December 8, 2020

Linda Lamone Administrator Maryland State Board of Elections 151 West Street, Suite 200 Annapolis, MD 21401

### *Re:* 2020 General Election Voter Education Campaign Report

Thank you for providing KO Public Affairs LLC with the opportunity to develop, implement and oversee a statewide voter education and public awareness campaign around the 2020 General Election. Under the approved scope of work, KO was charged with developing a statewide campaign, including earned media, TV, radio and digital advertising to inform Maryland voters about how to participate in the election. The campaign also included broad stakeholder engagement to reach Maryland's diverse communities.

In addition to KO, the campaign team included:

- **Mission Media** a full-service advertising and marketing firm to assist with creative design, campaign production and media buying.
- Sandy Hillman Communications a public relations firm and woman-owned minority business enterprise to assist with earned media and stakeholder engagement throughout the state.
- **GreiBO** a public relations and marketing firm based in Baltimore to assist with stakeholder outreach to the African American community statewide, including webinars, key influencer messaging and social media.
- **Cool & Associates** a full-service management consulting firm that brings Hispanic strategy, workforce development, education, marketing and outreach to the forefront of any organization. Veronica Cool and her team assisted with broad stakeholder outreach to the Latino community, Spanish-speaking earned media, and translation of all campaign materials.
- **Campfire Communications** a full-service communications firm led by Henry Fawell working with Hillman Communications on earned media, stakeholder outreach and rapid response during the campaign.

### Campaign Overview

A paid media campaign was used to educate voters on how to participate in the 2020 General Election including updating voter information and voter registration, same day voter registration, requesting, completing and returning a mail in ballot, and information on how to vote in person during early voting and Election Day.

With COVID-19 altering the voting process significantly, it was imperative that Marylanders had clear direction to help them prepare and formulate their individual voting plan, and to bolster overall engagement across the state. The paid digital marketing campaigns ran from August 27, 2020 through November 3, 2020 and the paid traditional media campaign (TV, radio and print) phased in slightly later on September 14.

Creative assets for the campaign were designed to inform voters with important information and deadlines during the election and bring voters to SBE's MD Votes webpage for more information. The webpage - <u>www.elections.maryland.gov/2020</u> - was intended to serve a central communications hub for the campaign and included iconography consistent with the paid media campaign.

The campaign's initial \$1.3 million budget was supplemented with a \$575,000 grant from the Center for Election Innovation and Research (CEIR). Approximately 80% of the budget was allocated across TV, radio, print, and Digital platforms to reach general population, African American, Hispanic and Asian American Pacific Islander (AAPI) communities. Ads and video tutorials were produced in English and Spanish.

The earned media and stakeholder engagement effort was designed to support the paid media campaign and educate Marylanders on how to participate in the election process. Between August 12, 2020 and November 6, 2020, 28 press releases were proactively distributed by SBE in English and Spanish to media outlets, reporters and stakeholder groups across the state. The media team also coordinated written responses and/or interviews to respond to hundreds of media inquiries during the campaign.

Social media calendars and toolkits were produced English and Spanish and comments on SBE's social media channels were monitored and responded to in real time as appropriate. Incommunity events, including virtual webinars and town halls, flyer distribution, and sound trucks were used to remind Marylanders how to vote, in addition to social media content from key influencers.

### Campaign Highlights

Turnout for the 2020 General Presidential Election was higher than 2016 and 2012 with voters participating by mail and in-person during early voting and on Election Day. A record number of Marylanders took advantage of voter registration during early voting and the state's new policy to allow for same day registration on Election Day. Overall, the voter outreach campaign,

through a combination of paid media, earned media and stakeholder engagement, reached millions of Marylanders.

Highlights include:

- The digital campaign received 65,849,393 impressions, 870,707 clicks and 2,417,030 plays of campaign videos (not including the ads viewed on TV).
- 547,868 unique users were directed the SBE landing page directly from the digital campaign (not including those who may have seen an ad and came back later to the website). The average user remained on the landing page for :40 seconds.
- Google Search ads received a click-through-rate of 32.16%, meaning the ads were extremely effective answering user queries and directing them to the MD Votes webpage.
- The campaign included more than 6,000 TV spots (primarily during in news and prime-time programming), more than 3,700 radio spots, including Black radio, on stations throughout the state, and 104 print ads in publications throughout the state.
- OTT (Over-the-Top) streaming services garnered another 825,000 impressions, while an additional 1.2 million impressions were generated by digital print publications (publisher impressions).
- Non-traditional media, social media influencer engagement and in-community events, including sound truck and flyer distribution were used to engage African American voters throughout the state.
- The campaign partnered with Out for Justice and the NAACP to reach the justice-involved population, and for the first time, voter registration and ballot request forms were sent to eligible voters in detention centers.
- Hispanic paid media and outreach resulted in more than 3.2 million impressions across the state.
- 13 print ads ran targeting the AAPI community and resulted in more than 400,000 digital publisher impressions.
- 18 high-impact digital billboards ran in Baltimore and Prince George's County for the final twentytwo days of the campaign with multiple messages.
- 28 proactive press releases were distributed during the campaign to approximately 750 media outlets and reporters generating just over 1400 media placements.

- The campaign engaged more than 1900 business, civic, community and faith-based organizations throughout the campaign, providing messaging, social media toolkits and summaries of SBE announcements.
- SBE staff participated in more than 20 special community events, including webinars and townhalls to inform voters about the election process.

### Paid Media Campaign Strategy

# Digital

The digital campaign targeted all eligible Maryland households geographically by splitting the state into regions that were given budgets relative to their total populations. Additionally, a digital media campaign targeted inactive voters to urge them to renew or update their registration. These voters were provided by SBE. Similarly, users who requested a mail-in ballot were served a campaign that reminded them how to return their ballot. Those users were then excluded from the campaigns messaging about in-person voting options.

The campaign messaging was segmented into five phases:

- Register to Vote: this campaign ran until the voter registration deadline on October 13, asking Maryland voters to register to vote or verify and update their voter information. Registered voters and those who had requested a mail-in ballot were excluded.
- 2. **Request a Ballot:** this campaign ran until the October 20th deadline to request a mail-in ballot. This campaign urged all Maryland registered voters to consider voting via a mail-in ballot and explained the steps to request a ballot. All users who had already requested a ballot were excluded.
- 3. A Return Your Ballot campaign targeted voters who had requested a ballot and reminded them how to complete and return their ballot by November 3rd.
- 4. **Inactive Voters** messaging targeted any voters who had not voted in the last presidential general election or were identified by SBE as voters who were not able to be reached by mail. These voters were served messaging reminding them to update, verify, or complete their voter registration.
- 5. Vote In-Person: Once the mail-in ballot return date had passed, the final phase of the campaign ran to support messaging around finding a vote center, information for early voting and off-peak hours, as well as Election Day in-person voting options.

# Traditional (TV, Radio, Print)

TV, radio and print media channels were used to provide broad reach to Maryland households throughout the state. Budgets were allocated based on population, mindful of geographic dispersion. As a result, the majority of funds were allocated on Baltimore and Washington D.C. media, including African American radio, with an overlay of media in Western Maryland and Eastern Shore. Particularly with radio, the media buy was intentionally inclusive to reach residents with various political perspectives and creative intended to inform Marylanders about how to participate in the election process.

The traditional campaign messaging was driven primarily by various deadlines throughout the Maryland voting process and shifted as Election Day got closer.

- The initial messaging phase from September 14 October 13 utilized TV, radio, and print mediums with a primary focus on registering to vote and requesting a mail-in ballot, and a secondary message of finding a vote center and preparing for in-person voting.
- The second messaging phase from October 14 November 3 utilized TV, radio, print, streaming video, and digital outdoor billboards with a primary focus on preparing for early and Election Day in-person voting, with secondary messages of returning mail-in ballots by Nov. 3, and same-day voter registration options.

# African American Paid Media

The African American paid media strategy mirrored that of the broad general public, which was intentional in the inclusion of Black radio stations and newspapers to target the African American community. Media partners enhanced the reach of the campaign by sharing digital media ads and assets through their social channels.

Two unique digital campaigns were created to reach African American audiences. The first was designed to explain the election process, while the second used trusted community influencers to remind voters how to vote in the election, and featured community influencers. Specific paid outreach was targeted toward African American residents throughout the state.

### Hispanic Paid Media

High-profile Spanish-language media outlets were used to support general voting messages to the Hispanic audience throughout the state of Maryland. Community influencers were also engaged as an effective way to push voter education and engagement in the election process.

- Specific paid outreach was targeted at Hispanic residents throughout the state.
- A mix of Spanish-language print, radio, and TV reached a broad audience throughout the state, particularly in areas that over-index with Spanish-speaking residents.
- Media partners enhanced their reach by sharing digital media ads and assets through their social channels.

• Influencers throughout the Hispanic community were engaged to educate and motivate voters to participate in the election.

### Asian American and Pacific Islander (AAPI) Paid Media

To reach the diverse AAPI audience across the state, the campaign provided creative assests and content in English, while the publications supported the content with language-specific text and detail.

- Specific Korean, Chinese, and Pan Asian publishers were engaged to reach a broad spectrum of AAPI Maryland residents.
- Newspapers that get high exposure in AAPI businesses were utilized.
- Digital ads were geo-targeted to reach Maryland voters.

#### Paid Media Allocation

Traditional Media	% Allocation
Digital	26.5%
Print	12.2%
Radio	16.2%
TV/OTT	39.4%
Billboards	5.3%
Influencer	.4%
Total	100%

### OVERALL ALLOCATION BY MEDIUM

\*\* Digital that ran as a part of a Print/Newspaper publisher buy is included in "print"

Digital Media	% Allocation

14.77%

Search

### DIGITAL ALLOCATION BY CHANNEL

Video	25.40%
Social	24.48%
Display	35.34%
Total	100.00%

### DIGITAL ALLOCATION BY MARKET

Market	% Allocation
Central	39.00%
Eastern	6.00%
Northern	6.00%
Western	11.00%
Southern	38.00%
Total	100.00%

### DIGITAL MARKET BREAKDOWN

County Area:	Central	Eastern	Northern	Western	Southern
	Baltimore	Dorchester	Harford	Allegany	Montgomery
	Anne Arundel	Somerset	Cecil	Carroll	St. Mary's
	Howard	Wicomico		Washington	Calvert
	Baltimore City	Caroline		Frederick	Prince George's
		Kent		Garrett	Charles
		Queen Anne's			
		Talbot			
		Worcester			
Total Population:	2,351,417	353,679	358,296	678,157	2,278,619
Budget Allocation:	\$86,213 (39%)	\$13,263 (6%)	\$13,263 (6%)	\$24,316 (11%)	\$84,003 (38%)

# TRADITIONAL GENERAL AND AFRICAN AMERICAN ALLOCATION BY MARKET

Market % Allocation

Baltimore	39.9%
Washington	34.8%
Salisbury/Eastern Shore	2.7%
Hagerstown	1.8%
Cumberland	.8%
Frederick	.8%
Southern MD	1.2%
Statewide (cable)	18%
Total	100.00%

### Digital Media Performance Overview

- Google Display, YouTube, Facebook/Instagram, Snapchat, Google Search, and Gmail were used to promote the campaign digitally. All channels targeted users 18-65+ living across the state.
- Google Display served visual ads to users browsing websites including blogs and news sites.
- The 6-second non-skippable bumper ad videos were shown to Marylanders on YouTube.
- Facebook/Instagram targeted users on their apps as well as the desktop sites with both video and image ads.
- Snapchat served image and video ads to Marylanders within the Snapchat app on their phone.
- Google Search displayed text ads to users browsing Google for search queries about registering to vote, requesting a mail-in ballot, and all the options available to them for voting in the election.

