# Intro to journalism for edible city initiatives

Insights for getting news coverage in your local news outlets

Workshop 2 Oslo 21st October 2021 Finding sustainable Economic Models in Urban Agriculture,

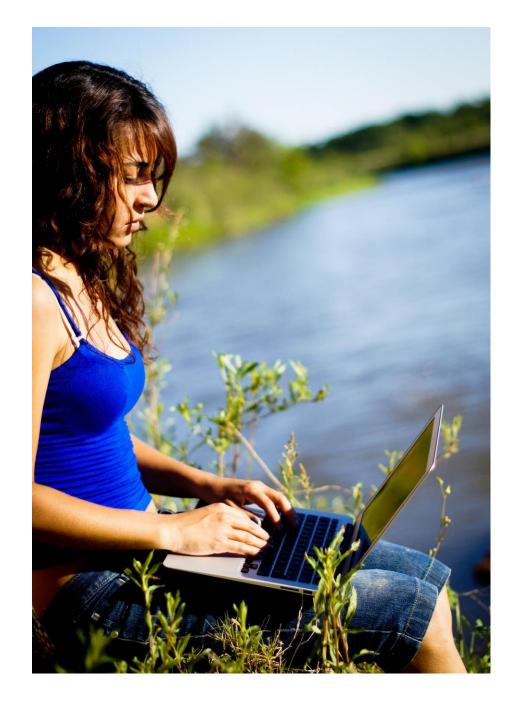








EdiCitNet has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 776665 Author: Helene Gallis Director for partnerships and innovation Nabolagshager AS www.nabolagshager.no



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# NABOLAGSHAGER byrå for byøkologi

# Getting the word out

-PR can help project a favorable image to a startup's target audience. Image is everything; it can make or break a company and could even be a deciding factor when it comes to sales. However, you can't achieve the media coverage needed to become a household name overnight. Laying the foundation in the press takes time.

Forbes.com

# Understanding your local media and journalists

- They are constantly looking for locally relevant stories that are timely, will generate clicks (or readers) that in turn generate advertising revenues.





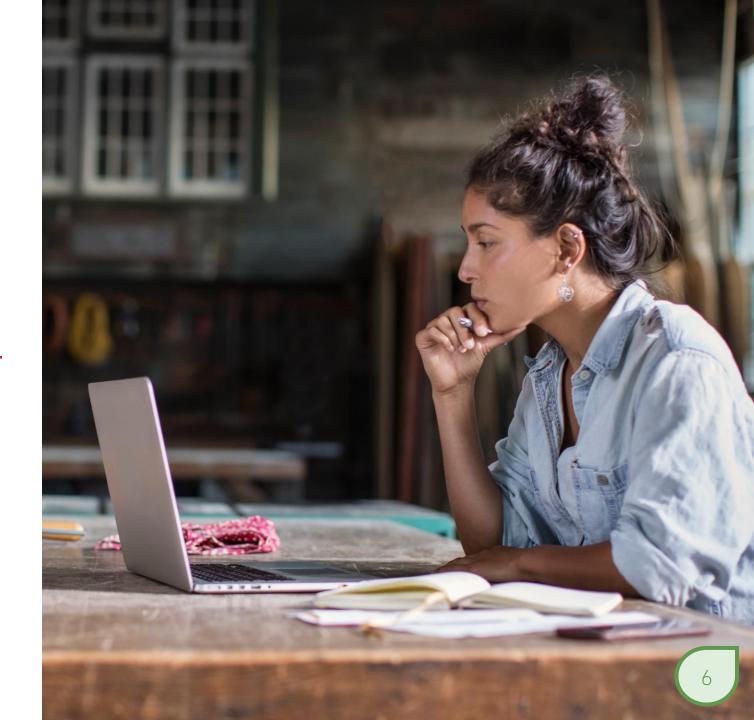
# First we must understand how a local journalist thinks and works!

(watch After Life on Netflix for some really dystopian insights!)

### **KEY INSIGHTS**

-Most news media exist thanks to advertising revenue.-Clickbait is the name of the game.

-Journalism is not what it used to be!



# PRE-WRITE MATERIAL to make it easy for the journalists...

- We need coverage and journalists need <u>news</u> stories
- Understaffed newsrooms and time-poor journalists must continuously fill columns, webpages and news shows.
- Journalists do not have time to hunt for every story, they <u>need</u> readymade stories or stories they can do minimum work with.
- A reporter needs stories with obvious "news hooks" that their readers will click on, read and engage with – we need to make the news hooks obvious to them.
- We build relationships with journalists, to make it easier the next time we have a story.

...because a journalist is under a lot of pressure to generate high quantities of material



# Find your journalist

- Go through recent editions of your news outlet and find stories that are somewhat similar to the story you want them to publish. Who writes about local, «soft» stories? Who covers stories from your part of town? The journalists that cover foreign news, finance or politics usually don't cover our kind of stories.
- Find the contact information (usually listed on the webpage), and <u>call</u>, and ask about the story you are working on. Is this a story that would be relevant for this outlet? What does it need to get 'newsier'? (maybe a visit of a local politician, or someone similar). Have a draft ready to send them the same day, ideally right after call.
- If they seem uninterested, ask them who of their colleagues you should approach.

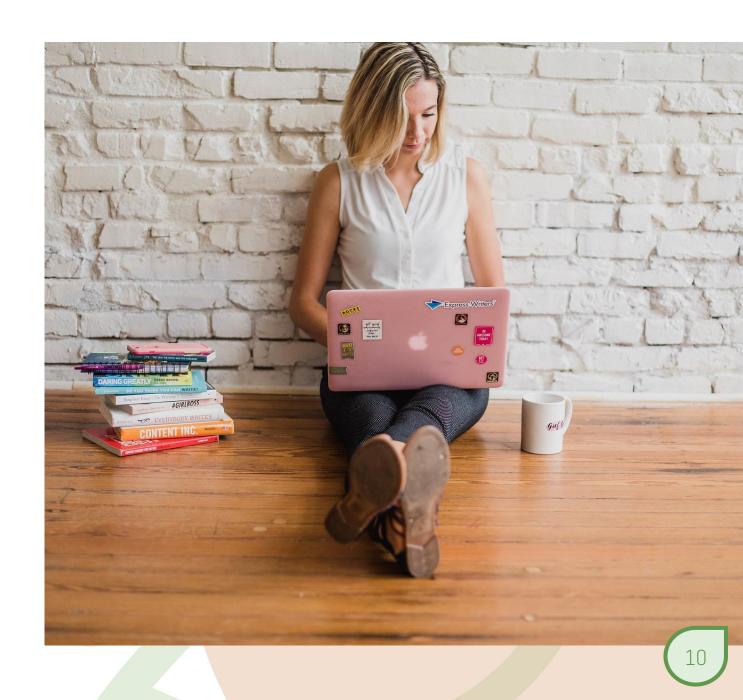
# How do journalists and editors prioritize incoming material?

- 1. Stories the editor has explicitly told a journalist to cover, for example stories about daily news such as politics or sports events.
- 2. Stories that the morning editorial meeting has jointly decided to cover and that the journalist has been delegated the responsibility for.
- 3. A story idea that a journalist has pitched to their colleagues in a morning editorial meeting
  - i. First those story ideas that have been pitched by phone where the journalist feels they can do some actual «journalism» on
  - ii. Secondarily those story ideas that they have received by e-mail and that only require minor edits to be published.

