOURCES: X'S ADVERTISING RESOURCES; KEPIOS ANAIYSIS. NOTES: YALUES USE MIDPOINTS OF PUBLISHED RANGES. GENDER DATA ARE ONLY AVAILABLE FOR "FEMALE" AND "MALE". ADVISORY: REACH FIGURES MAY NOT REPRESENT UNIQUE INDIVIDUALS OR MATCH THE TOTAL ACTIVE USER BASE. VALUES COMPARING REACH WITH POPULATION AND INTERNET USERS MAY EXCEED 100% DUE TO USER AGE **(O)** Meltwater misstatements, duplicate and fake accounts, accounts that do not represent human individuals (e.g. businesses, music bands, etc.), differing research dates, and changes in resident populations. Comparability: source revisions may distort values for change over time, see notes on data for details.











- Avoid formal language
- Build networks
- Communicate constantly
- Engage with followers
- Vary content
- Use emojis moderately
- Don't spam
- Ensure readability of project bio/description
- Use cool visuals/carousels

Presentations

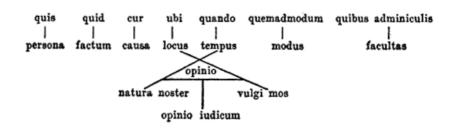


Storytelling

Activity of writing, telling or reading stories

Project = WHAT + WHO + WHEN + WHERE + WHY (+ HOW)

5 W of journalism



How to open a presentation?

4 good ways:

- 1) Make a question relevant to the audience
- 2) Use a figure or a fact that impresses the audience
- 3) Tell a story ("once upon a time")
- 4) Make a funny statement

Presentations

Pecha Kucha (pechakucha.org) 20 immagini x 20 secondi

Elevator Pitch

Short explanation to persuade someone to buy a product or support an idea

Six Words Stories ("Baby shoes. For Sale. Never worn", Hemingway)



Interreg Slam

European storytelling competition coordinated by Interact aims to showcase the results and impact of Interreg projects.

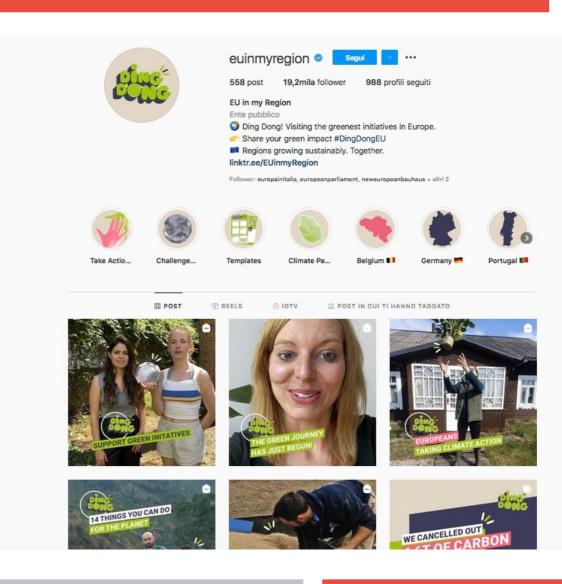
Template for storytelling:

- 1)Context
- 2) Specific problem
- 3)Idea
- 4) Solutions
- 5)How it works
- 6)Proof
- 7)Vision/Impact
- 8)Brand
- 9) Title of your story/Slogan

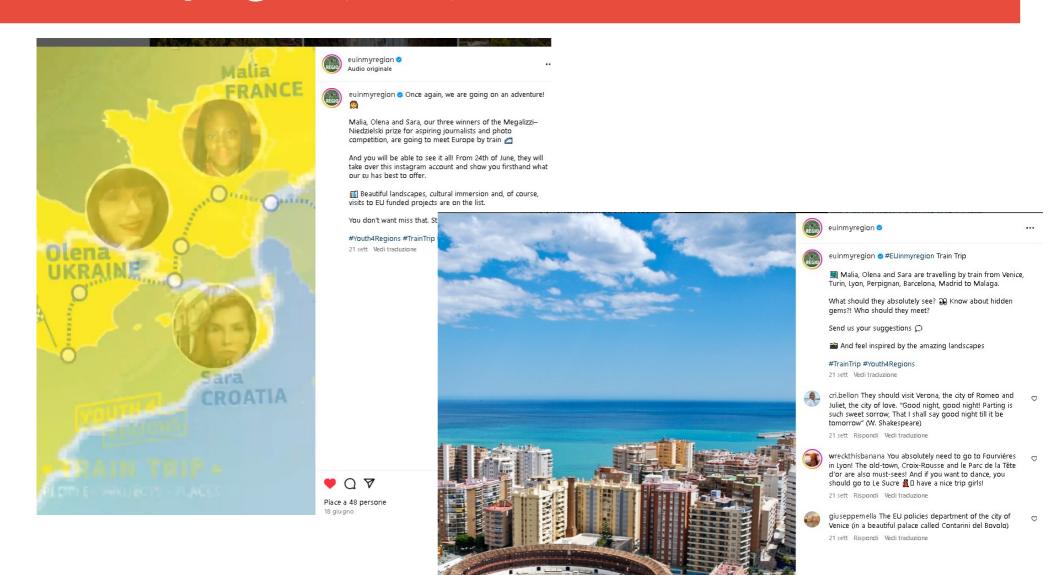
#Euinmyregion - #DingDongEU (2020)







