# Building BeHeardCVA: A Mixed-Probability, Regional Survey Panel for a University Town and its Rural Surrounds

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# Why Create a Regional Panel?

- Recognized six-locality planning region, used by multiple state agencies
  - CSR ran omnibus survey for 5 years, but too costly



# Why Create a Regional Panel?

- Model of BeHeardPhilly
  - Explore promising new methods
- Change in University of Virginia administration
  - Renew local and regional survey activity
  - Community engagement, regional impact



Larry D. Terry II

Executive Director

Weldon Cooper Center for Public Service



James E. Ryan
President
University of Virginia

# Lots to do . . .

- Five areas of effort
  - Systems and operations
  - Marketing and branding
  - Community outreach
  - Panel recruitment
  - Client development
- Three phases
  - Initial panel build (to n=800), community outreach
  - Launch promotional surveys, further recruitment
  - Full production, panel maintenance

# **Process Phase Chart**

Phase (

# Phase 2

# ļ

# Phase 3

### Initial Panel Build: Establish community connections

### Systems/ Operations

- Sample database tracking
- System for reminder calling
- Intake
   Survey

### Marketing/Branding

- Develop public-ready website
- Initial press release of panel
- Order promotional display items and swag
- Begin video deployment

### Outreach

- Identify initial community organizations/stakeholders; develop calendar of community events
- Create elevator pitch/informational materials to share/leave with community organizations
- · Build community ambassadorships
- Develop presentation materials for community organizations
- One-on-one meetings

### Panel Recruitment

- ABS mailout recruitment (6,000) in batches
- Reminder calling of ABS recruitment
- Social media ad linking to website/intake survey
- Cell phone recruitment
- Conduct pretests and panel warmer surveys
- Assemble/train street teams
- Targeted street recruitment

### Client Development

Develop PPT for client advertising Set promotional pricing, scope, and end date Packet of promotional materials w/\$5k report

### Phase 1 complete when panel reaches 800 members

### Launch of Promotional Surveys (Area-wide surveys only): Continued panel recruitment

### Systems/ Operations

 Scoutsuite launch (manage tracking and distribution of surveys)

### Marketing/Branding

- Circulate additional press release materials
- Video published on website
- Update marketing materials on website as available

### Outreach

- Presentations to community organizations/public meetings
- Attend community
  events

### Panel Recruitment Set incentive structure

- Additional ABS mailout
- Street/in-person recruitment
- Presentation for inperson recruitment

### Client Development

- Reach out to potential clients with promotional deal (\$5k)
- Develop tiered pricing structure and corresponding reports
- · Finalize client mailing package

### Phase 2 complete when panel reaches 2,500 members

### Full Production (Locality-specific surveys available): Panel maintenance

### Systems/Operations

- Scoutsuite panel member interface
- Text surveys

### Marketing/Branding

- Continue to update website
- Publicize findings from panel surveys

### Outreach

 Continued presence at public events and community meetings

### Panel Recruitment

- Ongoing street recruitment
- Replenishment as needed

### Client Development

 Mail/present to local government agencies and community organizations



# What's in a name?

Marketing & branding the new panel

# Branding

- Define region + panel name: Challenge of giving a name to a community that doesn't exist
  - Online survey of initial participants (0ct. 2018)
    - What name do residents use when they refer to ( where they live?
    - What name do residents think best identifies this region?
    - Residents' preferences for panel names
  - Focus group to discuss naming (Nov. 2018)
- Results:
  - Avoid panel names that suggest protest or conflict
  - Central Virginia is accepted regional name
  - "C'ville" does not resonate for many
    - Liberal college town vs. rural surroundings

# Branding

If BeHeardC'ville won't work, what will?

If RVA = Richmond Virginia



 ... then CVA could mean "Central Virginia" or CharlottesVille Area

Panel name: BeHeardCVA



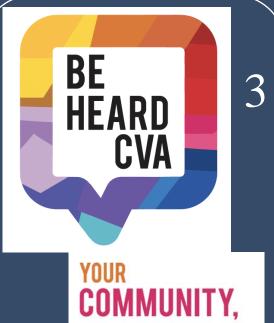
# Branding

- Logo
  - Engaged local design firm (HiveGroup)
  - 5 initial logo designs
  - Narrowed to 3 possible designs
    - Internal revisions w/ designers
  - Logo focus group (Dec. 2018)
    - One design clearly favored
    - Adjustments to colors and font









COMMUNITY,
YOUR
VOICE.