# Analyzing some example articles.

- Spotting the articles written by someone other than a journalist





### Case study: Press coverage of voi e-scooters:

- The only articles that are exclusively positive about VOI, appear to be copy+paste of VOIauthored press releases.
- Vårt Oslo has published these press releases as articles, because they will generate clicks and advertisement revenues.
- VOI have written the press releases / articles in a form that the newspaper identify as being «newsworthy» for their readers.
- With minimum of time invested, Vårt Oslo have several news stories that generate traffic to their site



Bir abonnent Din bydel \* Debett Fotolty Om oas \* Min side



Stor støtte for elsparkesykkelutleie i Oslo

Men de aller fleste mener at tilbudet må reguleres. Sjefen for isparlonykkei-firmaet Voi, Christina Moe Garde, etterlyser politisk ederskap fra Oslo-berädet for å unngå kaos.



Voi elsparkesykler innfører test av brukeren for å hindre fyllekjøring i helgene

En maksjonstest blir ubligatorisk for å få åpnet Vois elsparkelykler om natten i helgene. Målet er å restinere fyllekjøring.



en avtale med Oslo

Elspankesykkelutleremen Oslo foresio selv for VärtOslo tok kontakt med de ulike Autalen ble ikke signert.



elsparkesykkelfirmaene selv foreslår at de kan reguleres

operatoriene av elsparkesykler i Oslo og spurte dem om hvorden de sety foreslår et bruken av elsparknoykler kan reguleres. Her or free de swette.



"ryddet" syklene. Blokkerte veien for svaksynte

ledebrien som hjelper waksynte 2 finne veters from - Det vreet at det et et hehov for å spre mer kunnskap om universell utforming as byen, sier friend Trankal (MDC)



Voi-sief ber andre aktører bli med på å rydde opp i elsparkesykkel-

- Vi forstår at folk i Dalo in frustrerte, sier Christina Moe Gjerde i Voc Nå lamserer Vox-sjefen ryckletiltak from vil ha dic andre utleserne av duparkezukler med på å gattetumfere



#### Sabotasjemetode gjør elsparkesykler i Oslo ubrukelige

kodene slik at de ikke kan brukes. - Dette vil anmeldes, sie



Legevakta i Oslo ber om stans av bruk av elsparkesykkel på natta

stadig økning i skader etter brok av alaparkersokler, Lugowakla ber aktorene t answer by sperre for bruk på natte.



Sabotasie mot elsparkesykler ved Akerselva: - Håndbrems stripset fast på titalls sykler

- Jog gilds für med hunden bles vist Alementes sykeligem på Bjøkerr unsdag morgen. Da så jeg cirka 10 elsparkesykler som hadde fått. stripped fast händbremsen, forteller Ceto



skal bli mer miljøvennlige

mer berekreflige. Et uavhengig bbyevorgen skal sarge for at de holder seg til

# Case study: VOI Press RELEASE PUBLISHED IN «VÅRT OSLO»

- <a href="https://vartoslo.no/christina-moe-gjerde-elsparkesykkel-oslo/stor-stotte-for-elsparkesykkel-utleie-i-oslo/264163">https://vartoslo.no/christina-moe-gjerde-elsparkesykkel-oslo/stor-stotte-for-elsparkesykkel-utleie-i-oslo/264163</a>
- The article only highlights data that makes VOI look good. The survey itself was probably commissioned and paid by VOI, and questions were probably designed to get answers that would not be negative toward VOI and e-scooters.
- No other e-scooter companies are mentioned. No critics of e-scooters are balancing the article. It is accompanied by a photo of a goodlooking and conservatively dressed VOI CEO.
- Pretends to be balanced, and improves «newsworthiness» by making reference to the recent ban in Copenhagen and requesting Oslo politicians to team with VOI to create good solutions, because 'escooters are so popular'.
- Someone reading an article favourable to e-scooters is also likely to be interested in the ad accompanying the article.



### Stor støtte for elsparkesykkel-utleie i Oslo

Men de aller fleste mener at tilbudet må reguleres. Sjefen for elsparkesykkel-firmaet Voi, Christina Moe Gjerde, etterlyser politisk lederskap fra Oslo-byrådet for å unngå kaos.



PUBLISHIT Fredag 16. oktober 2020 - 14:53 SIST OPPDATERT Fredag 16. oktober 2020 - 14:57



Voi-sjef Christina Moe Gjerde viser til en undersøkelse gjennomført den 14. oktober av analysebyrået Infact. på oppdrag fra uteleaktøren Voi. I undersøkelsen ble over 1.000 personer i Oslo spurt «Hva er din holdning til utelei av elsparkesykler i Oslo?». Svarene var:

- Bør være tillatt som i dag: 14,9 prosent
- . Bør være tillatt, men tilbudet må reguleres: 66,9 prosent
- Bør forbys: 14.2 prosent
- Vet ikke: 4 prosent

 Undersøkelsen viser at elsparkesykkelen er etterspurt og ønsket i hovedstaden, men tilbudet må reguleres og legges til rette for, sier Gjerde i en pressemelding.



#### Feilparkerte elsparkesykler

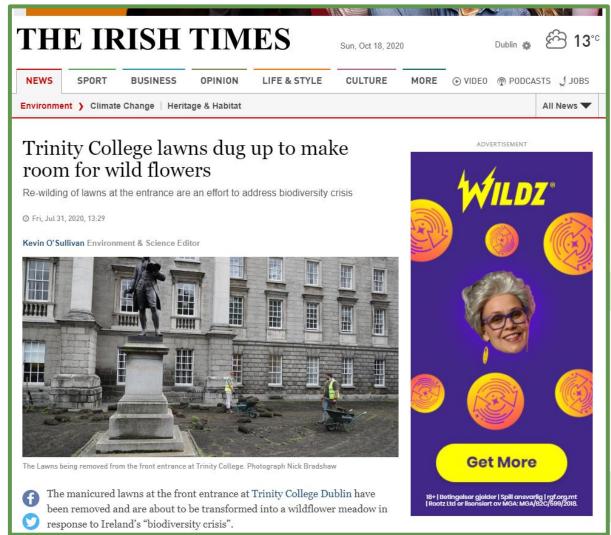
Et annet spørsmål som ble stilt var «Hvem bør bære ansvaret for feilparkerte elsparkesykler?». Her var svarene:

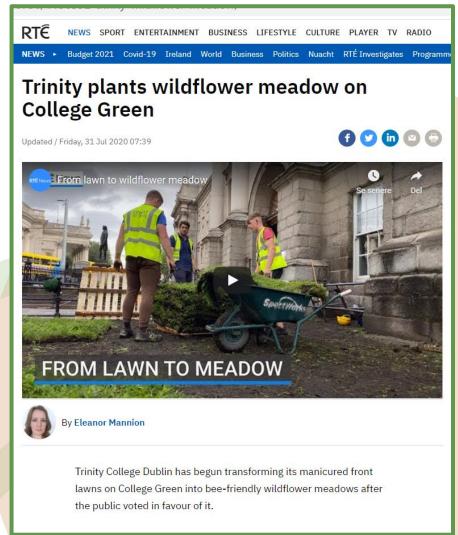
- . De som bruker og parkerer elsparkesyklene: 45,1 prosent
- Utleieaktørene: 39.7 prose
- · Byrådet og administrasjonen i Oslo kommune: 6,8 prosent
- Regieringen: 1.7 prosent
- Vet ikke: 6,7 prosent

#### København forbyr utleie

Nylig ble det klart at København forbyr utleie av elsparkesykler på gaten i store deler av

Almost identical stories at the same time in different news media = a press release, a curated story





# Analyzing some example articles

- Who actually wrote these texts, and what do they look for in the media coverage?