Channel	Clicks	Video Views Impressions		СРМ	
Search	553,963		1,722,532	\$28.39	
Facebook/Instagram	210,168	1,907,383	7,919,039	\$9.10	
Display	71,977		40,851,332	\$2.86	
Snapchat	17,713		2,195,433	\$4.09	
YouTube	16,886	509,647	13,161,057	\$6.39	

### DIGITAL MEDIA PERFORMANCE

Total	870,707	2,417,030	65,849,393	\$5.03
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- Google Display had the most effective CPM, bringing the most users at the lowest cost.
- Google Search led to the highest number of clicks on campaign ads.
- Facebook/Instagram netted the highest number of views of campaign videos.
- CPM refers to "cost per thousand" impressions.

Channel	Sessions	Users	Bounce Rate	Pages / Session	Avg. Session Duration
Search	509,216	386,600	50.86%	1.93	00:01:29
Facebook/Instagram	172,161	78,224	86.25%	1.16	00:00:07
Display	81,887	66,815	79.55%	1.40	00:00:43
YouTube	12,499	11,263	89.71%	1.16	00:00:14
Snapchat	5,376	4,966	96.63%	1.05	00:00:03
Total	781,139	547,868	67.16%	1.34	00:00:40

### DIGITAL MEDIA WEBSITE PERFORMANCE

- Google Search led to the most engaged users who stayed on the website for one minute and 29 seconds.
- Google Search also brought the most sessions to the landing page at 65.19% of the total.

### TRADITIONAL MEDIA WEBSITE PERFORMANCE

Channel	Sessions	Users	Bounce Rate	Pages / Session	Avg. Session Duration
Hispanic Social	2,243	2,105	81.36%	1.29	00:00:17
Washington Post Flexplay	1,129	972	85.83%	1.23	00:00:34
AAPI Digital	439	329	86.10%	1.24	00:00:26
Washington Post Display	343	264	82.51%	1.34	00:01:10

Fox 5	232	216	84.99%	1.33	00:00:38
The Afro	145	103	73.79%	1.54	00:01:30
Cumberland Times	83	75	84.34%	1.28	00:00:34
Washington Informer	52	47	84.62%	1.33	00:00:08
WCBM	29	29	86.21%	1.28	00:00:29
MPT	5	3	40.00%	2.00	00:11:38
Total	4,700	4,143	78.98%	1.39	00:01:44

- Social media from Hispanic publications led to the highest number of sessions on SBE's website from traditional media.
- Users from Washington Post Display, The Afro, and MPT had the three highest average lengths of time on site.

Traditional Media Channels (General Population and African American Media)

Station	Affiliate	Market
WBAL	NBC	Baltimore
WJZ	CBS	Baltimore
WMAR/BounceTV	ABC/Bounce	Baltimore
WBFF/WNUV	FOX/CW	Baltimore
MPT	Public TV	Baltimore
WRC	NBC	Washington
WUSA	CBS	Washington
WTTG	FOX	Washington
WJLA	ABC	Washington
WMDT/EMDT/GMT	ABC/CW/MeTV	Salisbury
WBOC	CBS	Eastern Shore

# TV / OTT

WDVM	Ind	Hagerstown
Xfinity	Comcast/Fios/Misc.	Statewide by County
OTT	Streaming	Statewide by County

# RADIO

Station	Owner	Market	Format
WBAL-AM	Hearst	Baltimore	Talk
WIYY	Hearst	Baltimore	Rock
WOLB	Radio One	Baltimore	Talk
WWIN	Radio One	Baltimore	Urban AC
WERQ	Radio One	Baltimore	Urban
WZBA	Shamrock	Baltimore	Classic Rock
WCBM-AM	WCBM	Baltimore	Talk
WLIF	Entercom	Baltimore	AC
WMMX	Entercom	Baltimore	Hot AC
WJZ	Entercom	Baltimore	Sports
WEAA	Morgan State U	Baltimore	Jazz
WYPR	NPR	Baltimore	News/Talk
WCAO	iHeart	Baltimore	Gospel
WPOC	iHeart	Baltimore	Country
WQSR	iHeart	Baltimore	AC
WTOP/WTLP	Hubbard	Washington/ Frederick	News
WAMU/WRAU	American U/NPR	Washington/	News/Talk

		Salisbury	
WMMJ	Radio One	Washington	Urban AC
WHUR	Howard U	Washington	Urban AC
WASH	iHeart	Washington	AC
WWFG	iHeart	Salisbury	Country
WSBY	iHeart	Salisbury	Urban AC
WQHQ	iHeart	Salisbury	AC
WAYZ	M Belmont	Hagerstown	Country
WBHB	M Belmont	Hagerstown	Rock
WLIN	M Belmont	Hagerstown	News/Sports
WWEG	Manning	Frederick	Classic Hits
WFRE	Connoisseur	Frederick	Country
WFMD-AM	Connoisseur	Frederick	Talk
WCBC-AM	Cumberland Broadcasting	Cumberland	Talk
WCBC-FM	Cumberland Broadcasting	Cumberland	Classic Hits

# PRINT

Publication	Sales Group	Market
Baltimore Sun	Baltimore Sun	Baltimore
Towson Times	Baltimore Sun	Baltimore/ Baltimore County
Laurel Leader	Baltimore Sun	Howard/ Prince George's/ Anne Arundel
Columbia Flier	Baltimore Sun	Baltimore/

		Howard
Howard County Times	Baltimore Sun	Baltimore/ Howard
Capital Gazette	Baltimore Sun	Anne Arundel/ Queen Anne's
WP Metro Section	Washington Post	Washington/ Prince George's/ Montgomery
Star Democrat	APG Chesapeake	Talbot/ Caroline/ Dorchester/ Queen Anne's/ Kent
Cecil Whig	APG Chesapeake	Cecil/ Harford
SOMD News	APG Chesapeake	Charles/ Calvert/ St. Mary's
Hagerstown Mail	LocallQ	Hagerstown
Cumberland Times	Cumberland Times- News	Garrett/ Allegany
Garrett County Weekender	Cumberland Times- News	Garrett/ Allegany
Salisbury Daily Times	LocalIQ	Wicomico/ Worcester/ Somerset
Afro Newspaper	Afro Newspaper	Baltimore Metro/ Prince George's
Washington Informer	Washington Informer	Washington Metro

# OUT-OF-HOME/DIGITAL BILLBOARDS

Vendor	Туре	Market
Clear Channel Outdoor	Digital Network	Baltimore
Clear Channel Outdoor	Digital Network	Prince George's
Vision	Individual Digital	Baltimore

# Traditional Hispanic and AAPI Media

# HISPANIC MEDIA

Vendor	Туре
Univision	TV
Telemundo	TV
El Zol	Radio/Digital
Radio America	Radio/Podcast
Ke 'Pachenga	Radio
Mundo Latino	Print/Digital
El Tiempo Latino	Print/Digital
El Poder de Ser Mujer	Print/Digital/ Radio

# AAPI MEDIA

Vendor	Culture	Туре
World Journal	Chinese/ Pan Asian	WeChat/ Epaper/ Digital
Korea Daily	Korean	Digital

New World Times	Chinese	Print
Washington Chinese Post	Chinese	Print
A&C Business	Pan Asian	Digital/ Print/ WeChat

### Earned Media and Stakeholder Engagement

KO worked with Sandy Hillman Communications, in partnership with Veronica Cool & Associates, GreiBO, and Campfire Communications, to develop and execute a comprehensive media relations and stakeholder engagement campaign to educate Marylanders about the 2020 General Election. Building on the network used during the primary election in June, the team regularly communicated with media and stakeholder groups throughout the state.

The broad stakeholder outreach and earned media campaign was intended to supplement the paid campaign to reach and engage stakeholder groups representing Maryland's African American, Latino, AAPI, Disability, LGBTQ communities, as well as Maryland's non-profit, business, religious and faith-based organizations, and veterans, seniors, homeless, justice-involved, and other hard to reach communities.

Between August 12, 2020 and November 6, 2020, 27 press releases were proactively distributed by SBE in English and Spanish to media outlets, reporters and stakeholder groups across the state. The media team also coordinated written responses and/or interviews to respond to hundreds of media inquiries during the campaign. This effort was critical in keeping Maryland voters informed with up-to-date information. The team built a database of over 740 media outlets and reporters, and more than 1900 stakeholder organizations and generated over 1400 media placements. In the final weeks of the campaign, pertinent information was distilled and sent to stakeholder groups, along with suggested social media posts and videos.

DATE	ANNOUNCEMENT	
8/12/20	Board of Elections Approves Early Voting Days for General Election	
8/14/20	Maryland Board of Elections Encourages Timely Return of Ballot Applications and Mail-In	
	Ballots	
8/19/20	Maryland State Board of Elections Increases Ballot Drop Boxes for General Election	
8/27/20	Maryland State Board of Elections Encourages Eligible Residents to Register to Vote in	
	November's General Election	
	Elections Officials also Urge Those Already Registered to Vote to Verify Their Registration	
	Information Online	

### 2020 General Election News Releases

8/28/20	Board of Elections Approves Vote Center Plans for 17 Counties	
	Call for Election Judges Continues	
8/31/20	Applications for General Election Mail-In Ballots on the Way to Eligible Maryland Voters	
9/1/20	Maryland State Board of Elections to Use Multiple Printing Vendors	
9/4/20	Board of Elections Approves Vote Center Plans for Four Counties	
9/8/20	Get Your Ballot Sent by Mail, Not Email, to Save Time and Money	
9/11/20	Maryland State Board of Elections Announces Printing Contract for Mail-In Ballots	
9/14/20	Maryland State Board of Elections Issues Statement on USPS Postcard	
9/16/20	Maryland State Board of Elections Posts Early Voting and Election Day Voting Center	
	Locations	
9/18/20	Maryland State Board of Elections Posts Ballot Box Locations	
9/22/20	Maryland State Board of Elections Recognizes National Voter Registration Day	
9/24/20	Maryland State Board of Elections Begins Mailing Ballots to Voters	
10/8/20	Maryland State Board of Elections Announces Ballot Counting Schedule and Online	
	Resource to Track Mail-In Ballot Submissions	
10/8/20	Maryland State Board of Elections Has Sent 1.1 Million Mail-In Ballots	
10/12/20	0 Deadline to Register to Vote in 2020 General Election is Tomorrow	
	Tomorrow Is also Deadline to Verify Voter Information Online	
10/20/20	Maryland State Board of Elections Issues Statement on Ballot Drop Boxes	
10/22/20	Maryland In-Person Early Voting Begins Monday	
10/26/20	Maryland Breaks Record for Single-Day Early Voting Turnout	
10/28/20	Maryland Voters Encouraged to Cast Mail-In Ballots by Drop Box	
10/30/20	State Board of Elections Announces Process for Hospitalized or Quarantined Marylanders	
	to Vote	
10/30/20	State Board of Elections Reminds Marylanders to Take Advantage of Remaining Early	
	Voting Days	
11/2/20	Maryland State Board of Elections Offers Advice for Election Day Voting,	
	Reminds Voters of Ballot-Counting Process	
11/5/20	Maryland State Board of Elections Issues Latest Tally of Mail-In Ballots Yet to Be Counted	
11/6/20	Maryland State Board of Elections Announces Same-Day Registration Records,	
	Issues Updated Tally of Mail-In Ballots Yet to Be Counted	

### Special Events – Webinars and Forums & Partnerships

SBE participated in 20 community forums, webinars and or special media broadcasts to help educate constituency groups about the election process.

While SBE hosted forums with African American and Hispanic stakeholders, the most successful forums were hosted by civic engagement and advocacy groups, the faith-based community or media partners. Of note, SBE participated a webinar with members of Maryland colleges and universities to answer detailed questions regarding opportunities for students to exercise their right to vote in the general election. The virtual event was attended by a representative of the 14 campuses of the University of Maryland as well as other institutions, including the Maryland Independent College and University Association (MICUA), Frostburg State University, Bowie State University, Morgan State University and Johns Hopkins University.