# be heard



your COMMUNITY, your VOICE.







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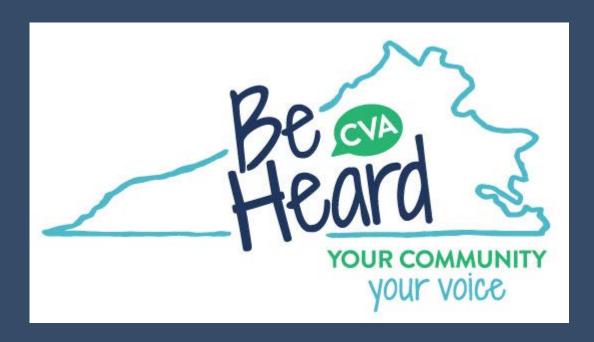
# be heard **EV**/\

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YOUR COMMUNITY, YOUR

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# Final Logo















# Panel recruitment

Probability + non-probability = "mixed probability"

# Recruitment: Probability

### Mail

- Region-wide ABS sample (n=2,000) (Feb. 2019)
- Louisa County re-contact mailing (n=300) (April 2019)
- Region-wide ABS sample (n=2,000)
  - stratified to oversample African American and Hispanic areas (May 2019)

### Phone

- Follow-up reminders to 700 ABS sample cases with known phone number (Feb. 2019)
- Cell phone cold calls (n = 4,000)
  - SmartCell + RDD (May 2019)

BACK FRONT



### QUESTIONS?

Visit: www.beheardcva.org Email: beheardcva@virginia.edu Call: 434-243-5232 Text:434-595-3921

BetterdDVA is owned and operated by the University of Virginia Center for Survey Research

UVA-RE-SES 40201





Let yourvoice be heard! Help shape publicpolicy, community services, and more by joining BeHeardCVA.

# Original Mailer

### INSIDE

### WHAT IS BE HEARD CVA?

BeHeardCVA will give a voice to residents in the Charlottesville area and Central Virginia, making public policy and community services more responsive. Register to become a panel member to occasionally participate in short surveys about topics like healthcare, education, the environment, local needs and other issues. Well asky you questions on behalf of local governments, public agendes, non-profits, and university researchers.

### HOW DOES ITWORK?

### 1)SIGN UP

- Visitwww.beheardova.org
- Call 434-243-5226

### 2) TAKE SURVEYS

- Receive surveys and notifications however you want: email, text, orphone.
- . Take the surveys whenever it is convenient,

### 3) SEE RESULTS & STAY CONNECTED

- See our website for survey results, or check out the newsletters we will be distributing to our participants.
- . Stay tuned for prizes and loyalty benefits.
- Follow us on social media.
- Tell your friends!

All your information and responses will be kept completely confidential.

### WHO CAN JOIN BE HEARD CVA?

Any adult who lives in the city of Charlottesville or counties of Albernarie, Fluvanna, Greene, Louisa and Nelson.



### WHO SENDS THE SURVEYS?

Surveys will always come from University of Virginia Center for Survey Research (CSR) on behalf of organizations like local government, public agendes, non-profits, and university researchers.

### HOW DO I TAKE SURVEYS?

You can choose – answer online or by phone.

### WHAT DO I GET IN EXCHANGE FOR TAKING SURVEYS?

Having your voice heard and helping to make our area a better place to live. Also, each survey has something different to offer, like a monetary incentive, a chance to win prizes, or accumulate revardpoints.

# Printable Flyer

## Join BeHeardCVA!

As the state's first regional survey panel, 8eHeardCVA was created to give voice to residents in Central Virginia to inspire action and engagement within our communities.

As a panel member, you will be invited to occasionally participate in short surveys about topics like healthcare, education, the environment, local needs, and other issues. We'll ask you questions on behalf of local governments, public agendes, non-profits, and academic researchers. Your survey responses will then be used to inform and shape public policy, programs, and services throughout your community.