### Exercise 1:

# Who is the author of this article?

 https://www.irishtimes.co m/news/environment/trini ty-college-lawns-dug-upto-make-room-for-wildflowers-1.4318693



The manicured lawns at the front entrance at Trinity College Dublin have been removed and are about to be transformed into a wildflower meadow in response to Ireland's "biodiversity crisis".

First announced in February, the move which make islands of the famous twin statues of Edmund Burke and Oliver Goldsmith, brings to an end to 150 years of grass cutting, which made the lawns at the front of the college as smooth as a cricket pitch.

The conversion into a bee-friendly, wild-flower meadow began in recent days after the public overwhelmingly backed the move in an online poll in April.

Of almost 14,000 votes, 12,500 were in favour of replanting the front of the universely which faces onto College Green.

Prof John Parnell, chair of Trinity's grounds and gardens committee, said the results sent a message that "people want to see more biodiversity and in particular want institutions to set an example".

Though the area may end up looking less tidy, supporters of the idea say it will be an important reminder of what wild nature looks like.

Research shows lawn-mowing, ground preparation and pesticide control can disturb important insects that feed and nest in the soil.

Planting wild flowers and minimising interference supports biodiversity, and provide a habitat for native insects and food for pollinators in the city centre.

The plants will a mix of annuals and perennials, with as many of them being of known Irish origin as possible. The aim was to extend flowering over as long a period as possible.

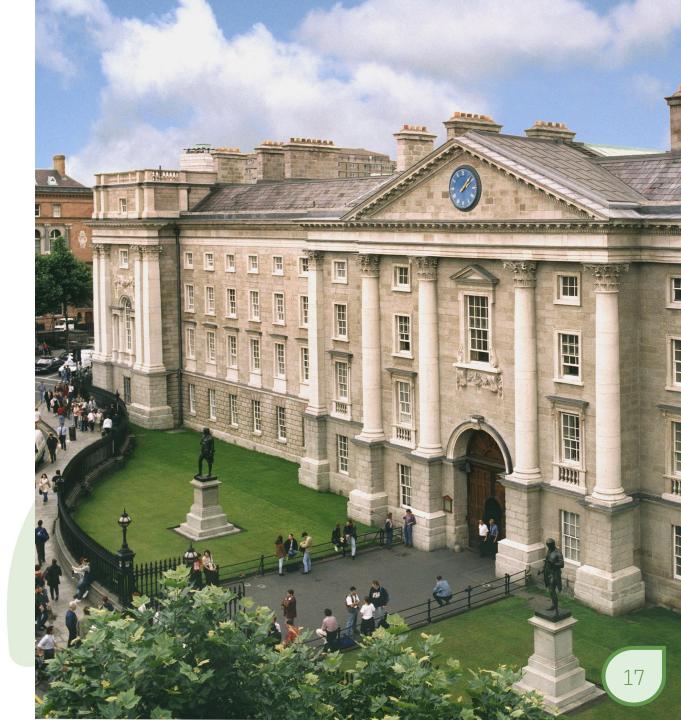
The area will flower in spring and summer, and be left untouched over the winter months when pollinator insects - such as butterflies, hoverflies and bees - hibernate.

The re-wilding move represents a pioneering attempt in Ireland to place wild-flower spaces in the heart of the city. The area - one of the most prominent areas in the capital - sees thousands people pass by on a daily basis.

Plants and grasse ther parts of campus are already in the form of mini meadows and cut only a few times a year to encourage wild species and to assist students and academics studying ecology.

# TRINITY COLLEGE is the author of the article, because...

- Trinity College is the only stakeholder quoted
- The only prominent person quoted, is a university staff member
- The only stakeholders considered, were university students
- The detailed location of the meadow is described
- Most others could not pull off a press release with only one stakeholder mentioned, but Trinity College holds a very high reputation in the community.



# TRINITY COLLEGE's objective for pitching this story was:

- Look attractive to current and future students
- Show that they are an institution that follow their environmental and biodiversity policies
- Show that they take student's input seriously
- Show the larger community that they take responsibility of national environmental issues



### Exercise 2:

# Who is the author of this article?

 https://www.newsch annel5.com/news/vol unteers-cometogether-to-paintblack-lives-mattermural-in-eastnashville



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NEWS





#### Volunteers come together to paint "Black Lives Matter" mural in East Nashville





Volunteers show up Saturday afternoon to paint Black Lives Matter mural in East Nashville



By: Seena Sleem

Posted at 3:18 PM, Oct 17, 2020 and last updated 12:48 AM, Oct 18, 2020

EAST NASHVILLE, Tenn. (WTVF) - It's painting with a message!

Dozens of volunteers gathered in East Nashville on Saturday afternoon to paint a Black Lives Matter mural on Woodland Street between North 1st Street and Interstate Drive. It's right next to Nissan Stadium.

"He kent his neck on George Floyd for almost o minutes and Mr. floyd



#### EAST NASHVILLE, Tenn. (WTVF) – It's painting with a message!

Dozens of volunteers gathered in East Nashville on Saturday afternoon to paint a Black Lives Matter mural on Woodland Seet between North 1st Street and Interstate Drive. It's right next to Nissan Stadium.

"He kept his neck on George Floyd for almost 9 minutes and Mr. floyd said I can't breathe," said Senator Brenda Gilmore, "and it's time for all of us to say we can breathe! We say it with this mural that it's time for healing, let the healing begin for all of us."

You may have seen these "Black Lives Matter" in other big cities like D.C, Baltimore and New York City.

Organizers say they're setting theirs apart by adding other colors to it instead of only having yellow lettering.

The "B" will include red, black and green to represent the African Flag, the "L" will have the colors of the rainbow to represent the LGBTQ community, and the "M" will have music notes symbolizing Music city.

It will send a message of solidarity and racial equality.

"I was thinking to myself because I'm old enough to experience a lot of injustices when it comes to color of your skin but I decided I would never quit," said former councilman Ludye Wallace, "while we're here today lets make a commitment we will never quit. We come back to protest."

't wait until a brother and sister is shot down and brutalize and then we come back to protest."

Along with the message of racial equality, there is another important message today, to get out and vote.

La ly voting has already started in Tennessee and Lection day is November 3rd.

No tax dollars were used for this mural project. One of the major supporters and sponsors is Pittsburgh Plate Glass (PPG). The Mural project is self-funded from donations from community members, grants project volunteer applied for, and gifts from local vendors, churches, and community groups.