In addition, SBE routinely participated (and will continue to participate) in an Elections Workgroup meeting hosted by the advocacy community, including Common Cause, NAACP, Out for Justice and so many others. This regular forum allowed SBE to share up-to-date information with key stakeholders and solicit feedback, resulting in more effective messaging in the paid and earned media campaign.

For example, the partnership established with Out for Justice resulted in voter registration and ballot request applications being sent to eligible voters in detention centers and a radio ad with NAACP to remind retuning citizens that they were eligible to register and vote.

<u>EVENT</u> <u>DATE</u>	EVENT DESCRIPTION	AUDIENCE REACHED
8/28	SBE Virtual Hispanic Stakeholders Meeting	Hispanic Stakeholders throughout the state of MD
8/28	SBE Virtual African American Stakeholders Meeting	AA Stakeholders throughout the state of MD
9/8	Virtual voter information event with Mt. Olive Baptist Church	Congregants of Baltimore City church
9/10	Virtual Meetings with Political Parties	Leadership at Maryland Democratic and Republcian Party
9/15	Archdiocese Virtual Elections Presentation	Parochial leaders of the Hispanic community
9/18	2020 Vision OUR Voice, OUR Victor Virtual Registration and Education Event	Congregants of Silver Spring church
9/22	Virtual forum with Moving Us Forward	Members of Prince George's County voter education organization
9/23	Centro Sol Virtual Elections Discussion	Spanish speakers statewide
9/24	AARP Town Hall	Maryland's AARP members
9/26	Somos Baltimore Latinos - The importance of the Latino Vote	Baltimore Area
9/29	Greater Baltimore Urban League	Leadership and members of the Urban League

### SPECIAL EVENTS

10/7	WHUR: Everything You Need to Know	WHUR Listener Audience	
10/8	Eastern Shore Chapter of Maryland Women for Biden- Harris	Women voters on Maryland's Eastern Shore	
10/12	Maryland Youth Voter Webinar	Hispanic young voters-statewide	
10/13	CAF inform Series	Latino Voters in MD-Spanish	
10/14	Psalmist Baptist Church virtual voters' town hall	Baltimore-area voters	
10/15	Virtual town hall hosted by Senator Cardin	Statewide voters	
10/15	CAF inform Series	Latino Voters in MD-English	
10/16	Mayor's Office of Immigration Affairs Biweekly Briefing	Organizations serving Baltimore City-based immigrant communities	
10/20	WJLA-TV Town Hall	Maryland voters	
10/21	AARP Town Hall	Maryland's AARP members	
10/24	NAACP Maryland State Conference Political Action Session	Statewide voters	
10/26	College/University Virtual Forum	A representative of the 14 campuses of the University of Maryland, as well as other institutions including MICUA, Frostburg State University, Bowie State University, Morgan State University and Johns Hopkins University	
10/27	Maryland Latinos & 2020 Vote	Statewide Hispanics voters	
10/28	Virtual forum on voter engagement with Legal Studies Institute	Young voters around the state	
10/28	Pratt Library en Espanol	Spanish speakers in Baltimore City & surrounding counties	
10/28	Anne Arundel Community College's Voter Engagement Panel	Anne Arundel Community College students and faculty	
11/2	WHUR: What voters need to know	WHUR Listener Audience	

Appendix:

Creative Assets Library (w links) Earned Media Hits Hispanic Media Highlights African American Highlights



# 2020 PRESIDENTIAL ELECTION CAMPAIGN CREATIVE

On behalf of the Maryland State Board of Elections (SBE) and unified under the MD Votes banner, campaign messaging and graphics were developed to be simple and direct, to support the importance of voting, and to provide the electorate and those eligible to vote with details on how to register and vote in the state. With the challenges brought on by COVID-19, it was critical for Marylanders to understand how to participate in the 2020 Presidential General Election. Our campaign strived to provide relevant, actionable information and resources to make the process clear, and to encourage participation. Many of the assets were produced both in English and Spanish.

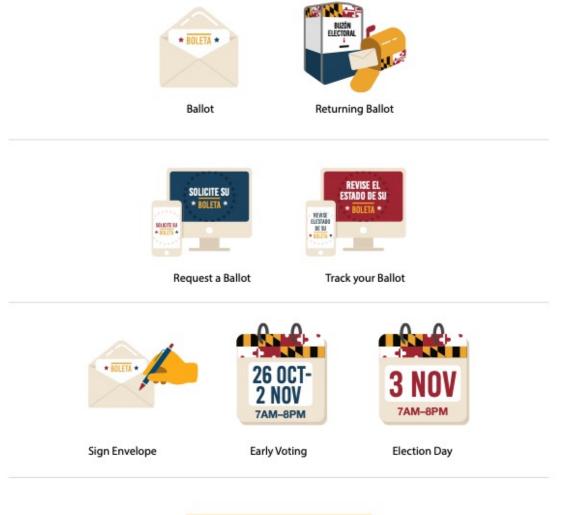
# Iconography

Our set of Icons tied to the local, state, and national patriotism that is inherent to the act of voting. Consistent application of the Icons throughout all paid and earned media, stakeholder engagement, and on the SBE website's landing page helped to unify the message and visually compliment the information being provided.

The complete set of Iconography is represented below, along with the Spanish language assets.



MD Votes





MD Votes

#### **Television/Video :30**

Two :30 video spots were produced for the campaign. The campaign graphics were animated to provide clear, direct messaging and to reinforce the campaign messages that Marylanders saw through other pieces of the campaign and SBE communications.

The initial video was focused on a primary vote-by-mail message, with secondary messaging explaining in-person voting options. This video ran during the first part of the campaign window. The second video focused on in-person voting, encouraging early voting to disperse crowds and thus reduce risk of COVID-19 community spread. As a secondary message, it reminded Marylanders of the opportunity to register to vote in-person at Vote Centers. The second video was also produced in Spanish.

The videos are linked from the underlined titles below, and screenshots from each show key messages.

:30 Television: Vote-By-Mail (Spot #1) Flight Dates: 9/13 – 10/13







<u>:30 Television:</u> Vote-Early (Spot #2) <u>:30 Television (Spanish):</u> Vote-Early (Spot #2) Flight Dates: 10/20 – 11/3







#### Radio :30

Two Radio spots were produced as part of the 2020 Presidential General Election campaign. The first began running on September 14th and ran through October 13th with a primary message of vote-by-mail. The second ran October 14th through Election Day on November 3rd to encourage early and Election Day in-person voting. Each spot was recorded with both male and female voice talent, and appropriate versions of the spot were trafficked to each station based on their audience demographic. The recordings are linked below.

Radio Spot 1: Vote-By-Mail Flight Dates: 9/14 – 10/13 <u>Female</u> <u>Male</u>

Radio Spot 2: Early Voting Flight Dates: 10/14 – 11/3 <u>Female</u> <u>Male</u>

#### **Print Ads**

Two print ads were produced for the MD Votes campaign, and produced primarily in larger, 1/2page sizes when possible due to the extent of information that needed to be communicated, as well as the impact made by larger size ads. The first ad, which ran through October 13th, focused on mail-in ballots, while the second that ran from October 14th through November 3rd focused on early voting. A sample of each print is below. Both ads were also produced in Spanish. The English version was utilized for the AAPI audiences.

Ad 1: Vote-By-Mail Flight Dates 9/14 – 10/13



Ad 2: Vote Early Flight Dates 9/14 – 10/13



If you are voting by mail, return your completed ballot to a drop box by 8pm on November 3 or postmark by November 3. Spanish Ad 1: Vote-By-Mail Flight Dates: 9/14 – 10/13

۲	PRES	MARYLAND VOTA CIONES GEN DENCIALES	ERALES DE 2020	
	🔶 \star MART	ES 3 DE NOVIEMBRE	DE 2020 *	
		cestá REGISTRADO quiere votar, debe registri jalizar sus datos de electo del 13 de octubre.	arse o	7
	<b>VOTE S</b>	EGURO. VOTE POR	CORREO.	11
•	PASO 1: SOLICITE SU DEL 20 DE C	J BOLETA ANTES	BULEI	*
	Generales Pres solicitar una bo	tar por correo en las Elecci sidenciales de 2020, primo oleta. La solicitud de bolet e antes del 20 de octubro	ero debe.	
*		your ballot application sta		M
-	PASO 3:	oletta y FIRME EL Sociones.		
•	PASO 4: DEVUELVA S DEL 3 DE NO	SU BOLETA ANTES		
	antes de las 8	e ser depositada en un b pm del 3 de noviembre, stal el 3 de noviembre o	o enviada y sellada	
	O VOTE EN Persona	VOTE DE MANERA ANTICIPADA 26 octubre- 2 noviembre	VOTE EL DÍA DE LAS ELECCIONES 3 noviembre 7am-8pm	
	opc	7am-8pm Aprenda más sobre cór istrarse, pedir una bolet iones para votar en pers TIONS.MARYLAND.GO	mo la o las sona en	

Spanish Ad 2: Vote Early Flight Dates 9/14 – 10/13



un buzón electoral antes de las 8 pm del 3 de noviembre, o enviela por correo con matasellos el 3 de noviembre o antes.

### **Digital Ads**

Our digital campaign utilized Google Search, Google Display, Facebook, Instagram and YouTube to reach a broad and diverse audience of eligible voters. Using a mix of text based creative, static ads, responsive ads, gifs and videos, the campaign was designed to optimize based on performance in order to garner visits to the SBE website for additional information. Most ad sets were created in Spanish as well as English. A sample of a social static ads for each segment of the campaign is below, with the full ad set linked from the titles. AAPI placements used English language digital, and screenshot of the ads implemented with those vendors is also shown.

#### Register to Vote:

Register to Vote (Spanish): Call to Action: Register Now Flight: 8/27 – 10/13





<u>Request a Ballot:</u> <u>Request a Ballot (Spanish):</u> Call to Action: Request Your Ballot Flight: 8/27 – 10/20





<u>Vote Early:</u> <u>Vote Early (Spanish):</u> Call to Action: Find a Vote Center Flight: 10/21 - 11/3





Return Your Ballot: Return Your Ballot (Spanish): Call to action: Find a Drop Box Flight: 10/5 - 11/3





<u>Make Your Vote Count:</u> (lapsed voters) Call to Action: Start Here Flight 9/10 - 10/13



<u>General Ad Set:</u> <u>General Ad Set (Spanish):</u> Call to Action: Learn More Flight: 9/14 – 10/13





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### **AAPI Screenshots**



在眾議院多數黨領袖霍尼(Snyy Hoyer)辦公室發出通知,指眾議定 有望在1日對民主黨的紓困法案進行 投票後,道指和史指短暫下跌。交 Ⅲ □ <



## **Outdoor Digital Billboards**

Digital Billboards were used toward the end of the campaign, communicating with very succinct messages to inform people about important dates and ways to vote. By utilizing Digital Boards, we were able to change the messages easily to be timely and relevant.