### WHO CAN JOIN?

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# Cost and productivity for probability recruitment

Mailing to ABS sample of 2,000 households

- -- with phone follow-up for 700 with known numbers:
- Yield: about 100 enrolled, 5% success rate
- Our costs (not shown at full billing rate)
  - Sample purchase & prep: \$438
  - Mailing cost (printing, postage, prep, labor): \$1,683
  - Phone calling: \$738
  - DB Management: \$213
- Total cost: \$3,072, or \$31 per enrollment

# Recruitment: Nonprobability

Presentations to community groups

Inclusion in online newsletters/email blasts

- Press releases through local news organizations
  - PSA's on local radio (starting late May 2019)

In-person public events

# Recruitment - Nonprobability





YMCA "Healthy Kids Day" Charlottesville, VA 4/28/19



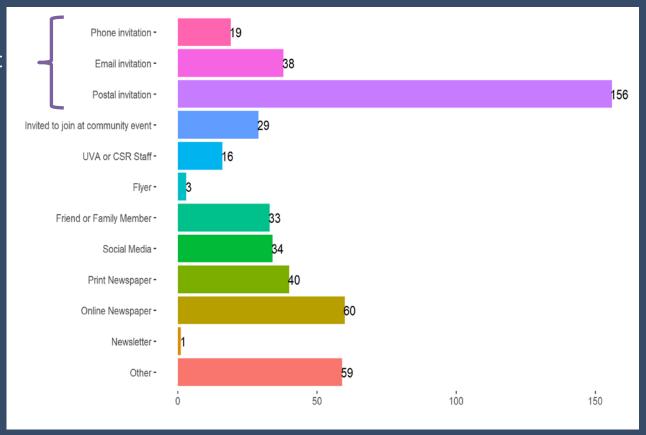
# Recruitment - Nonprobability



# How Panelists Heard of Panel

Currently have 497 enrolled panel members

Probability recruitment (213 panelists)





# Is the panel representative?

How does it compare to traditional probability methods?

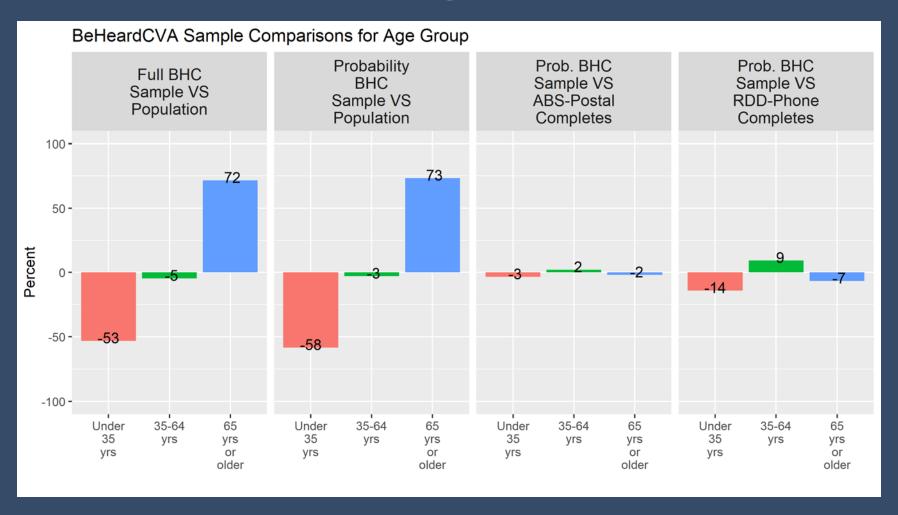
# Composition of Panel

- To assess representativeness of panel, consider several comparisons:
  - Full panel or probability sample only?
  - Can compare to:
    - Adjusted population figures from ACS
    - Unweighted probability samples from prior
       CSR surveys in the same region
      - -Telephone surveys (n ≈ 1200, JACS 2013-14)
      - -ABS postal mail with \$2 incentive (n ≈ 1,000, Health District survey 2018)