# PPG Paints is the author of the article, because...

- Organizers and volunteer groups are not identified by name
- No current city officials are quoted, so this is not a project paid for or commissioned by the city, although they may have facilitated permits etc.
- It is mentioned that there have been several sponsors, but only one sponsor is mentioned by name.
- Flyers for the event (found online) clearly identify PPG as the official sponsor.
- A BLM activity involving paint and the community, with some press coverage and external/internal attention is a perfect match for PPG to sponsor. The activity is in line with the company's mission («we protect and beautify the world»), and PPG is actively supporting BLM and racial justice through corporate policies, community funding etc.
- The journalist probably edited out more text highlighting PPGs community programs.



# PPG's objective for pitching this story was:

- To get positive publicity about their company, and to build brand recognition about their brand and their strategies for community involvement.
- To take advantage of a timely event (BLM) that resonnates well with their stakeholders, to promote their company.





Q

#### 2019 Sustainability Report

♠ SUSTAINABILITY @ PPG

BUSINESS

GOVERNANCE

ODUCTS ENVIRONI

PEOPLE

COMMUNITY

The vision guiding our global community engagement activities is to bring color and brightness to communities

around the world.



At PPG, the vision guiding our global community engagement activities is to bring color and brightness to communities around the world where we have a presence.

To advance that vision, the PPG Community Engagement Framework sets the priority actions for community engagement that our facilities and sites are expected to implement. These actions are designed to develop and maintain relationships with key community constituents, governmental agencies and charitable organizations, as well as encourage employee involvement in our host communities.

PPG is a paint manufacturer with a factory (and many employees) in Nashville, as well as several paint shops.

This project, where the BLM mural is sponsored by them, gives them great publicity and is an example of community-focused «corporate social responsibility».

The BLM mural probably would not have happened without the support/ sponsorship of PPG, and in return they got favourable press coverage.

### Exercise 3:

Who is the author of this article?

 https://www.belfastlive.co. uk/news/new-parklettest-expansion-outdoor-19091851



VOUCHER CODES JOBS BIG SCHOOL COOK OFF CONTACT US ABOUT US RSS F



inside NI flute band scene



Pensioner arrested following road traffic collision involving cyclists



Corner: Remembering one of NI's best TV shows 15 vears on



Hundreds of homes approved for Lurgan



B News | South Belfast

#### New parklet to test the expansion of outdoor space in **South Belfast**

The Ormeau Parklet has turned a small number of on-street parking into a new outdoor space

















A number of different organisations have come together to create the parklet project, including Belfast Buildings Trust, <u>Queen's University Belfast</u>, OGU Architects, MMAS Architects, the Department for Infrastructure, <u>Belfast City Council</u>, and four local hospitality business.

They hope that it can be used as a model of other parklet projects across Northern Ireland.

Joanne Corr, Chair of Belfast Buildings Trust, said: "We believe that Belfast's people and places deserve quality and we're willing to take risks to achieve that.

"The reaction to the Ormeau Parklet already shows what's possible when civic partnerships are willing to work in new ways that combine civic and community action, creative design practice, and research."

Minister for Infrastructure, Nicola Mallon, praised the project saying that it will keep people ensure social distancing, while being able to support local by esses.

he said: "Since becoming Minister I have made clear my desire to change the way we use our roads and streets and make sure they work for the whole community.

"I am delighted that my Department is able to support this initiative and I'd like to commend the Belfast Buildings Trust, my officials and all the partners on the amazing job they have done to develop and deliver this innovative collaborative project.

"Living with the Covid pandemic has meant we need to ensure that people who meet can maintain social distancing while supporting local businesses.

"These parklets not only achieve this but with the inclusion of cycle parking, provide opportunities to come to these areas by active travel. I hope this project will encourage more people to get out and enjoy their local environment, the active travel experience and in doing so support our local traders."

Professor Ian Greer, Vice-Chancellor of Queen's University Belfast, said that he was pleased that the university has been involved in the project saying the tudents will be compiling data on it to track its success for use in future schemes.

mair of Belfast City Council's Strategic Policy & Resources Committee, Cllr Christina Black, added: "The Ormeau Parklet initiative is a great example of what can be achieved when statutory and civic partners work together be innovative and trial new ideas, which is particularly important in light of the ongoing challenges facing businesses as they navigate the ongoing challenges facing businesses as the organization of the organizat

"I'm pleased that Council has been able to support Belfast Buildings Trust to deliver the initiative through our Covid19 Revitalisation funding.

"It demonstrates a pecal, best practice approach to place-making that not only creates more space for people but also shows how businesses are diversifying and accepting their premises to help adhere to the current regulations."

A Belfast City Council spokesperson said: "Belfast City Council is pleased to support Belfast Buildings Trust to deliver the Ormeau Parklet initiative.

# Belfast Building Trust is the author of the article, because...

- Belfast Building Trust is showcased as a key partner to the city of Belfast in executing innovative projects. Restaurants receiving the parklets aren't even mentioned by name!
- The first/ main quote is by the Chair of the Belfast Building Trust
- The Chair of the Belfast Building Trust is quoted speaking on behalf of 'people and places' in Belfast
- Belfast Building Trust is commended <u>repeatedly</u> by the minister for Infrastructure for their 'amazing job'
- The parklet is located on the same street as the Belfast Building Trust



Photo: Queens University / Brendan Gallagher

# BELFAST BUILDING TRUST's objective for pitching this story was:

- To position themselves as a key knowledge and innovation partner for the City of Belfast
- To increase their trust's recognition in the community
- The article demonstrates through innovative action the vision of Belfast Buildings Preservation Trust: "a cross-community Building Preservation Trust with charitable status that delivers physical, social, and economic regeneration through the reuse of landmark buildings in Belfast, Northern Ireland."



Photo: Queens University / Brendan Gallagher

# News hooks and newsworthiness



## You need a news hook!

From «after life» on netflix



### What is a «news hook»?

A hook is a way of presenting your news or story that will stimulate interest from your chosen media audience.

- If it doesn't 'feel' like a news story, a news outlet will not publish it.
- To find an effective hook, we have to **get into the mind of the audience**. Not just any audience. Your audience. That's the first step in determining your hook: **figuring out whom you want to attract** to your news.
- It must be super-easy for the journalist to see that this news hook is of interest to his/her readers.