Flight: 10/12

ELECTIONS.MARYLAND.GOV/2020

**REQUEST A** 



FIND A VOTE CENTER: ELECTIONS.MARYLAND.GOV/2020

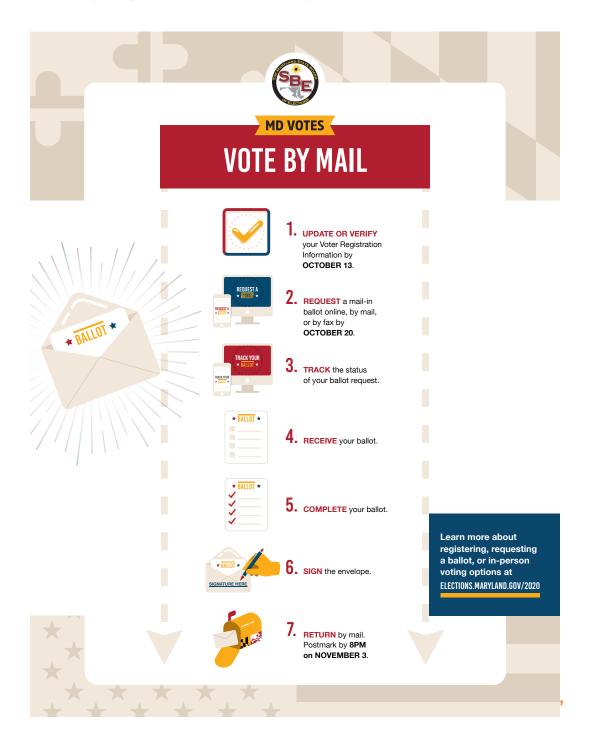
### Infographic

Using our approved visuals and brand language, a full infographic was developed for distribution and posting by various stakeholder groups and the SBE as needed. A second infographic, focused on mail-in voting, was created specifically for those individuals within the Maryland criminal justice system.

Primary Infographic



# Secondary infographic / Criminal Justice System



### Spanish Infographic



### African American Community Video, Flyers, Sound Truck

Two videos were created specifically to reach African American Marylanders via Digital Marketing and owned media channels. An "explainer" video educated the public on how to vote, highlighting action steps and important dates. An "influencer" video utilized individuals from the community to encourage participation in the 2020 elections. Both videos are linked below.

### Explainer Video







# Influencer Video





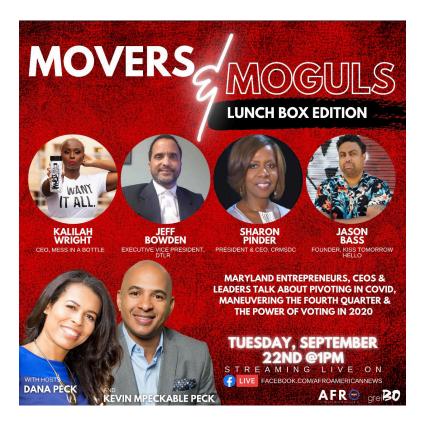


# Baltimore City Sound Truck





### Flyer for Community Engagement Opportunities





### **Returning Citizens Radio**

Using grant funding, a radio ad was produced in partnership with Out for Justice and the NAACP to inform returning citizens of their right to participate in the election. This effort was in addition to other steps taken to reach out to eligible voters involved with the justice system.

Radio Ad

### Spanish Community Video

A series of Spanish language videos utilizing the campaign design and featuring influencers throughout the state were created to engage and educate the community in the election and to turn out the Hispanic vote. Videos were also made available on YouTube for various community groups to promote.

Register to Vote (Spanish)

Ways to Vote (Spanish)

Vote by Mail (Spanish)

Vote in Person (Spanish)

### **Social Media Toolkit**

A social media toolkit (available in English and Spanish) with approved graphics, messaging, and information links was provided to key stakeholders, influencers, media, and the general public to use as appropriate to educate and engage the electorate and all eligible voters across the state of Maryland.

Social Media Toolkit

#### MEDIA PLACEMENTS

9/4/20	Baltimore Times	State encourages residents to vote	http://baltimoretimes-online.com/news/2020/sep/04/maryland-state-board-elections-encourages-eligible/
10/11/20	Chestertown Spy	Statement from Maryland election chief	https://chestertownspy.org/2020/10/11/md-elections-officials-say-theyre-ready-to-rock-and-roll/
10/12/20	WRDE-TV	Registration Deadline	https://www.wrde.com/story/42752741/tuesday-is-mds-deadline-to-register-to-vote-in-2020-general-election
8/18/20	Kent County News	Early Voting Dates	https://www.myeasternshoremd.com/kent_county_news/community/news/early-voting-dates-approved-for-november- election/article_8347987d-987d-5861-8593-8174041bae91.html
8/7/20	Baltimore Sun	Voting Center Proposal	https://www.baltimoresun.com/politics/bs-md-pol-state-election-board-voting-plan-20200807-pxcc2oyo3bfv5gituswonj5bfq-story.html
8/7/20	WJZ-TV	Voting Center Proposal	https://baltimore.cbslocal.com/2020/08/07/maryland-state-board-of-elections-voting-centers-general-election-2020/
8/7/20	WTOP-FM	Election Board Approves Voting Centers	https://wtop.com/maryland/2020/08/maryland-elections-board-approves-voting-center-model-for-november/
8/10/20	Washington Hispanic	Hogan Okays Voting Centers	https://washingtonhispanic.com/portal/metro/gobernador-de-maryland-aprueba-plan-para-centros-de-votacion/
8/10/20	Baltimore Sun	Voting Centers	https://www.baltimoresun.com/politics/bs-md-pol-hogan-election-plan-20200810-evtrbvyjsvbeto6ygglkrfcrs4-story.html
8/10/20	Capital Gazette	Hogan Okays Voting Centers	https://www.capitalgazette.com/politics/bs-md-pol-hogan-election-plan-20200810-evtrbvyjsvbeto6ygglkrfcrs4-story.html
8/10/20	WAMU-FM	Voting Centers Proposal	https://wamu.org/story/20/08/10/maryland-elections-board-proposes-fewer-voting-sites-more-options-for-general-election/
8/10/20	Washington Post	Voting Centers	https://www.washingtonpost.com/local/md-politics/policy-change-lets-maryland-election-officials-use-voting-centers-instead-of-polling- places/2020/08/10/ce1e2c6a-db28-11ea-b205-ff838e15a9a6_story.html
8/10/20	WJZ-TV	Voting Centers Approved	https://baltimore.cbslocal.com/2020/08/10/hogan-oks-plan-for-voting-centers-for-2020-general-election/
8/10/20	WTOP-FM	Hogan Okays Voting Centers	https://wtop.com/maryland/2020/08/hogan-oks-plan-for-voting-centers-in-maryland/
8/12/20	Baltimore Sun	Early Voting; Voting Centers	https://www.baltimoresun.com/politics/bs-md-pol-election-board-plan-20200812-whmks7mrhfbfpevq7utuouelri-story.html
8/12/20	Capital Gazette	Early Voting	https://www.capitalgazette.com/politics/bs-md-pol-election-board-plan-20200812-whmks7mrhfbfpevq7utuouelri-story.html
8/12/20	CBS DC	Early Voting	https://washington.cbslocal.com/video/4664109-maryland-board-of-elections-approves-early-voting-dates-for-2020-general-election/
8/12/20	FOX Baltimore	Early Voting	https://foxbaltimore.com/news/vote-2020/early-voting-dates-set-in-maryland-for-2020-election

8/12/20	FOX News	MD Reduces Number of Polling Places	https://www.foxnews.com/politics/maryland-to-drastically-reduce-number-of-polling-places-in-november-despite-govs-concerns-of- disenfranchisement
8/12/20	Maryland Matters	Early Voting	https://www.marylandmatters.org/2020/08/12/state-elections-board-sets-dates-for-early-voting/
8/12/20	WBAL-TV	Early Voting	https://www.wbaltv.com/article/maryland-board-of-elections-early-voting-dates-approved/33586633#
8/12/20	WJZ-TV	Early Voting	https://baltimore.cbslocal.com/2020/08/12/maryland-board-of-elections-approves-early-voting-dates-for-2020-general-election/
8/13/20	El Tiempo Latino Democratic	Early Voting	http://eltiempolatino.com/news/2020/aug/13/la-junta-electoral-de-maryland-definio-lapso-para-/
8/13/20	Underground	Early Voting	https://www.democraticunderground.com/10563803
8/13/20	Ocean City Today	In-Person Voting locations	https://www.oceancitytoday.com/news/in-person-voting-sites-set-for-general-election/article_39d74240-dd93-11ea-ab47-5b5ea3233f01.html
8/13/20	Pasadena Voice	Early Voting	https://www.pasadenavoice.com/stories/board-of-elections-approves-early-voting-days-for-general-election,31826?
8/13/20	Praise 106.1	Early Voting	https://praisebaltimore.com/203871/md-early-voting/
8/13/20	Severna Park Voice	Early Voting	https://www.severnaparkvoice.com/stories/board-of-elections-approves-early-voting-days-for-general-election,31826?
8/13/20	The Baynet	Early Voting	https://www.thebaynet.com/articles/0820/board-of-elections-approves-early-voting-days-for-general-election.html
8/13/20	The Star Democrat	Voting Centers Approved	https://www.stardem.com/news/state_news/gov-hogan-oks-plan-for-voting-centers/article_c1481d85-ed79-5f66-b76f-d7d83bcb33c6.html
8/13/20	WBAL-AM	Early Voting	https://www.wbal.com/article/473844/2/board-of-elections-approves-maryland-early-voting-days
8/13/20	WBAL-AM	Early Voting	https://www.wbal.com/article/index/473844?title=Board-Of-Elections-Approves-Maryland-Early-Voting-Days
8/13/20	WMAR-TV	Voting Center Approval	https://www.wmar2news.com/news/state/gov-hogan-issues-proclamation-granting-board-of-elections-authority-to-create-voting-centers
8/13/20	WOLB	Early Voting	https://wolbbaltimore.com/2216505/early-voting-maryland/
8/13/20	WUSA9	Voting Process	https://www.wusa9.com/article/news/politics/election-2020-voting-in-the-dmv-questions-and-answers/65-3d3f5955-8481-496f-8669- 69196efa9b13
8/14/20	Carroll County Times Southern	Voting Centers	<u>https://www.baltimoresun.com/maryland/carroll/news/cc-carroll-election-day-voting-centers-20200814-kvdp7n7gebervos5zrp6ocih7m-</u> story.html
8/14/20	Maryland Chronicle	Early Voting	https://southernmarylandchronicle.com/2020/08/14/board-of-elections-approves-early-voting-days-for-general-election/
8/14/20	The Baynet	Election Statement	https://www.thebaynet.com/articles/0820/maryland-board-of-elections-encourages-timely-return-of-ballot-applications-and-mail in-ballots.html
8/14/20	The Talbot Spy	Early Voting	https://talbotspy.org/board-of-elections-approves-early-voting-days-for-general-election/