#Euinmyregion (2024)



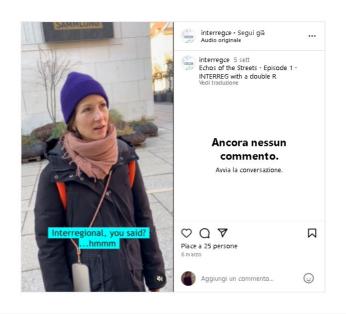
#Euinmyregion (2024)





Interreg Central Europe







Leopold Museum, Vienna – A few degrees more



To demonstrate the impact of just a few degrees more, the Leopold Museum has **rotated paintings of landscapes and nature** (Schiele, Klimt, Courbet) by the exact amount that **climate change** will affect the regions they depict.

Demonstrating once more that global increase of **over 1.5 °C** can have a devastating impact on cities and nature.

Murals and infographics









LABORATORI ARTISTICI SCUOLE

L'iniziativa è rivolta ad artisti emergenti che, attraverso idee e pratiche artistiche legate all'urbanismo tattico, sono stati chiamati ad interpretare i principi e i valori del progetto "Venezia in Classe A" con specifico riferimento alla linea "casa-scuola".

I progetti proposti riguardano la riqualificazione degli spazi esterni di 4 plessi scolastici con la partecipazione attiva degli alunni delle scuole.

RICCIO IN BICICLETTA

Opera di **Edoardo Ongarato** e **Umberto Sammartino** del collettivo **Indaco Wall Design**

Scuola selezionata **Primaria C. Baseggio**





SINFONIA COSMICA

Opera di **Shengyi Chao**

Scuola selezionata





AIRONE CENERINO

Opera di **Edoardo Ongarato** e **Umberto Sammartino** del collettivo **Indaco Wall Design**

Scuola selezionata Primaria G. Mameli





PASSEGGIATE SOGNANTI

Opera di Filippo Toscani

Scuola selezionata **Primaria F.IIi Bandiera**





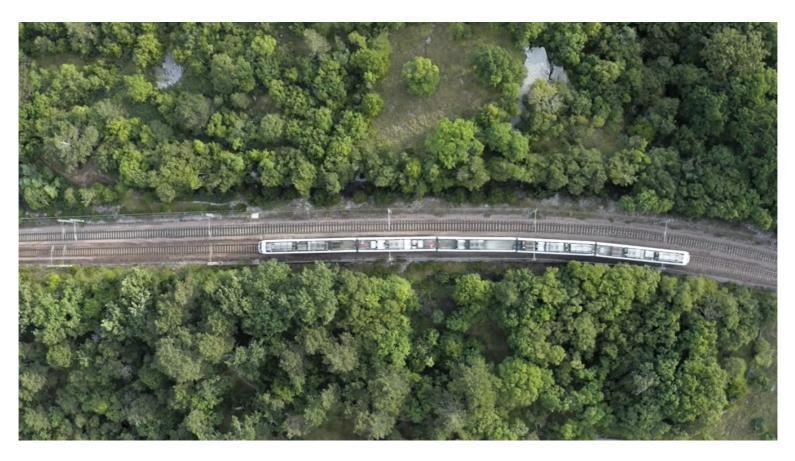
EUROCITIES Academy Giuseppe Mella Zaragoza, 27 November 2024