# What makes a story <u>newsworthy</u>?

- 1. PROXIMITY: Location, location, location: If an event is happening nearby, it will impact the audience more than if it were happening somewhere else that doesn't affect them as much say, in another state or another country.
- 2. PROMINENCE: A well-known person, place, or event has a stronger news angle than something that the audience isn't familiar with. A guest speaker visiting your local elementary school to take over story time doesn't resonate with many people ... unless that speaker is Oprah.
- 3. TIMELINESS: Current news has more impact than something that happened yesterday or last week. The news media loses interest quickly and past events become stale when there's always fresh news somewhere.
- 4. ODDITY: If something is unusual, shocking, or bizarre, the strangeness alone could make it newsworthy.
- 5. CONSEQUENCE: If the impact of an event may directly affect readers, they'll want to know about it. A run-of-the-mill burglary at the Watergate Hotel was white noise on the airwaves until it became clear what the identities of the key players meant for the nation.
- 6. CONFLICT: Audiences are always interested in disagreements, arguments, and rivalries. If an event has a conflict attached to it, many consumers will be interested on that basis alone. Let's not forget that it's human nature to choose sides and stand up for that choice. Stories that involve conflict include those about religion, sports, business, trials, wars, human rights violations, politics, and even struggles against nature, animals, or outer space.
- 7. HUMAN INTEREST: If a situation draws any sort of emotional reaction, it might contain the news element of a human-interest story. These stories can be "soft" kid-at-the-petting-zoo snapshots, inspiring comeback accounts, or infuriating reports of incompetence on the part of a public figure.
- 8. EXTREMES/SUPERLATIVES: Reporters and audiences might be interested in the first, the best, the longest, the smallest, the highest if you can legitimately claim one. Be careful. Do not overly focus on this, create hyperbole, or exaggerate claims. Dishonesty here will come back to bite you.
- 9. SCANDAL: Everyone loves to hate on the philandering congressman who sends inappropriate pictures under an absurd virtual handle. Reporters want a scoop on scandal.
- 10.IMPACT: Whether it's a peaceful protest that encompasses five city blocks or a 52-car pileup on the pike, the more people involved in the event, the more newsworthy it is. Similarly, the number of people affected by the event will affect its newsworthiness, whether it's an adjustment of minimum wage or an alleged outbreak of Ebola.

## What makes a story newswor

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#### Volunteer gardeners walk away from Roncesvalles street gardens after conflict with local BIA







Some Roncy business owners had 'aesthetic concerns' about current gardens

Kate McGillivray - CBC News - Posted: Jun 09, 2021 5:00 AM ET | Last Updated: June 9, 2021



A few bald spots in a Roncesvalles Avenue garden bed indicate places where plants have been removed, as a new company prepares to take over from a long-running group of volunteer gardeners. (Kate McGillivray/CBC)

62 comments (=)

One by one, plants are beginning to disappear from the garden beds that line Roncesvalles Avenue — pulled out by the volunteer gardeners who have tended them for years.

The Roncyworks Green Team, a shifting group of gardeners in the neighbourhood, have been designing and tending 21 beds that have lined the busy commercial street for the last decade.

This week, they quit en masse following months of back and forth with the local Roncesvalles Village Business Improvement Area (BIA) over the look and direction of the gardens.

In an open letter published on Sunday, the group wrote that a "small outspoken group" the BIA had been pressing for the garden beds to have a "commercial style" and unifo

"I think the people who instigated this idea have just totally misjudged the nature of the mitu" said lackie Taschereau, a gardener who has worked on two of

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### Greener play areas boost children's immune systems, research finds

Autoimmune diseases are rising fast but first experimental study shows nature could help



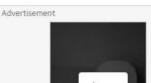
▲ Children play in a forest school garden in Cambridge. Photograph: Sonja Horsman

Children whose outdoor play areas were transformed from gravel yards to mini-forests showed improved immune systems within a month, research has shown.

The scientists believe this is because the children had developed significantly more diverse microbes on their skin and in their guts than the children whose playgrounds were not upgraded.

Across the western world, rates of autoimmune diseases, where the body mistakenly attacks itself, are rising. The diseases include asthma, eczema, type 1 diabetes, inflammatory bowel disease and multiple sclerosis. A leading possible explanation for this trend, called the hygiene hypothesis, is that children are being exposed to far fewer microbes than in the past. This means their immune systems are less challenged and more prone to making mistakes.

Previous studies have shown statistical associations between exposure to microbial diversity and the development of a wellfunctioning immune system. But this



## What makes a story newsworth foundation's garden opening in

- 1. PROXIMITY: Location, location, location: If an event is happening nearby, it will impact the happening somewhere else that doesn't affect them as much say, in another state or a
- PROMINENCE: A well-known person, place, or event has a stronger news angle than so with. A guest speaker visiting your local elementary school to take over story time doesr that speaker is Oprah.
- 3. TIMELINESS: Current news has more impact than something that happened yesterday of interest quickly and past events become stale when there's always fresh news somewher
- 4. ODDITY: If something is unusual, shocking, or bizarre, the strangeness alone could make
- 5. CONSEQUENCE: If the impact of an event may directly affect readers, they'll want to kn the Watergate Hotel was white noise on the airwaves until it became clear what the ider nation.
- 6. CONFLICT: Audiences are always interested in disagreements, arguments, and rivalries. many consumers will be interested on that basis alone. Let's not forget that it's human n that choice. Stories that involve conflict include those about religion, sports, business, tripolitics, and even struggles against nature, animals, or outer space.
- 7. HUMAN INTEREST: If a situation draws any sort of emotional reaction, it might contain to story. These stories can be "soft" kid-at-the-petting-zoo snapshots, inspiring comeback a incompetence on the part of a public figure.
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#### Stormi Webster has a sweet outing with her dad Travis Scott and his grandmother at his charity foundation's garden opening in Houston

By BRIAN MARKS FOR DAILYMAIL.COM

PUBLISHED: 02:57 GMT, 4 November 2021 | UPDATED: 17:02 GMT, 4 November 20:













They had on their best costumes for trick-or-treating on Halloween with Kylie Jenner.

And Stormi Webster was back to spending time with her dad Travis Scott on Wednesday when she accompanied him to the dedication of a new garden for students at Young Elementary School in Houston on Wednesday.

The three-year-old and the 29-year-old rapper were joined by his grandmother, 'Miss' Sealle Webster, for the dedication of the Captus Jack Gardens according to Houston's local paper Preview.



What makes a story newsworthy

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Is your story really only relevant to a handful of local people? Invite a celebrity or local politician, and it can become an interesting story to many more! It also will make the happening more exclusive, unique, and a photo from this one-off happening documents the timeliness

(If you can involve a Kardashian, always involve a Kardashian)

Stormi Webster has a sweet outing with her dad Travis Scott and his grandmother at his charity foundation's garden opening in Houston



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GLOBAL IDEAS

#### City kids: Urban goat farming in Bristol

Grazing wasteland in the heart of Bristol, Street Goat is bringing community together around sustainable milk and meat, and conserving local biodiversity.













Street kid: A goat takes in the view on Bristol's Purdown Hill

The BT Tower, one of Bristol's iconic landmarks, rises up from Purdown Hill in an area of inner-city parkland, where twin goats lounge in the sun against the remains of World War II gun batteries. These dystopian concrete relics - now covered in the city's fabled graffiti - have played host to a lot of "antisocial" activity over the years.

But since the goats moved in, Purdown Hill has transformed, says urban farmer Mary Dobbing. "People living alone come for a reason to get out and families bring their children every day to look at the animals," Dobbing says. She's keen to stress, though, that this isn't a petting zoo. "People can be shocked that the goats are not pets and will be eaten one day, but we have to maintain that this is a working farm."

Street Goat isn't your average farm, It operates over two grazing sites - five in winter - and three micro-dairies in and around Bristol. Members like Dobbing pay an annual contribution of £70 (€81, \$97) and work a minimum of one milking shift a week.



is the magic number!

you need at least two news hooks!