8/14/20	WKYS-FM	Early Voting	https://kysdc.com/3921003/early-voting-dates-announced-for-maryland/
8/14/20	WMAR-TV	Election Statement	https://www.wmar2news.com/news/election-2020/coronavirus-covid-19/md-board-of-elections-encourage-timely-return-of-ballot-applications- mail-in-ballots
8/14/20	WTOP-FM	Ballot Return Deadline	https://wtop.com/maryland/2020/08/maryland-board-of-elections-moves-ballot-return-deadline-up-one-week/
8/15/20	Bethesda Magazine	Voting Centers	https://bethesdamagazine.com/bethesda-beat/government/montgomery-county-expects-to-have-38-voting-centers-for-general-election/
8/15/20	Sailsbury Independent	Officials concerned by election	https://salisburyindependent.net/special-reports/maryland-officials-hoping-to-thwart-train-wreck-of-an-election/
8/16/20	WBOC	Covid Restrictions	http://www.wboc.com/story/42500417/talbot-county-council-announces-covid19-restrictions
8/17/20 8/17/20	Metro Latino USA Baltimore Patch	USPS Statement Ballot Requests	https://metrolatinousa.com/2020/08/17/alerta-de-la-junta-electoral-de-maryland-a-quienes-decidan-votar-por-correo/ https://patch.com/maryland/baltimore/md-election-2020-how-get-mail-ballot
8/17/20	Baltimore Sun	How to vote in md	https://www.baltimoresun.com/politics/bs-md-pol-voter-guide-20200817-byitjnixefdwtngjlxruw2m4f4-story.html
8/17/20	Baltimore Sun	Ballot Requests	https://www.baltimoresun.com/politics/bs-md-pol-absentee-ballot-provisional-20200817-oe26sqsiqjavnidjn4gklvzq5q-story.html
8/17/20	Baltimore Sun	Voting Center Locations; judges	https://www.baltimoresun.com/maryland/harford/aegis/cng-ag-harford-election-20200817-zvithyfxhbcjvkg7dbv5bdd6zm-story.html
8/17/20	Baltinore Business Journal	Round-up with info. on election	https://www.bizjournals.com/baltimore/news/2020/08/17/8-things-you-need-to-know-august-17-2020.html
8/17/20	Yahoo News	How to vote in md	https://news.yahoo.com/md-election-2020-mail-ballot-175731135.html
8/18/20	Baltimore Fishbowl	Maryland General Election	https://baltimorefishbowl.com/stories/77-days-away-heres-what-to-know-for-marylands-general-election/
8/18/20	Baltimore Sun	MD suing Postmaster	https://www.baltimoresun.com/politics/elections/bs-md-postal-service-lawsuit-maryland-20200818-6tjyf3mmxzggpcyv3oflmji6ly-story.html
8/18/20	WUSA9 Washington	Mail issues	https://www.wusa9.com/article/news/politics/elections/maryland-voters-worry-ballots-wont-be-counted-even-after-usps-pledges-stop-changes- until-after-election/65-92f42582-d546-4f4a-905e-dd4d58892bfe
8/19/20	Hispanic	How to vote in the DMV	https://washingtonhispanic.com/portal/nacional/como-registrase-para-votar-en-el-dmv/
8/19/20	Baltimore Sun	Ballots	https://www.baltimoresun.com/politics/bs-md-pol-ballots-not-mailed-printing-20200819-2rnmswi7gidffbo6ytntn46e2m-story.html
8/19/20	Baltimore Sun	Ballot canvassing	https://www.baltimoresun.com/politics/elections/bs-md-pol-board-of-elections-vote-counting-20200819-f754ienjandwdffyzkrysgmoze-story.html
8/19/20	Baltimore Sun	Voting by Mail	https://www.baltimoresun.com/maryland/baltimore-county/cng-co-to-baltimore-county-election-coronavirus-20200819- 5h3iuciuangtdomtml3spyqbcq-story.html
8/19/20	Cumberland Times-News	Ballot Questions	https://www.times-news.com/opinion/editorials/ballot-guestions/article_87def348-47d5-522f-9b1a-a6f6c1880a76.html

8/19/20	Maryland Matters	Ballot Applications	https://www.marylandmatters.org/2020/08/19/elections-officials-seek-more-state-aid-for-ballot-applications/
8/19/20	The Daily Record	Poll workers	https://thedailyrecord.com/2020/08/19/md-election-officials-fear-local-boards-failing-to-recruit-poll-workers/
8/19/20	WBAL-AM	Drop Boxes	https://www.wbal.com/article/474883/124/state-board-of-elections-planning-on-at-least-270-ballot-drop-boxes
8/19/20	WBAL-TV	Voting Locations	https://www.wbaltv.com/article/anne-arundel-county-voting-sites-officials-urge-vote-by-mail-option/33645852
8/19/20	WBAL-TV	Ballot Canvassing	https://www.wbaltv.com/article/maryland-state-board-of-elections-approves-earlier-canvassing-date-for-returned-absentee-ballots/33648662
8/19/20	WFMD	Ballot Drop Boxes	https://www.wfmd.com/2020/08/18/frederick-county-puts-up-drop-box-near-board-of-elections-offices/
8/19/20	WJLA-TV	Findings from Board of Elections Meeting	https://wjla.com/news/local/what-md-board-of-elections-wants-you-to-know-before-voting-in-the-upcoming-election
8/19/20	WJZ-TV	Additional Ballot Boxes	https://baltimore.cbslocal.com/2020/08/19/maryland-adding-hundreds-of-ballot-drop-boxes-for-election/
8/19/20	WMAR-TV	Additional Ballot Boxes	https://www.wmar2news.com/news/election-2020/at-least-270-ballot-drop-boxes-to-be-deployed-across-maryland-for-general-election
8/19/20	WTOP-FM	Ballot Drop Boxes	https://wtop.com/maryland/2020/08/drop-boxes-become-more-popular-amid-voter-concerns-about-mail/
8/19/20	WUSA9	Drop Boxes	https://www.wusa9.com/article/news/local/maryland/drop-box-to-vote-in-maryland-how-to-use/65-3ff92981-a060-4f6c-8ada-eb57825467e8
8/20/20	Washington Hispanic	Drop Boxes	https://washingtonhispanic.com/portal/metro/el-estado-de-maryland-multiplicara-la-presencia-de-buzones-para-recibir-las-boletas-de-voto-por- correo/
8/20/20	Annapolis Patch	Additional aid for ballot applications	https://patch.com/maryland/annapolis/elections-officials-seek-more-state-aid-ballot-applications
8/20/20	Associated Press	Drop Boxes	https://apnews.com/928c9493979386c5861de390c4938d5e
8/20/20	Avenue News	Drop Boxes	https://www.avenuenews.com/news/maryland-state-board-of-elections-increases-ballot-drop-boxes-for-general-election/article_459f0885-0869- 51fd-9489-eefc8d435ce9.html
8/20/20	Bayside Gazette	Poll Worker Shortage	https://baysideoc.com/poll-workers-needed-in-state-for-nov-presidential-election/
8/20/20	Cumberland Times-News	Drop Boxes	https://www.times-news.com/news/maryland-will-deploy-270-drop-boxes-to-help-collect-ballots/article_42ff1742-4e39-5efc-86d9- 9b9af1aea137.html
8/20/20	Delmarva Now	Ballot canvassing	https://www.delmarvanow.com/story/news/politics/elections/2020/08/20/marylands-ballot-canvass-can-start-oct-1-voting-2020- election/3399573001/
8/20/20	FOX 5 D.C.	Drop Boxes	https://www.fox5dc.com/news/maryland-will-deploy-270-drop-boxes-to-help-collect-ballots-elections-board-says
8/20/20	NBC 4 Washington	Maryland prepares for election	https://www.nbcwashington.com/news/local/maryland-is-gearing-up-for-the-election-amid-the-pandemic/2396906/

8/20/20	Noticias Ya	How to vote in DMV	https://noticiasya.com/2020/08/18/formas-en-la-que-puedes-votar-en-washington-dc-maryland-y-virginia/
8/20/20	Southern Maryland News	Local Boards prepare for election	https://www.somdnews.com/news/local/election-boards-in-southern-maryland-prepare-for-2020-general-election/article 2bba3526-5cc9-524f- 8c5b-00defd61923d.html
8/20/20 8/20/20	U.S. News & World Report Washington Post	Drop Boxes Maryland voting guide	https://www.usnews.com/news/best-states/maryland/articles/2020-08-20/maryland-will-deploy-270-drop-boxes-to-help-collect-ballots https://www.washingtonpost.com/dc-md-va/2020/08/20/maryland-voting-guide-fag/
8/20/20	Washington Times	Drop Boxes	https://www.washingtontimes.com/news/2020/aug/20/maryland-will-deploy-270-drop-boxes-to-help-collec/
8/20/20	WBAL-TV	Maryland voting guide	https://www.wbaltv.com/article/how-to-vote-in-the-2020-presidential-election-maryland-absentee-in-person-voting/33657590
8/20/20 8/20/20	WDRE Coast TV WDVM-TV	Drop Boxes Voting Process	https://www.wrde.com/clip/15122631/maryland-will-deploy-270-drop-boxes-to-help-collect-ballots https://www.localdvm.com/every-vote-counts/
8/20/20	WMAR-TV	Poll Worker Shortage	https://www.wmar2news.com/news/election-2020/young-people-could-help-maryland-meet-the-need-for-election-judges
8/20/20	WRC-TV	MD Gears up for election	https://www.nbcwashington.com/news/local/maryland-is-gearing-up-for-the-election-amid-the-pandemic/2396906/
8/20/20	WUSA9	Applications surpass 2016 totals	https://www.wusa9.com/video/news/politics/elections/maryland-elections-early-voting/65-f33b6010-56d2-4318-90a1-fda306b333d9
8/21/20	Metro Latino USA	Drop Boxes	https://metrolatinousa.com/2020/08/21/la-junta-electoral-de-maryland-aumenta-el-numero-de-buzones-de-votacion-para-la-eleccion-general/
8/21/20	Active Rain	Voting by Mail	https://activerain.com/blogsview/5529162/montgomery-countymaryland-residents-can-vote-by-mail
8/21/20	Bethesda Magazine	Drop Boxes	https://bethesdamagazine.com/bethesda-beat/government/county-will-get-more-election-ballot-drop-boxes-unsure-when-they-will-be-installed/
8/21/20	Herald-Mail	Proposed voting locations	https://www.heraldmailmedia.com/news/local/list-of-proposed-washington-county-polling-places-released/article_893c1fc5-a586-5070-8d9f- 443fa45e8ab2.html
8/21/20	Herald-Mail	Drop Boxes	https://www.heraldmailmedia.com/news/state/state-board-of-elections-increases-ballot-drop-boxes/article_71e206b9-0ee6-5966-93f8- 72be03f6fd99.html
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8/21/20	Telemundo42 Delmarva	Drop Boxes	https://www.telemundodelmarva.com/clip/15122599/buzones-para-votar-en-elecciones-presidenciales-en-maryland
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8/22/20	Majic 102.3	Drop Boxes	https://mymajicdc.com/4059114/hundreds-of-ballot-drop-boxes-to-be-distributed-around-maryland/
8/22/20	WOLB	Drop Boxes	https://praisedc.com/2041378/hundreds-of-ballot-drop-boxes-to-be-distributed-around-maryland/
8/22/20	WYCB-AM	Drop Boxes	https://myspiritdc.com/1710756/hundreds-of-ballot-drop-boxes-to-be-distributed-around-maryland/
8/24/20	Baltimore Sun	election judge applications	https://www.baltimoresun.com/politics/elections/bs-md-pol-election-judges-not-contacted-20200824-x3tbt2jfzjhyphdjzbxzdcztl4-story.html
8/24/20	NBC 4 Washington	how to vote in md, dc, va	<u>https://www.nbcwashington.com/news/politics/decision-2020/heres-how-to-vote-by-mail-or-in-person-in-dc-maryland-virginia-and-west-</u> virginia/2395120/
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8/24/20	WFMD	Early Voting Centers	https://www.wfmd.com/2020/08/24/four-early-voting-centers-chosen-by-frederick-county-board-of-elections/
8/24/20	WJZ-TV	How to request a ballot	https://baltimore.cbslocal.com/video/4677093-how-to-request-a-mail-in-ballot-in-maryland-for-november-2020-election/
8/24/20	WJZ-TV	Ballot Applications	https://baltimore.cbslocal.com/2020/08/24/maryland-begins-sending-out-4-million-mail-in-ballot-applications-as-lawmakers-criticize-postal- service-cuts/
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8/25/20	Majic 102.3	Ballot Applications	https://mymajicdc.com/4063001/maryland-begins-sending-out-mail-in-ballot-applications/
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8/26/20	La Agenda Radio	Election 2020 process	https://www.facebook.com/watch/live/?v=325225262008146&ref=watch_permalink
8/26/20	Annapolis Patch	How to request a ballot	https://patch.com/maryland/annapolis/s/h80jm/mail-voting-maryland-deadlines-how-get-ballot
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8/26/20	DCist	Poll Worker Shortage	https://dcist.com/story/20/08/26/md-officials-push-to-close-poll-worker-gap-election-voting-covid19/
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8/26/20	The Dispatch	Early Voting Location Hogan asks MBE to	https://mdcoastdispatch.com/2020/08/26/worcester-moves-early-voting-location-to-ocean-city/
8/26/20	WCBC-AM	streamline election judge hiring	https://www.wcbcradio.com/?news=gov-hogan-asks-local-election-officials-to-streamline-hiring-of-election-judges
8/27/20	Baltimore Sun/Aegis	Voting Centers	https://www.baltimoresun.com/maryland/harford/aegis/cng-ag-harford-election-voting-centers-20200827-vytgjig7pnhrdpo7dyyjus6jli-story.html
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8/29/20	The Talbot Spy Online	Election Judges	https://talbotspy.org/elections-officials-believe-they-have-enough-judges-lined-up-to-staff-polling-places/
8/29/20	WBAL-AM at 9 p.m.	Election Day and Early Voting Centers	http://archive.tveyes.com/18120/3452174-51542/5a15e0fb-1fe0-40c7-b7ee-daac584387a2/RADWBAL_08-29-2020_21.32.20.mp3
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8/29/20	WYPR-FM at 10 a.m	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/ba47c347-2f7c-4551-a2ff-cf54058978f3/RADWYPR_08-29-2020_10.05.50.mp3
8/29/20	WYPR-FM at 11 a.m	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/6ff9903f-48d0-4d4f-a875-30a257280ec1/RADWYPR_08-29-2020_11.05.11.mp3
8/29/20	WYPR-FM at 9 a.m	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/0a37c110-89d0-4c42-b3d6-8b32a72c88d3/RADWYPR 08-29-2020 09.05.37.mp3
8/30/20	Star Democrat Online	Register to vote	https://www.stardem.com/news/local_news/voters-still-have-time-to-register/article_39eca3ef-6dca-5b8f-afe2-7cfc445a1acd.html
8/30/20	WBAL-AM at 1:30 a.m.	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/31596e87-17fa-4fbd-b829-672756b485d5/RADWBAL_08-30-2020_01.32.25.mp3
8/30/20	WBAL-AM at 11 p.m.	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/7955704c-1e16-47c5-9b59-f05ea24f5e89/RADWBAL_08-30-2020_23.32.42.mp3
8/30/20	WBAL-AM at 3 a.m.	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/a581023d-2cc5-45a4-8ae2-593196c4040e/RADWBAL_08-30-2020_03.32.23.mp3
8/31/20	El Tiempo Latino	Mail-in ballot applications	http://eltiempolatino.com/news/2020/aug/31/junta-electoral-de-maryland-informa-envio-de-solic/
8/31/20	Maryland Reporter	Election Judges	https://marylandreporter.com/2020/08/31/state-roundup-school-restarts-for-many-hogan-reopening-plan-draws-ire/
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8/31/20	Sun/Carroll County Times	Mail-in ballot applications	https://www.baltimoresun.com/maryland/carroll/news/cc-mail-in-ballot-applications-20200831-ucyw5gczo5curnph73e7vmdwru-story.html
8/31/20	The Bay Net Online	Mail-in ballot applications	https://www.thebaynet.com/articles/0820/applications-for-general-election-mail_in-ballots-on-the-way-to-eligible-maryland-voters.html