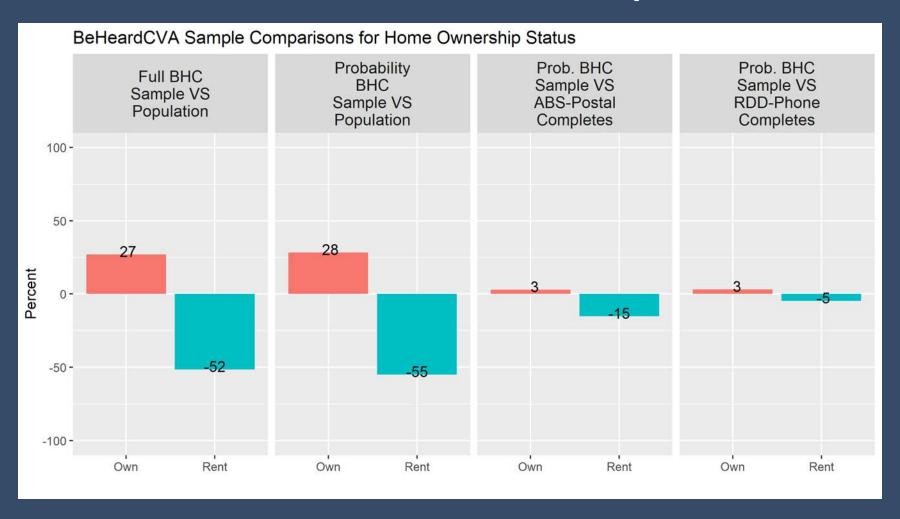
# Measuring representativeness

- Subtract population percentage from sample percentage
- 2. Divide by population percentage
- Examples: Population 60% homeowner
  - If sample shows 80% homeowner
    - Over-representation: (80 60)/60 = 33%
  - If sample shows 40% homeowner
    - Under-representation: (40 60)/60 = -33%