(the more news hooks the better, so invite that local politician or B-celebrity – it will help you get noticed)

Proximity, the nearer the better

Prominence, celebrity

Timeliness (hot today, gone tomorrow)

Oddity, unexpected, bizarre

Consequence, direct impact on reader's life

Human interest/ heartwarming

Superlatives, records

Scandal

Huge impact to a surprising amount of people

# Create a newsworthy event

 Develop a unique and appealing story that the media will love!







## Case study:

### learning from microhabitat rooftop gardens



# To get press coverage for a business you must do something newsworthy, out of the ordinary.

- About Microhabitat (<u>www.microhabitat.ca</u>)
  - "Our mission is to implement urban agriculture to improve the urban environment, the lifestyle of city dwellers and encourage a better understanding of environmental issues."
- Business model:
  - Installing, maintaining and harvesting rooftop gardens for corporate clients.
  - Crops are donated to food banks.



### **BACKDROP**:

During Covid, home office mandates lead to many of Microhabitat's corporate rooftop gardens becoming unused and few new customers would sign on. It was notoriously difficult to get news coverage for non-covid related stories.

### THE CHALLENGE:

Come up with an idea for an attractive happening that would make the company Microhabitat, and their services, newsworthy, so much that several news outlets would cover it, and new customers would flock to them!

### THE SOLUTION:

Announcing that all the crops from all the rooftop gardens they manage across the city, would be donated to local food banks.

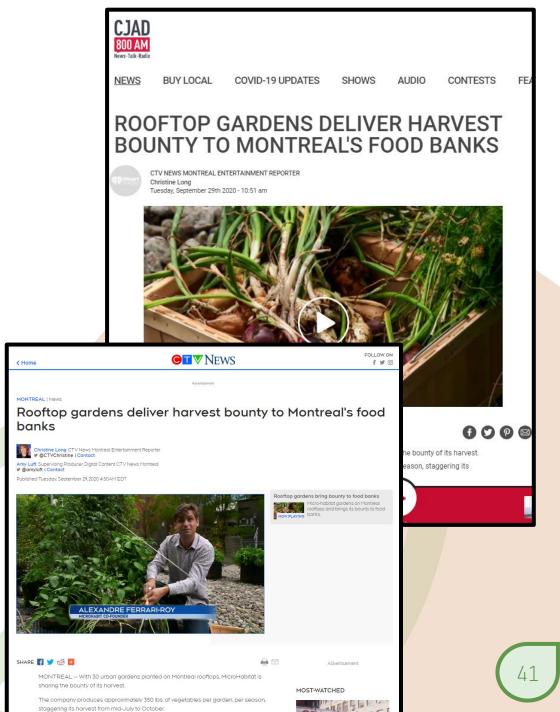




# One press release, many stories..!

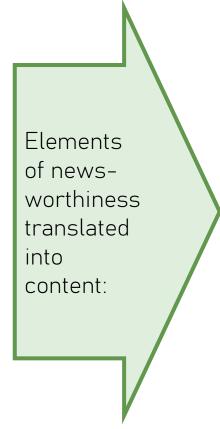


Result: Solid press coverage, lots of publicity, hopefully many new clients! <a href="https://www.facebook.com/CityNewsMTL/videos/2260916507375950">https://www.facebook.com/CityNewsMTL/videos/2260916507375950</a>



# How/why was the story newsworthy?

- Proximity, the nearer the better
- Prominence, celebrity
- Timeliness (hot today, gone tomorrow)
- Oddity, unexpected, bizarre
- Consequence, direct impact on reader's life
- Human interest/ heartwarming
- Superlatives, records
- Scandal
- Huge impact to a surprising amount of people



- Local story, shot on location downtown Montreal
- No use of celebrities, but some politicians involved
- Attach it to covid-news to make it timely. Innovative partnership is news.
- It's still a bit unusual to garden on rooftops
- Consequence: any office worker can identify with this, and take action, suggesting that their workplace join the program
- Human interest: great angle with feeding homeless through food banks, especially since it would be quite expected that customers don't actually eat what's being produced on their rooftop
- No superlatives or records, but using «thousands of pounds of produce», probably is a wild guess
- No scandal, a feel-good news story
- Anyone who is concerned about social impacts of covid-19 will see this as meaningful.

## The news story seen from 3 different angles:

### **MICROHABITAT**

- Showcase their services (and value proposition) to potential clients
- Build brand recognition
- Get new clients

### VIEWER/ READER

- Something that feels relevant to their lives (newsworthy)
- Want to get a rooftop garden and also support food banks

### **MEDIA**

- A visually appealing story
- A «feelgood angle» that their viewers will react positively to.
- Easy to share on social media platforms

WIN-WIN-WIN!



Come up with a story that the newspaper will be delighted to share!

### Some ideas for local news stories:



Plan ahead and think of ways a story can become unique and interesting for a local reader. How can we ensure this event, this week, this place, these people, are more special than what happens on a regular day?



Reharvest Memphis: Project Green Fork hosts a culinary experience to rethink food waste

JENNIFER CHANDLER | Memphis Commercial Appeal

Cocktails and dishes with a twist. <u>Project Green Fork</u> wants you, and chefs, to rethink how you cook.

Reharvest Memphis: A Culinary Experience to Rethink Food Waste is an interactive cocktail party fundraiser with the purpose of highlighting sustainability efforts in the restaurant industry.

The event is 5:30-8:30 p.m. Nov. 16 at Comeback Coffee.

Chefs from four Project Green Fork restaurants will show how you can transform ingredients many might consider scraps into delicious dishes.



Head Chef Brad McCarley, from left, Bar Manager Alex Moseley and Owner Nick Scott at Salt | Soy on Broad Avenue.

JOE RONDONE/THE COMMERCIAL APPEAL

### Some ideas for local news stories:

- Can we connect it to other current events, for example local festivals, the Olympics or annual events
  like World environment day? If not can you create a unique event?
- Can we flip around some roles to generate a surprising setting, for example youth teaching adults or a community initiative helping the municipality?
- Are there businesses, products or services that are brand new to your community, for example rental
  of chicken coops or delivery of city-grown flowers? Let the entrepreneurs shine.
- What are some unique personal stories in your project? Maybe the main character is an entrepreneur, a refugee, a senior citizen or someone else who have experienced a transformation in their lives thanks to this project, and this can be the focus of the story.
- Are there good photo opportunities? Is there a unique event or something very unusual and unexpected about the organizers or the venue?
- Can a celebrity or politician be involved in a meaningful way? Maybe a local celebrity chef is interested in coming? Is there a grand opening or a ribbon to cut?
- Can we add up some remarkable numbers or break some records? Maybe teaming up with other gardens, farms or community organizations can make the event more noticeable?
- Can we trigger strong feelings of love, ownership, hope or anger?

## Some examples of non-newsworthy events

- Projects doing more or less the same they did last year, last month or yesterday.
- Activities involving more or less the same people as before, "the usual suspects"; whoever they may be.
- Activities happening at a time when the general public is not so interested.
   Garden stories have their main appeal in spring and summer, not so much in winter.
- Activities that don't have unique and "catchy" photo opportunities that are closely connected to the story, such as indoor workshops in a classroom setting,
- Activities that are happening too far away to be relevant to a local newspaper.
- Research reports or academic findings that are not presented in a way that makes the content highly accessible and relevant to regular readers' everyday lives.
- Stories that have already been covered by another news outlet, or that are too similar to something that has already been published, even if it was a long time ago.
- NB! Urban agriculture is "fresh news" some places, but "old news" elsewhere

If you want media coverage for this kind of happening, you need to dig deeper to find (or create) some additional aspects of newsworthiness to make the

media interested.