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8/31/20	The Patch	Election Judges	https://patch.com/maryland/across-md/election-officials-believe-they-have-enough-judges-lined-staff-polling-places
8/31/20	WBAL-AM at 11 PM	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/d47d3acd-9e50-4bf4-9791-81861ab1d2ac/RADWBAL_08-31-2020_23.05.32.mp3
8/31/20	WBAL-AM Online	Mail-in ballot applications	https://www.wbal.com/article/476526/3/mail-in-ballot-applications-mailed-to-voters
8/31/20	WBAL-AM Online	Mail-in ballot applications	https://www.wbal.com/article/476526/2/mail-in-ballot-applications-sent-to-voters
8/31/20	WBAL-TV 11 News at 11	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/e45ec1a1-a406-43ae-a981-94ad700d1191/WBAL_08-31-2020_23.05.05.mp4
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8/31/20	p.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/65dfe3df-8158-4f63-8dd6-ffd07477aba2/WBAL_08-31-2020_17.14.25.mp4
8/31/20	WBAL-TV Online	Mail-in ballot applications	https://www.wbaltv.com/article/maryland-absentee-ballot-requests-applications/33853393
8/31/20	WBFF-TV Fox 45 News at Ten	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/2d781f7e-119f-4fa5-9d7b-6f6009e6e5ed/WBFF 08-31-2020 22.36.22.mp4
8/31/20	WBOC-TV Online	Mail-in ballot applications	http://www.wboc.com/story/42569547/applications-for-general-election-mailin-ballots-on-the-way-to-eligible-md-voters
8/31/20	WJLA 24/7 News @ 10P WJLA 24/7 News	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/ace5ef63-1933-4bec-9e4d-ba1a56d590ed/NEWS8_08-31-2020_22.33.07.mp4
8/31/20	Evening Report @ 6PM	Drop Boxes	http://archive.tveyes.com/18120/3452174-51542/f6bf407d-75e0-4637-9fc0-b81e862a841f/NEWS8BACK 08-31-2020 18.16.32.mp4
8/31/20	WJLA-TV Online	ballot drop boxes security	https://wjla.com/features/7-on-your-side/security-7-on-your-side-takes-a-look-at-ballot-drop-boxes
8/31/20	WMDT-TV	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/1f1758af-d26e-436e-93c6-5b72e012c612/WMDT_08-31-2020_17.32.10.mp4
8/31/20	WOLB-AM at 7 a.m.	Voting Center Locations	http://archive.tveyes.com/18120/3452174-51542/35837058-3d57-478d-bace-d2ee60a1f792/RADWOLB_08-31-2020_07.02.29.mp3
8/31/20	WOLB-AM at 9 a.m.	Voting Center Locations	http://archive.tveyes.com/18120/3452174-51542/55b9b408-676f-49fd-8753-c91b33eeb007/RADWOLB_08-31-2020_09.03.46.mp3
8/31/20	WOLB-AM at 9:30 a.m.	Voting Center Locations	http://archive.tveyes.com/18120/3452174-51542/5e39af6b-0ec4-448e-9540-ec98d6573d62/RADWOLB 08-31-2020 09.33.41.mp3
8/31/20	WRDE-TV	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/0ca3dd55-ff00-4980-8d12-bcf9f98b1c76/WRDE 08-31-2020 17.40.20.mp4
8/31/20	WRDE-TV Online	Mail-in ballot applications	https://www.wrde.com/story/42569547/applications-for-general-election-mailin-ballots-on-the-way-to-eligible-md-voters
8/31/20	WYPR-FM at 10 a.m.	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/b4ca8306-9e05-4a1f-b0a3-e93fcde6a8a6/RADWYPR 08-31-2020 10.04.58.mp3

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8/31/20	WYPR-FM at 8:30 a.m.	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/a09dc162-05e3-47ed-a361-85ba804c4dc7/RADWYPR_08-31-2020_08.32.49.mp3
9/1/20	Avenue News	Voting by Mail, Drop Boxes, Early Voting Centers	https://www.avenuenews.com/news/local/2020-general-election-voting-in-baltimore-county-what-you-need-to-know-before-november- 3/article_a946f9be-2b1c-51c6-8dcd-94522cf89277.html_
9/1/20	Baltimore City Biz List	Election Judges	https://baltimore.citybizlist.com/article/626380/state-roundup-school-restarts-for-many-hogan-reopening-plan-draws-ire
9/1/20	Baltimore Patch	Ballot Boxes	https://patch.com/maryland/owingsmills/s/h88pq/baltimore-county-2020-election-voting-ballot-boxes-polls-mail
9/1/20	Baltimore Post	Mail-in ballot applications	https://thebaltimorepost.com/absentee-ballot-applications-mailed-to-all-maryland-voters-hogan-says/
9/1/20	Maryland Matters	November election Q&A Mail in Ballots, Voting	https://www.marylandmatters.org/2020/09/01/everything-you-wanted-to-know-about-general-election-voting-in-md-but-were-afraid-to-ask/
9/1/20	My MC Media Online	Centers in Montgomery County	https://www.mymcmedia.org/almost-100000-county-residents-have-requested-write-in-ballots/
9/1/20	The Baltimore Sun online	Election Judges	https://www.baltimoresun.com/maryland/baltimore-county/bs-md-co-baltimore-county-election-judges-20200901-ad76zp5v3vf7pbtg3ddsjtrhhi- story.html
9/1/20	The Capital Gazette	Election Judges	https://www.capitalgazette.com/maryland/bs-md-co-baltimore-county-election-judges-20200901-ad76zp5v3vf7pbtg3ddsjtrhhi-story.html
9/1/20	WBAL-AM at 1 PM	Drop Boxes	http://archive.tveyes.com/18120/3452174-51542/189936ca-aaf6-4f4e-a75e-4466dca04ac8/RADWBAL 09-01-2020 13.03.56.mp3
9/1/20	WBAL-AM at 3 PM	Drop Boxes	http://archive.tveyes.com/18120/3452174-51542/5a1964b5-d1ea-409f-af30-a733bdaecf5e/RADWBAL_09-01-2020_15.04.23.mp3
9/1/20	WBAL-AM at 4:50 a.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/6b704a4a-690b-4d7f-9fc7-aded9ce10592/RADWBAL_09-01-2020_04.53.37.mp3
9/1/20	WBAL-AM at 5 a.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/9c568a2f-a2c4-415e-86e4-b3a8729e17bd/RADWBAL 09-01-2020 05.04.59.mp3
9/1/20	WBAL-AM at 8 PM	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/eb983fae-2bef-4227-be96-2a02ebf4abc0/RADWBAL_09-01-2020_20.03.20.mp3
9/1/20	WBAL-AM at 8:30 a.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/d185920a-f07b-484b-a4fb-5a14d14cc0de/RADWBAL_09-01-2020_08.32.10.mp3
9/1/20	WBAL-TV 11 News at Noon	Early Voting sites, Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/59171d91-22fd-441b-b57f-47cef7bea97b/WBAL_09-01-2020_12.02.12.mp4
9/1/20	WBAL-TV News at 5:30 a.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/72de3bdc-09e5-4c03-88a9-65e4db39dc89/WBAL 09-01-2020 05.34.47.mp4