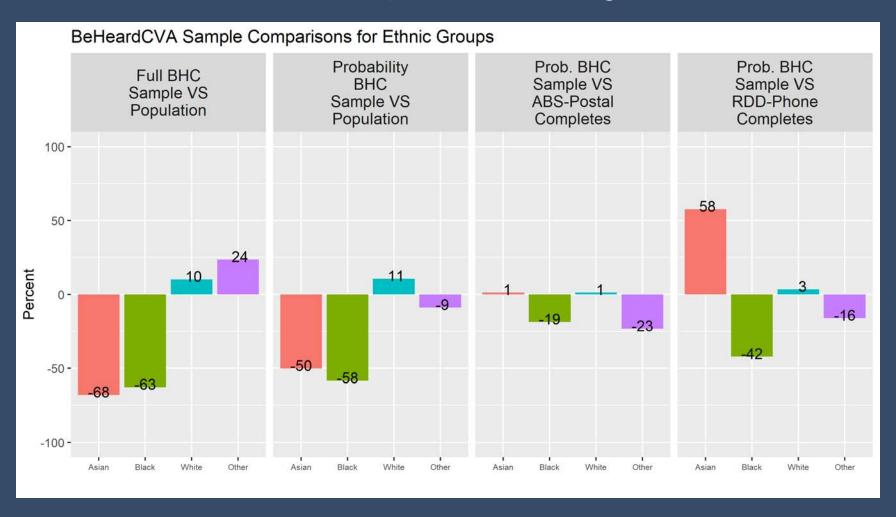
# Age



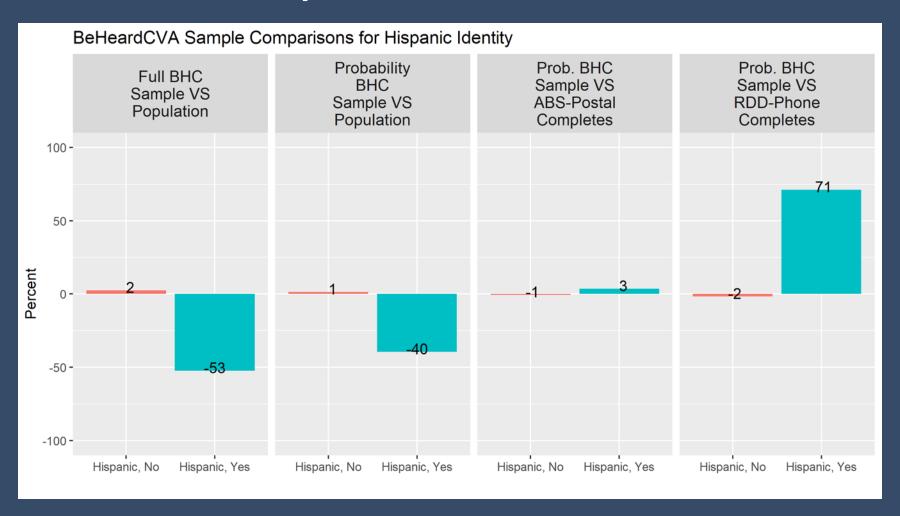
# Home Ownership



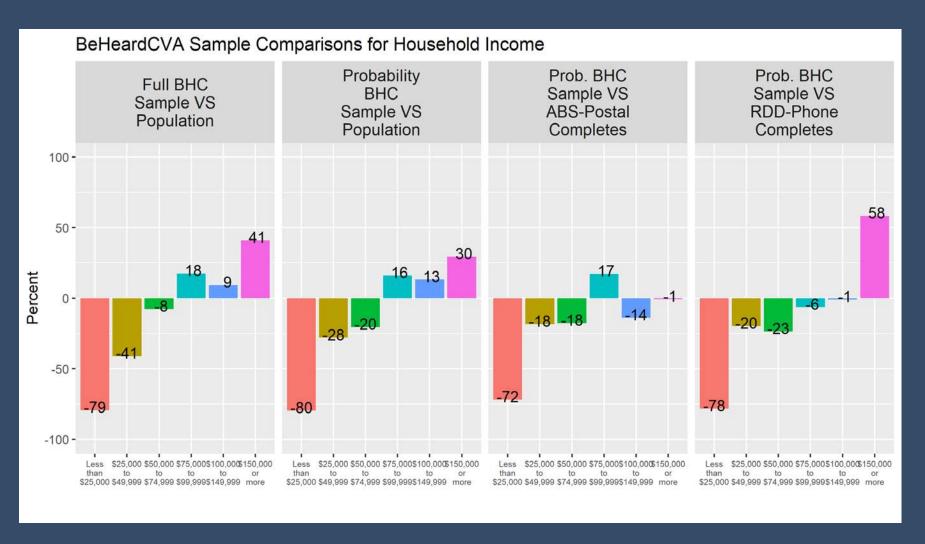
# Race/Ethnicity



# Hispanic Affiliation



# Household Income



# Representation summary

- BeHeardCVA probability sample compares favorable to ABS and phone probability samples on
  - Gender, age and home ownership
- BHC under-represents
  - blacks and Hispanics
  - low income and low education residents
- BHC full sample does not differ greatly from BHC probability sample on demographic representativeness