# Would our event be more newsworthy if we involved a local celebrity?

- What celebrity is <u>relevant</u> to us, and what is it about our news story that is <u>relevant</u> to the celebrity? Do they live in the neigborhood? Have they shown an interest in the topic? Do they work with something related?
- Possible celebrities include athletes, bloggers, actors, royalties, chefs, local politicians, national politicians, TV-hosts, etc.
- Who will come for free and who charges a fee?
- A local person will probably have an equally good result as a international celebrity and will be much easier to contact and get on board.





# Structure of a news article, -adapting your writing

# You need to un-learn the primary school writing style!

Journalism style is <u>not linear</u>, like the texts we usually write! A typical, linear, text would maybe be structured like this;

- 1. First we thought about something for a long time and made plans
- 2. Then action 1 happened
- 3. Then action 2 happened
- 4. And we worked with action 3
- 5. And from all this hard work, something really amazing now has happened that we want to tell you all about!



# Inverted

# Information the reader MUST have, to know what happened

Additional information that helps reader understand, but isn't essential

Information that's interesting/ nice to have

The most important info must go at the beginning – the reader could stop reading at any time!

# The news-worthiness FOR THE READER (news outlet), not what WE want to publish, (which can be hidden more implicit in the text)

# Information the reader MUST have, to know what happened

Additional information that helps reader understand, but isn't essential

Information that's interesting/ nice to have

# Intro/lead, answering the 5Ws (Who, what, where, when, why)

Key quote from key person & supporting facts

Additional, less important info & facts, supporting quotes from less important person

**Background** information

General info

# Detailed inverted pyramid

The most important info <u>must</u> go at the beginning -

The manicured lawns at the front entrance at Trinity College Dublin have been removed and are about to be transformed into a wildflower meadow in response to Ireland's "biodiversity crisis".

First announced in February, the move which make islands of the famous twin statues of Edmund Burke and Oliver Goldsmith, brings to an end to 150 years of grass cutting, which made the lawns at the front of the college as smooth as a cricket pitch.

The conversion into a bee-friendly, wild-flower meadow began in recent days after the public overwhelmingly backed the move in an online poll in April.

Of almost 14,000 votes, 12,500 were in favour of replanting the front of the universe

Prof John Parnell, chair of Trinity's grounds and gardens committee, said the result more biodiversity and in particular want institutions to set an example".

Though the area may end up looking less tidy, supporters of the idea say it will be an in looks like.

Research shows lawn-mowing, ground preparation and pesticide control can disturb import the soil.

Planting wild flowers and minimising interference supports biodiversity, and provide a habitat has pollinators in the city centre.

The plants will a mix of annuals and perennials, with as many of them being of known Irish origin as extend flowering over as long a period as possible.

The area will flower in spring and summer, and be left untouched over the winter months when pollinate butterflies, hoverflies and bees – hibernate.

The re-wilding move represents a pioneering attempt in Ireland to place wild-flower spaces in the heart of the area one of the most prominent areas in the capital – sees thousands people pass by on a daily basis.

Plants and grasses at other parts of campus are already in the form of mini meadows and cut only a few times a year to encourage wild species and to assist students and academics studying ecology.

Intro/lead, answering the 5Ws (Who, what, where, when, why)

Key quote from key person & supporting facts

Additional, less important info & facts, supporting quotes from less important person

Background information

as

54

A new scheme has been launched in South Belfast that is turning on-street parking into new outdoor spaces.

The Ormeau Parklet is a trial project that has turned some of the on-street parking on the Ormeau Road into a green public space for pedestrians and local businesses to use

A number of different organisations have come together to create the parklet project, including Belfast Buildings Trust, Queen's University Belfast, OGU Architects, MMAS Architects, the Department for Infrastructure, Belfast City Council, and four local hospitality businesses.

They hope that it can be used as a model of other parklet projects across Northern Ireland.

Joanne Corr, Chair of Belfast Buildings Trust, said: "We believe that Belfast's people and places deserve quality and we're willing to take risks to achieve that

"The reaction to the Ormeau Parklet already shows what's possible when civic partnerships are will community action, creative design practice, and research."

Minister for Infrastructure, Nicola Mallon, praised the project saying that it will help people ensure social businesses.

She said: "Since becoming Minister I have made clear my desire to change the way we use our roads and stroommunity.

"I am delighted that my Department is able to support this initiative and I'd like to commend the Belfast Buildings the amazing job they have done to develop and deliver this innovative collaborative project.

"Living with the Covid pandemic has meant we need to ensure that people who meet can maintain social distancing w

"These parklets not only achieve this but with the inclusion of cycle parking, provide opportunities to come to these area will encourage more people to get out and enjoy their local environment, the active travel experience and in doing so support the control of the control

Professor Ian Greer, Vice-Chancellor of Queen's University Belfast, said that he was pleased that the university has been in students will be compiling data on it to track its success for use in future schemes.

Chair of Belfast City Council's Strategic Policy & Resources Committee, Cllr Christina Black, added: "The Ormeau Parklet initiation what can be achieved when statutory and civic partners work together to be innovative and trial new ideas, which is particularly nongoing challenges facing businesses as they navigate the ongoing pandemic.

"I'm pleased that Council has been able to support Belfast Buildings Trust to deliver the initiative through our Covid19 Revitalisation f

"It demonstrates a local, best practice approach to place-making that not only creates more space for people but also shows how busined es are diversifying and adapting their premises to help adhere to the current regulations."

A Belfast City Council spokesperson said: "Belfast City Council is pleased to support Belfast Buildings Trust to deliver the Ormeau Parklet initiative.

Intro/lead, answering the 5Ws (Who, what, where, when, why)

Key quote from key person & supporting facts

Additional, less important info & facts, supporting quotes from less important person

**Background** information

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Of almost 14,000 votes, 12,500 were in favour of replanting the front of the university which faces onto College Green.

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Background information

General e area -

info

56

# Nabolagshager's learning curve of media coverage

gende navnet «Tak for maten» himmelen. Her har Nabolassha-– Bare i Oslo er det 14 millioner kvadratmeter med flate tak. De er en opplagt arena hvis man skal få en grønnere by. Før var det grått og dødt på taket

matyarer

ardsgate strekker urter og

Mat på tak

Nabolagshager forvandler flate tak til bugnende kjøkkenhager.