Video



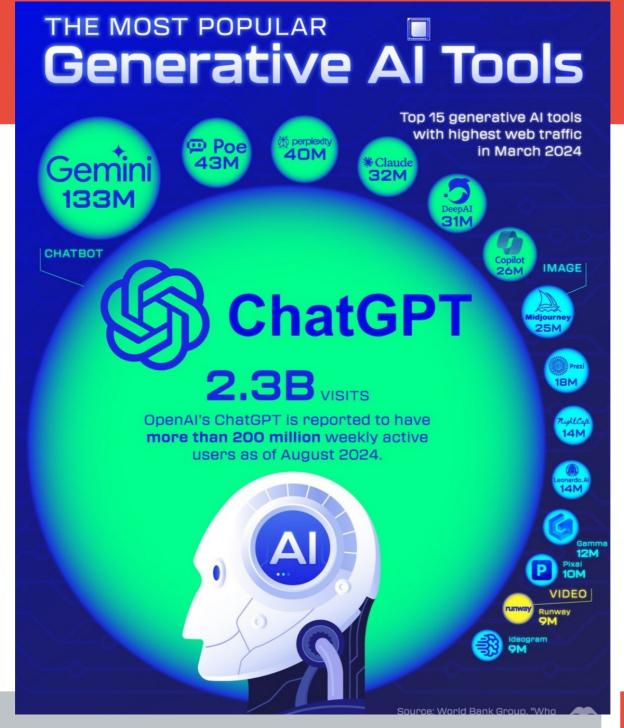
Funded by: European Economic Area (EEA) and Norwegian Financial Mechanisms 2020-23 with partners Kaunas Technological University, Vellenes Felleorganisasjon, Bodo Municipality and the coordinating partner, Zemuju Sanciu bendruomene.

Video



CROSSMOBY - INTERREG Italy-Slovenia (2nd place at the competition Interreg Project Slam 2021)

Al



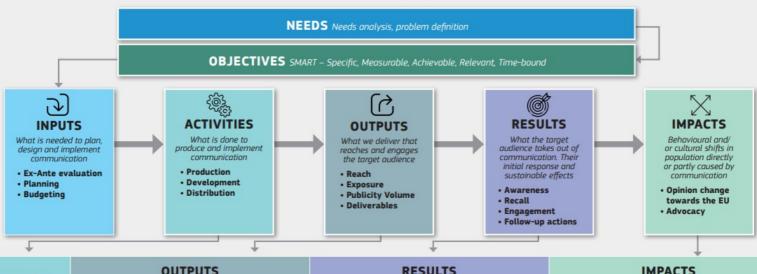
A

- Generative AI can help create posts, visuals, documents, translate, suggest copywriting and answer questions (e.g. ChatGPT)
- Re-write text
- Audience segmentation
- Prompts should be specific, provide backgound information, review and edit the generated content
- Ethical and security issues (copyright, privacy, unreliable results, unaccuracy)
- Last Inform EU Network specifically dedicated to Al
- Follow EC and governments interventions to regulate Al

Monitoring and evaluation



COMMUNICATION NETWORK INDICATORS



OUTPUTS RESULTS IMPACTS ACTIVITIES What we deliver that reaches and What the target audience take out of Results caused, in full or partially, engages the target audience communication and initial responses by the communication **NETWORKS** Number of contacts: visitors, event participants, calls, Overall usefulness of the contact [survey] 1 Number of people having a more positive opinion of emails, etc. [counting] 2 Percentage of users who declared that they would come the EU as a result of the contact [Eurobarometer, survey] . If applicable, percentage of newcomers back [survey] 2 Likelihood to advocate or speak positively about the [survey, desk analysis] Percentage of users who declared that they would recommend EU as a result of the contact [survey] 2 Cost per contact [desk analysis] the service [survey] 3 Number / percentage of target audience who know more about available opportunities and take action [survey, desk analysis] **EVENTS** Number of attendees: physical and online [counting]: Overall usefulness of the event for attendees [survey] Percentage of attendees having a more positive · If applicable, percentage of target audience counting opinion of the EU as a result of the event [survey] Percentage of attendees who declared that they would share or and percentage of first time attendees [survey] speak positively about the event [survey] 2 Likelihood to advocate or speak positively about the Cost per attendee [desk analysis] 3 Percentage of attendees who seeked more information EU as a result of the event [survey] 3 Indirect audience reach - media reach of the event or engaged in other follow-up actions [survey] 3 Number / percentage of target audience who know more about faudited circulation and audience analytics) available opportunities and take action [survey, desk analysis]

Tips

- Make audience profiling
- Communicate (also) to wide audience
- Use visuals
- Be understandable and creative
- Create original content
- Simplify (messages, content, web writing)
- Be flexible (monitor and adjust)
- Use social media wisely and constantly
- Engage
- Build relations (off line and on line)
- Tell reliable stories
- Use available free tools (e.g. Canva, CapCut, social media, Instagram stories editor, AI etc.)
- Go beyond Programme and Project boundaries
- Communicate from month 0 to project end... and beyond

Evaluation Survey