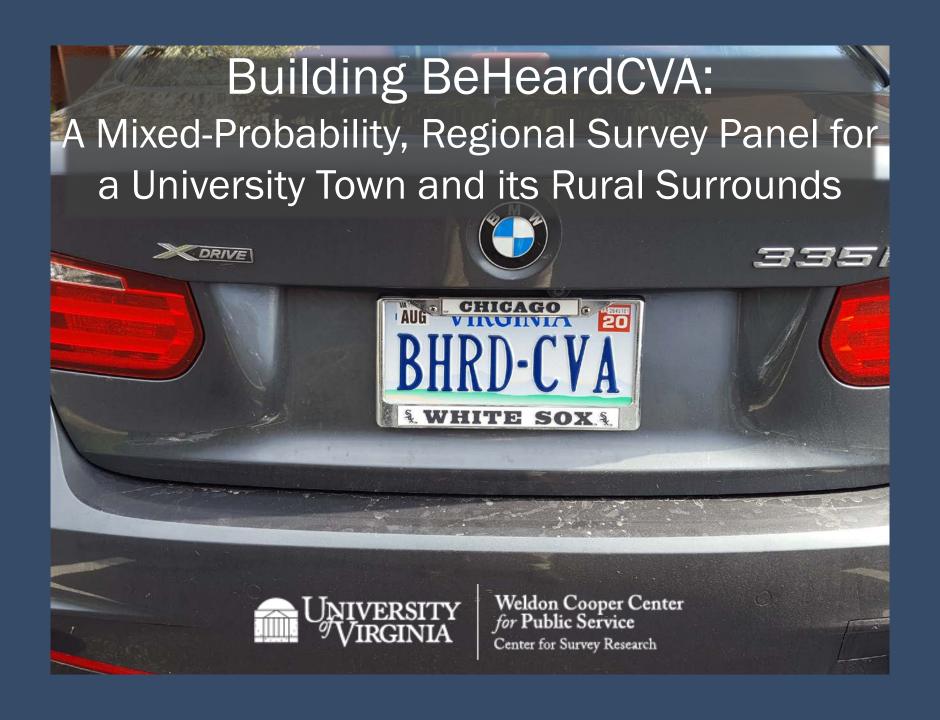
# Challenges

- Will the panel be representative of the region?
  - In outlying rural regions + minority communities
- Will we get clients to sustain cost of running panel?
  - Need to sort out pricing (and be mindful of scope creep)
- Will the panel have community impact?
  - Be accessible to nonprofit and community organizations
  - Fulfill promise to members for engagement

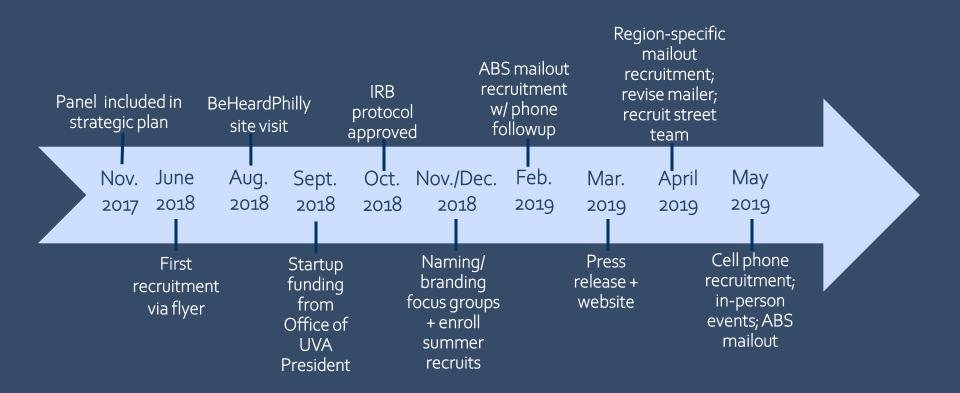
# Acknowledgements

### Thanks to....

- University of Virginia Office of the President for funding the initial launch and development of BeHeardCVA
- BeHeardPhilly for hosting a site visit, sharing lessons learned, and providing ongoing encouragement
- UVA's Weldon Cooper Center for center-wide staff support for BeHeardCVA
- Jane Foy, BeHeardCVA's Community Outreach Liaison
- Matt Starnowski and Mitch Morehart for tech help



# Timeline of Recruitment & Outreach



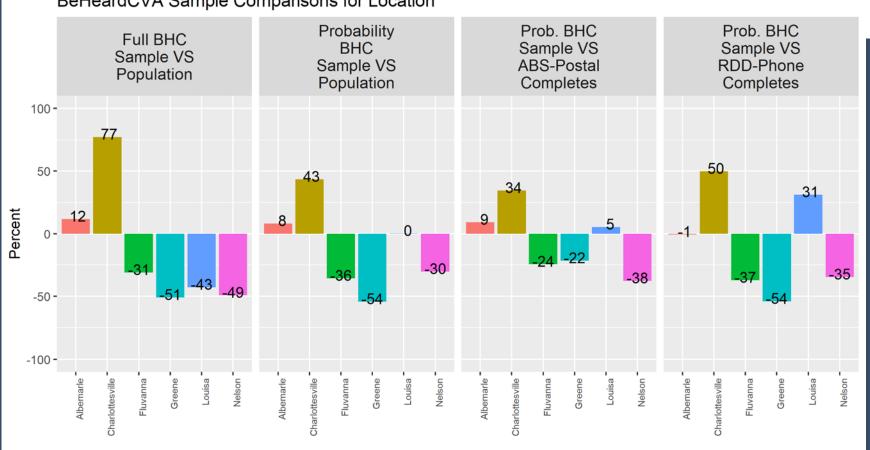
# Gender



# Locality







# Education