Uterom tak for mater

ingen skulle tro at noe kunne

ubrukte tak er på toppen av bo-rettslag og sameier. Gallis skulle VI air folk et forhold til maten de spiser og muliahet til å bli kient med sesongens







det er flere fordeler ved å dyrke

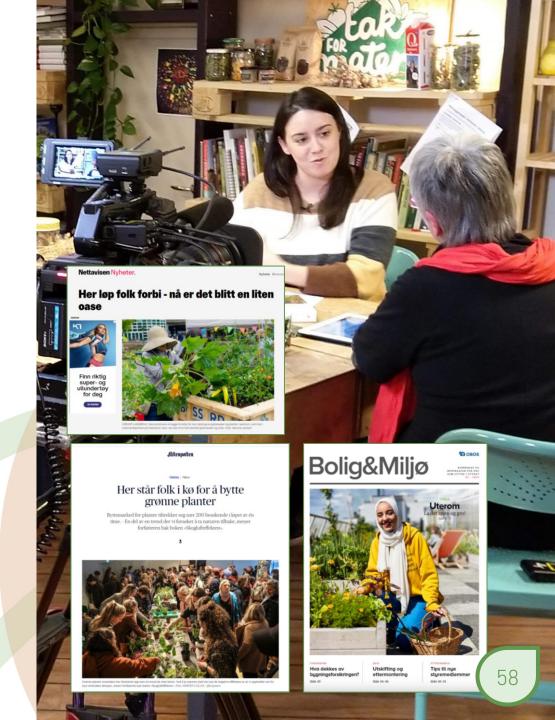


# Nabolagshager early media coverage: being at the mercy of journalists

ADVANTAGE: All stories have come because journalists have taken contact directly, we did not make any specific actions to get this coverage.

- 2015: stories about Dyrk Byen! book
- 2016: stories about urban agriculture
- 2017: stories about urban agriculture and miniature gardens
- 2018: stories about rooftop gardens and ur own Tak for Maten project.
- 2019: stories about rooftop gardens

**DISADVANTAGE:** very little control or impact on the content, the angle, and how Nabolagshager is perceived by the viewer or reader.



# Nabolagshager recent media coverage - a proactive approach

Since 2020 we have been proactively approaching, and building relationships with, selected local media.

We provide written material in a journalistic style with high quality and high resolution photos.

We can give our draft text the angle we want, and if the editors thinks that it has a good journalistic quality, they are more likely to publish it.

We use this to proactively introduce more colleagues, highlight strategic skill sets and key projects.



## A buzzing example:

We won silver medal in the Norwegian Honey Championship and thought it was the perfect excuse for press coverage. But it was important for us to <u>not focus</u> on the beekeeping, as that is not a core business for us.



Key quote in the article that helps to strategically position Nabolagshager to the reader as a pioneer business in edible city solutions:

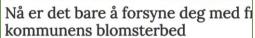
- We want to contribute to solving challenges such as social exclusion and youth unemployment among minority youth by creating innovative green jobs, explains CEO of Nabolagshager, Adam Curtis

### The result:

Successfully obtaining press coverage leading to great publicity, brand recognition, great quotes that highlight different staff members and their skill sets and the community impact of edible city solutions.

News stories are also great content for social media.



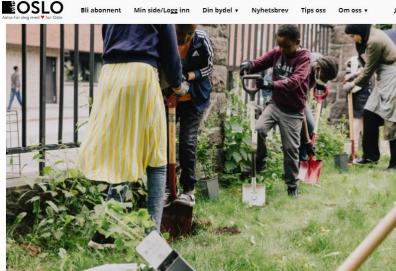




Hersleb-elever la undervisning i klasserommet til side. Og lagde lysbudskap om håp i skolegården



videregående var grå og kjedelig. Så tok ungdommene fatt og pusset opp

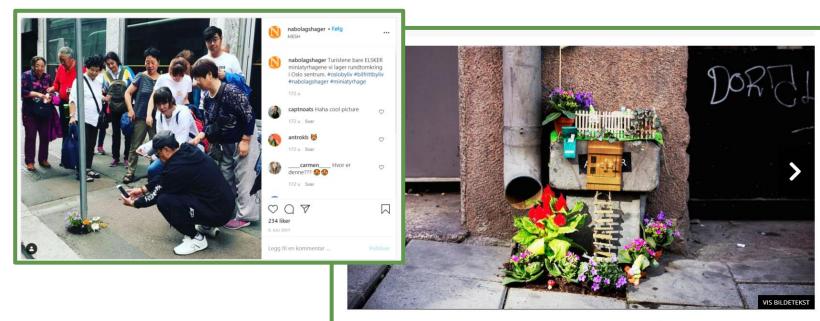


Små og store naboer plantet solbærbusker i skolegården p Hersleb: - Her skal nærmiliøet fa

# Miniature gardens, a story of a wasted media opportunity.

Nabolagshager's biggst (and most wasted) media success to date:

MINIATURE GARDENS, a public arts installation commissioned by the City of Oslo



### Grønt, søtt – og fryktelig smått

lkke hage? Ikke balkong? Ikke noe problem. Alt du trenger for å dyrke noe er en liten sprekk i asfalten.



What makes a story newsworthy?

1. PROXIMITY: Location, location, location: If an event is har pening nearby, it will impact the audience more than if it were happening somewhere else that doesn't affect them as juch - say, in another state or another country.

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- SCANDAL: Everyone loves to hate on the philander handle. Reporters want a scoop on scandal.

stronger news angle than something that the audience isn't familiar to take over story time doesn't resonate with many people ... unless

We did not have a media strategy for this activity.

We only placed a hashtag in all the sceneries, so the stunt could be traced back to us.

However, due to it's high degree of newsworthiness, several news outlets quickly picked up the story themselves.

ngressman who sends inappropriate pictures under an absurd virtual

10.IMPACT: Whether it's a peaceful protest that encompase involved in the event, the more newsworthy it is. Similarly the number of people affected by the event will affect its newsworthiness, whether it's an adjustment of minimum wage or an alleged outbreak of Ebola.

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• So it worked – but it did no good for Nabolagshager. We did not get publicity or get quoted on anything relevant other than «tiny gardens are cute» and «tourists love them».

 If we had done this as a strategic press activity, we would have gotten AT LEAST the same amount of press, but how Nabolagshager had been described, would have been very different.

 We could have positioned ourselves as an organization with strong understanding of what creates enthusiasm for public life, of creative ideas, placemaking at eye level / for kids, highlighting our impact in inclusion through the youth were involved in managing the miniature gardens over summer or many other creative ways.

• All press is good press. But great press is better press!



# Final tips and tricks





# Always use the active voice when writing for news media

Example:

The students built furniture, **NOT** Furniture was built by the students.



If you get published, you should proactively share & tag your news links on all your platforms to help the media outlet generate views and clicks

(the journalist will appreciate this and remember it for the next time you approach them)



## Don't forget...

- Be short and sweet, max 1 A4 page with lots of paragraphs and space, shorter is always better.
- The journalists and editors decide what they will and won't publish. We can be lucky, or unlucky, with the timing. If they don't want to publish it, it simply isn't newsworthy enough and we must respect that.
- We must always put ourselves in the shoes of the reader, and never forget that the only reason why a media outlet will publish our story, is that readers will consider it something they want to spend 30 seconds or 2 minutes clicking on and looking at.
- Journalists WILL CUT any text that is redundant, uninteresting, not newsworthy or too clearly self-bragging or self-promoting.
- Ask that if they do significant edits, that you want to proofread the text before it is published, to ensure that quotes are not taken out of context or there are misinterpretations. Read through, make edits (if any) and return the proofread document to the journalist ASAP.







### Thank you!

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