9/1/20	WBAL-TV News at 6 a.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/d31bc3d8-d2ae-4d5b-a70f-48027e338442/WBAL_09-01-2020_06.02.18.mp4
9/1/20	WBAL-TV Online	How to Vote	https://www.wbaltv.com/article/how-to-vote-2020-maryland-election-deadlines-presidential-election/33824498
9/1/20	WBAL-TV Online	Drop off Boxes, Voting Centers	https://www.wbaltv.com/article/2020-election-voting-vote-carroll-county-ballot-dropbox-vote-center-locations/33862375
9/1/20	WBAL-TV Online WBFF-TV FOX 45	Drop off Boxes, Voting Centers	https://www.wbaltv.com/article/2020-election-voting-vote-harford-county-ballot-dropbox-vote-center-locations/33862551
9/1/20	Good Day Baltimore	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/abdf6f17-051b-4d40-9200-4dedbfaa5155/WBFF 09-01-2020 09.32.27.mp4
9/1/20	WBFF-TV Fox 45 Morning News	ballot drop boxes security	http://archive.tveyes.com/18120/3452174-51542/ad2690de-316f-4cd1-8351-977b5283e15f/WBFF_09-01-2020_08.32.13.mp4
9/1/20	WBFF-TV Fox 45 News at Ten	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/700fcd6e-85e1-4f97-8fa5-9f77c7bc82fe/WBFF_09-01-2020_22.04.11.mp4
9/1/20	WBOC2-TV Good Day Delmarva	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/b9587f08-576e-4d5b-b505-2e6fae445df9/WBOCDT2_09-01-2020_07.07.00.mp4
9/1/20	WJZ News @ 4PM	Voting options	http://archive.tveyes.com/18120/3452174-51542/24e7c7a3-235a-4b48-95cc-384133ba3273/WJZ_09-01-2020_16.03.56.mp4
9/1/20	WJZ News @ 6PM	Drop boxes	http://archive.tveyes.com/18120/3452174-51542/d10734a6-bf5f-4e68-9fc1-9e0f9381f704/WJZ_09-01-2020_18.06.02.mp4
9/1/20	WJZ-TV Online	Mail-in ballot applications	https://baltimore.cbslocal.com/2020/09/01/absentee-ballot-applications-mailed-to-all-maryland-voters-hogan-says/
9/1/20	WMAR-TV Online	Voting Centers	https://www.wmar2news.com/news/election-2020/baltimore-county-leaders-highlight-voting-options-for-general-election
9/1/20	WUSA 9 News at 11pm	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/f4b601bc-cd00-4553-9fd1-ccf801ab6d25/WUSA_09-01-2020_23.15.17.mp4
9/1/20	WUSA-TV at 6 PM	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/010c366f-a58a-43b9-9bcc-5ed9d432da1a/WUSABACK_09-01-2020_18.06.25.mp4
9/1/20	WUSA-TV Online	Mail-in ballot applications	https://www.wusa9.com/article/news/politics/elections/ballot-applications-maryland-sent-what-to-do-next/65-21e4e098-4b9c-48f4-8507- 1f356859a28a
9/1/20	WUSA-TV Online	Printed ballots at home	https://www.wusa9.com/article/news/verify/verify-print-ballot-at-home-voting-by-mail/65-5358a5eb-d019-4345-8fbd-47d1ea98bf95
9/1/20	WYPR-FM at 5 PM	Election Judges	http://archive.tveyes.com/18120/3452174-51542/96ce636d-17cd-449c-ba2e-c2a62449f658/RADWYPR 09-01-2020 17.33.15.mp3
9/2/20	Baltimore Post Examiner	Mail-in ballot applications	https://baltimorepostexaminer.com/marylands-republican-lawmakers-say-mail-in-voting-makes-fraud-more-likely/2020/09/01
9/2/20	Chestertown Spy Online	Ways to vote in MD	https://chestertownspy.org/2020/09/02/just-so-you-know-there-are-three-ways-to-vote-in-maryland-in-2020/

9/2/20	MD Patch	General Election Info	https://patch.com/maryland/across-md/everything-you-wanted-know-general-election-voting-maryland-were-afraid-ask
9/2/20	The Talbot Spy	Ways to vote in MD	https://talbotspy.org/just-so-you-know-there-are-three-ways-to-vote-in-maryland-in-2020/
9/2/20	Washington Informer Washington	Incarcerated citizens' right to vote	https://www.washingtoninformer.com/efforts-intensify-for-incarcerated-citizens-right-to-vote/
9/2/20	Washington Informer	Election Judges	https://www.washingtoninformer.com/general-election-will-be-properly-staffed-md-officials-claim/
9/2/20	WBAL-AM at 5 AM	Election judges, secure drop off boxes	http://archive.tveyes.com/18120/3452174-51542/02647cca-bd49-4719-990f-e1c63589331c/RADWBAL_09-02-2020_04.52.43.mp3
9/2/20	WBAL-TV 11 News at 11 PM	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/3ad014b7-5b35-47a2-b709-fee3114e1a10/WBAL_09-02-2020_23.08.29.mp4
9/2/20	WBAL-TV 11 News at 5 PM	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/1290256f-168f-4a7a-8d42-a644ee71500f/WBAL_09-02-2020_17.09.53.mp4
9/2/20	WBFF-TV at 5 p.m.	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/4d8447e0-890a-43f3-b41a-a0e1b8125b1d/WBFF_09-02-2020_17.05.54.mp4
9/2/20	WBFF-TV Fox 45 Early Edition	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/d6926095-18bc-45c4-a4db-91f3012cb469/WBFF_09-02-2020_05.35.42.mp4
9/2/20	WBOC2-TV Good Day Delmarva WMAR-TV Good	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/7580c601-bf06-49a2-88c3-fa4e05455051/WBOCDT2_09-02-2020_07.15.08.mp4
9/2/20	Morning Maryland 4:30 AM WMAR-TV Good	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/72ebe915-931d-458a-80f8-f6f1742a3044/WMAR 09-02-2020 04.36.55.mp4
9/2/20	Morning Maryland 5:30 AM WMAR-TV Good Morning	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/dc7d5dad-2798-461c-9d24-62812416676d/WMAR 09-02-2020 05.32.06.mp4
9/2/20	Maryland 6:30 AM	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/3ef90017-7149-4de6-8151-8401213335ec/WMAR 09-02-2020 06.40.24.mp4
9/2/20	WTOP-FM 5:30 AM	Election judges	http://archive.tveyes.com/18120/3452174-51542/f5798a40-b89e-49fc-b5d0-fe18dfa2cb52/RADWTOP_09-02-2020_05.36.09.mp3
9/2/20	WUSA-TV Get Up DC!	Printed ballots at home	http://archive.tveyes.com/18120/3452174-51542/6759de78-609a-417a-a368-d9c70e2512ea/WUSA_09-02-2020_06.17.20.mp4
9/2/20	WUSA-TV Great Day Washington	Printed ballots at home	http://archive.tveyes.com/18120/3452174-51542/f4aaf4bd-27cf-4289-9a9e-3a7c54df87a7/WUSA_09-02-2020_09.04.41.mp4
9/2/20	WYPR-FM at 7:30 AM	Election judges	http://archive.tveyes.com/18120/3452174-51542/76125524-faca-403a-81cc-37a5aa0dce58/RADWYPR 09-02-2020 07.33.14.mp3
9/2/20	WYPR-FM at 9:30 AM	Election judges	http://archive.tveyes.com/18120/3452174-51542/2ea48d15-9a79-4489-bb00-a115c065c546/RADWYPR_09-02-2020_09.33.01.mp3
9/3/20	El Tiempo Latino	Local governments get ready for mail in voting	https://eltiempolatino.com/news/2020/sep/03/gobiernos-locales-alistan-el-voto-por-correo-y-ade/

9/3/20	Bayside Gazette	Election Judges	https://baysideoc.com/hogans-administration-seeks-thousands-of-election-judges/
9/3/20	The Washington Informer	Voting Centers will be fully staffed	https://www.washingtoninformer.com/general-election-will-be-properly-staffed-md-officials-claim/
9/3/20	WBAL-TV 11 News at 4:30 AM	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/f26283e4-15e8-4dea-9bf4-a3b0a5b65f40/WBAL_09-03-2020_04.48.35.mp4
9/3/20	WBAL-TV 11 News at Noon	Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/9858bc1b-f048-44db-a53b-6d25839593a4/WBAL_09-03-2020_12.16.17.mp4
9/3/20	WBAL-TV Online	Ballot drop boxes	https://www.wbaltv.com/article/concerns-over-slow-mail-election-officials-push-use-of-balllot-drop-boxes/33898614
9/4/20	Baltmore Sun	All voting locations approved except Baltimore	https://www.baltimoresun.com/politics/elections/bs-md-pol-maryland-election-board-20200904-kca6wro7zjgdlapncwdylb3tcy-story.html
9/4/20	Capital Gazette	Election staffing	https://www.capitalgazette.com/politics/ac-cn-anne-arundel-elections-20200904-btjl2wlaufhsnlmjr4pmtajokq-story.html
9/4/20	WBAL-AM Online	How to Vote in Maryland Election	https://www.wbal.com/article/477327/3/maryland-voter-guide-how-to-participate-in-the-general-election
9/4/20	WJZ-TV	voters request mail in ballots	https://baltimore.cbslocal.com/2020/09/04/primary-election-maryland-voters-mail-in-ballot-latest/
9/4/20	WTOP-FM at 5:30 AM	Mail-in ballot applications	http://archive.tveyes.com/18120/3452174-51542/7d1a33c6-b0f9-4a17-852f-eef64ef0a0cf/RADWTOP_09-04-2020_05.36.51.mp3
9/4/20	WUSA-TV	Voting Twice	http://archive.tveyes.com/18120/3452174-43779/e7e3e357-1ab9-4ef4-9abf-d5da7346d15d/WUSA_09-04-2020_09.14.29.mp4
9/5/20	Mundo Latino	Latinos vote and Mail in ballot applications	https://www.somosbaltimorelatino.com/newspaper.html?fbclid=IwAR1THHi1027zTUzPnamb8j_xfzeqUyX9LPhgGozt0rN3ybblBoBw2XtCoSI
9/5/20	Capital Gazette	All voting locations approved except Baltimore	https://www.capitalgazette.com/politics/bs-md-pol-maryland-election-board-20200904-kca6wro7zigdlapncwdylb3tcy-story.html
9/5/20	WTOP-FM	Election Judges	http://archive.tveyes.com/18120/3452174-51542/35769ccf-133e-4b90-8990-fe48751974d8/RADWTOP 09-05-2020 17.54.56.mp3
9/6/20	WTOP-FM	Election Judges	http://archive.tveyes.com/18120/3452174-51542/e67d2ab9-2a25-4c72-b768-54f6ecaf2ade/RADWTOP_09-06-2020_21.15.17.mp3
9/7/20	Sailsbury Independent	Mail in voting encouraged	https://salisburyindependent.net/wicomico-news/maryland-elections-board-encourages-mail-in-voting/
9/7/20	WBAL-AM	Early Voting Centers, Voting Center Locations	http://archive.tveyes.com/18120/3452174-51542/77137ec2-4dd9-4b65-bb1d-381236f9a2d4/RADWBAL_09-07-2020_05.08.57.mp3
9/8/20	Baltimore Sun	Xfinity Center as Voting Center	https://www.baltimoresun.com/sports/terps/bs-sp-university-maryland-xfinity-center-advanced-polling-election-20200908- 74tzymakynboddfnzjcymwmtoq-story.html
9/8/20	Radio America, Morning Show	SPA-Sept 4th Board Action & Request Ballot by mail	

9/8/20	The Baynet	Get ballots mailed, not emailed	https://www.thebaynet.com/articles/0920/get-your-voting-ballot-sent-by-mail-not-email-to-save-time-and-money.html
9/8/20	The Daily Caller	Voting Centers	https://dailycaller.com/2020/09/08/maryland-eliminating-polling-places-officials-arent-worried-disenfranchisement/
9/8/20	WAMU-FM	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/f62e2ff4-8526-441b-9ec3-d0e9c9fe102a/RADWAMU 09-08-2020 12.07.28.mp3
9/8/20	WBFF	Mail-in application mix-up	https://foxbaltimore.com/news/local/mail-in-voting-application-mix-up-leaves-baltimore-co-woman-frustrated-with-system
9/8/20	WBOC-TV	Get ballots mailed, not emailed	http://www.wboc.com/story/42602440/md-board-of-elections-advises-voters-to-have-ballots-mailed-not-emailed-to-save-time-and-money
9/8/20	WCBC-AM	absentee ballot applications	https://www.wcbcradio.com/?news=hogan-says-potential-election-day-logistics-issues-have-not-been-fully-addressed
9/8/20	WHUR-FM	MD Voter Guide	http://whur.com/election-2020/md-voters-guide-2020/
9/8/20	WRDE Coast TV	Get ballots mailed, not emailed	https://www.wrde.com/story/42602440/md-board-of-elections-advises-voters-to-have-ballots-mailed-not-emailed-to-save-time-and-money
9/8/20	WUSA9	ballot dropoff deadline Early voting and voting by	https://www.wusa9.com/article/news/verify/do-mail-in-ballots-count-verify-how-do-i-mail-in-ballot/65-2940058a-1c71-4160-bb2b-faf590a2af05
9/9/2020	La Agenda Radio	mail	https://www.facebook.com/agendaradiodc/videos/1003661713419444/
9/9/20	Baltimore Sun	Mistke on Baltimore Ballots	<u>https://www.baltimoresun.com/politics/elections/bs-md-pol-baltimore-ballots-wrong-question-20200909-audmeiqyn5babeuupnaiesnzoy-</u> story.html
9/9/20	Biz Pac Review	Voting Centers	https://www.bizpacreview.com/2020/09/09/maryland-to-eliminate-almost-85-percent-of-polling-locations-but-officials-say-they-arent-worried- 970029
9/9/20	Carroll County Times	Get ballots mailed, not emailed	https://www.baltimoresun.com/maryland/carroll/news/cc-elections-update-091020-20200909-ew5j7psllncmni2zhhlqkc66eu-story.html
9/9/20	Chestertown Spy	Get ballots mailed, not emailed	https://chestertownspy.org/2020/09/09/get-your-ballot-sent-by-mail-not-email-to-save-time-and-money/
9/9/20	Chestertown Spy	MD Voting Guide	https://chestertownspy.org/2020/09/09/everything-you-wanted-to-know-about-general-election-voting-in-md/
9/9/20	Severna Park Voice The	Voter Information for election	https://www.severnaparkvoice.com/stories/voter-information-for-the-2020-presidential-general-election,31930?
9/9/20	Aegis/Baltimore Sun	County no longer in need of election judges Get ballots mailed, not	https://www.baltimoresun.com/maryland/harford/aegis/cng-ag-election-judges-filled-20200909-tsdastpfcnbb7g54s46kv3s2vy-story.html
9/9/20	The Talbot Spy	emailed	https://talbotspy.org/get-your-ballot-sent-by-mail-not-email-to-save-time-and-money/
9/9/20	The Talbot Spy	MD Voting Guide	https://talbotspy.org/everything-you-wanted-to-know-about-general-election-voting-in-md/
9/9/20	Washington Informer	Fed-Ex Field as possible voting location	https://www.washingtoninformer.com/fedex-field-eyed-as-a-nov-3-voting-site-in-prince-georges/

9/9/20	WBAL-AM	Mail in ballot applicatons	http://archive.tveyes.com/18120/3452174-51542/a7dd7824-36d5-4d38-805a-799dc1ec8d8b/RADWBAL_09-09-2020_23.10.33.mp3
9/9/20	WBFF-TV	Ballot Mixup	http://archive.tveyes.com/18120/3452174-43779/62af8b74-ee39-46f2-ab7e-6165466023ad/WBFF_09-09-2020_06.04.23.mp4
9/9/20	WBOC-TV	Get ballots mailed, not emailed	http://archive.tveyes.com/18120/3452174-43779/1c9bed64-576f-45fc-b5d1-c038273503bf/WBOC 09-09-2020 06.34.44.mp4
9/9/20	WMAR-TV	Polling location	http://archive.tveyes.com/18120/3452174-43779/fe0aea59-16d8-4dab-b38b-971b8ddbb794/WMAR_09-09-2020_05.55.55.mp4
9/9/20	WRC-TV	Voting process	http://archive.tveyes.com/18120/3452174-43779/bbb70a05-aa15-4da2-b306-498f23596f8a/WRCBACK 09-09-2020 06.24.09.mp4
9/9/20	WTOP-FM	Voting Centers	http://archive.tveyes.com/18120/3452174-51542/a6eb8c4b-7540-44d5-b4c5-d4bc9a383168/RADWTOP_09-09-2020_17.05.34.mp3
9/10/20	Capital Gazette	Mistke on Baltimore Ballots	https://www.capitalgazette.com/politics/bs-md-pol-baltimore-ballots-wrong-question-20200909-audmeiqyn5babeuupnaiesnzoy-story.html
9/10/20	JMore	Voting in Maryland	https://www.jmoreliving.com/2020/09/10/a-quick-guide-to-voting-in-the-general-election-this-november/
9/10/20	Morgan Messenger	Voters to recieive applications automatically	https://www.morganmessenger.com/2020/09/10/some-maryland-voters-will-receive-mail-in-ballot-applications-automatically/
9/10/20	WBAL-AM	Staffing for Voting Centers	http://archive.tveyes.com/18120/3452174-51542/31f63d3c-8e99-484e-8185-3eab6692b015/RADWBAL_09-10-2020_06.04.03.mp3
9/10/20	WBAL-AM online	Mistke on Baltimore Ballots	https://www.wbal.com/article/478102/3/baltimore-ballot-guestion-printed-with-error
9/10/20	WJLA	Mail in voting requests quadruple	https://wjla.com/news/local/prince-georgians-quadruple-mail-in-ballot-requests-from-2016-general-election
9/10/20	WYPR-FM	Voting by Mail in Baltimore County	http://archive.tveyes.com/18120/3452174-51542/e161119e-f3ce-449e-8ca6-90d3e6b56c01/RADWYPR 09-10-2020 17.33.35.mp3
9/11/20	Baltimore Sun	Ballot Vendor Cuts ties with State	https://www.baltimoresun.com/politics/bs-md-pol-maryland-ballot-contract-20200911-4kqskyykyrfgnpfrde6txiicxa-story.html
9/11/20	Baltimore Sun	Update to Friday's piece	https://www.baltimoresun.com/politics/bs-md-pol-maryland-ballot-contract-20200911-4kqskyykyrfgnpfrde6txiicxa-story.html
9/11/20	Capital Gazette	Pick-up of Sun piece	https://www.capitalgazette.com/politics/bs-md-pol-maryland-ballot-contract-20200911-4kqskyykyrfgnpfrde6txiicxa-story.html
9/11/20	Maryland Matters	Printing Contract	https://www.marylandmatters.org/2020/09/11/former-mail-in-ballot-vendor-wont-print-packets-for-november-election/
9/11/20	Scotte's Blog	Number of Ballots requested to date	https://scotteblog.com/2020/09/11/howard-county-has-requested-more-than-45000-mail-in-ballots-as-of-september-10th/
9/11/20	Washington Post	Ballot Boxes	https://www.washingtonpost.com/local/md-politics/ballot-droboxes-maryland-dc-virginia/2020/09/10/4554087c-f1fe-11ea-b796- 2dd09962649c_story.html
9/11/20	WBAL Online	Printing Contract	https://www.wbaltv.com/article/seachange-cuts-ties-with-maryland/33998028

9/11/20	WBAL-AM	Printing Contract	http://archive.tveyes.com/18120/3452174-43779/f2736486-2ba7-4659-b0ac-d02d03ccfc38/RADWBAL_09-11-2020_16.31.32.mp3
9/11/20	WBAL-AM	Printing Contract	http://archive.tveyes.com/18120/3452174-51542/92152da8-a95c-4ecc-bb58-8d4afdf93643/RADWBAL 09-11-2020 16.02.42.mp3
9/11/20	WBAL-TV	Printing Contract	http://archive.tveyes.com/18120/3452174-43779/160d3643-700b-49d0-bf24-1eb9060954ab/WBAL 09-11-2020 23.17.14.mp4
9/11/20	WBFF-TV	Mistke on Baltimore Ballots	http://archive.tveyes.com/18120/3452174-43779/bbacd034-debb-405f-8f38-c40e3bb7b3eb/WBFF_09-11-2020_16.15.17.mp4
9/11/20	WEAA-FM	Printing Contract	http://archive.tveyes.com/18120/3452174-51542/933e7db7-38f4-4e66-8a5f-702930cf58d8/RADWEAA 09-11-2020 15.34.59.mp3
9/11/20	WJLA-TV	Fex Ex Field as Voting Location	http://archive.tveyes.com/18120/3452174-43779/fbadfa9c-b7da-458a-997e-f3c8d7e27b4c/NEWS8_09-11-2020_13.36.11.mp4
9/11/20	WJZ-TV	Printing Contract	https://baltimore.cbslocal.com/2020/09/11/maryland-state-board-of-elections-announces-printing-contract-for-mail-in-ballots/
9/11/20	WJZ-TV	Printing Contract	https://baltimore.cbslocal.com/2020/09/11/maryland-state-board-of-elections-announces-printing-contract-for-mail-in-ballots/
9/11/20	WJZ-TV	Printing Contract	https://www.wbaltv.com/article/seachange-cuts-ties-with-maryland/33998028
9/12/20	WTOP-FM	Printing Contract	http://archive.tveyes.com/18120/3452174-51542/2eb3b25e-8a7a-4beb-8eaf-b49b32096bcd/RADWTOP_09-12-2020_06.06.46.mp3
9/12/20	WYPR-FM	Corrected Ballot - question G	http://archive.tveyes.com/18120/3452174-51542/23dc603c-c924-4cff-a246-f205d8b9e88f/RADWYPR 09-12-2020 08.06.24.mp3
9/13/20	The Baynet	Printing Contract	https://www.baltimoresun.com/politics/bs-md-pol-maryland-ballot-contract-20200911-4kqskyykyrfgnpfrde6txiicxa-story.html
9/13/20	WYPR-FM	Mail-in voting	http://archive.tveyes.com/18120/3452174-51542/f59cf62b-c407-47bf-8e50-8373b63679fa/RADWYPR 09-13-2020 17.21.18.mp3
9/14/20	El Tiempo Latino	Printing Contract for mail in ballots	http://eltiempolatino.com/news/2020/sep/14/junta-electoral-de-maryland-anuncia-contrato-de-im/
9/14/20	Argus-Press	USPC Postcard	https://www.argus-press.com/news/state_news/article_122fc9de-4b5c-5e53-996c-04e68723e937.html
0/14/20	Asi Es Mi Gente TV	Process for mail in voting	https://www.facebook.com/asiesmigen/videos/329128938423078/?vh=e&extid=MKejomGgOKApbAJW&d=n
9/14/20 9/14/20	Associated Press	USPS Postcard	https://apnews.com/0d9debf9807be4c395174ade864e8736
9/14/20	Baltimore Sun	City Voting Locations	https://www.baltimoresun.com/politics/bs-md-pol-baltimore-voting-centers-20200914-6zc32fmcenfedkpnjw4gu4bcmu-story.html
9/14/20	Baltimore Sun	USPS Postcard	https://www.baltimoresun.com/politics/bs-md-pol-maryland-postal-service-election-card-20200914-l3kx6rbrtngdboty3ibcagun6q-story.html
9/14/20	Capital Gazette	Pick-up of Sun piece	https://www.capitalgazette.com/politics/bs-md-pol-baltimore-voting-centers-20200914-6zc32fmcenfedkpnjw4gu4bcmu-story.html

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9/15/20	Talbot Spy	USPC Postcard	https://talbotspy.org/md-election-officials-issue-warning-about-ballot-deadline-after-vague-usps-mailer/
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9/16/20	WDVM 25	incarcerated voing	https://www.localdvm.com/news/maryland/voting-eligibility-for-released-felons-may-be-in-limbo/
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9/17/20	WAMU-FM	Voting in Maryland	https://wamu.org/story/20/09/17/voting-in-maryland-heres-what-you-need-to-know/
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9/17/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/b84ab4b2-089d-423d-b32f-a20496c1a52c/RADWYPR 09-17-2020 07.45.55.mp3
9/18/20	El Poder de Ser Mujer Newspaper	Ballot Drop Boxes	https://elpoderdesermujer.online/la-junta-electoral-del-estado-de-maryland-publica-las-ubicaciones-de-los-buzones- electorales/?fbclid=lwAR0gRzfCdVgC5n_QOU_iFD5aaTb-svfdgexLbsTwL_9T8hryDMOs15b13fl
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9/18/20	Baltimore Sun	How to ensure ballot is not discarded How to vote in Prince	https://www.baltimoresun.com/politics/bs-md-pol-ballots-thrown-out-20200918-or3xm3o5sbcrxbkogp26i2jene-story.html
9/18/20	Bowie Patch	George's Couonty	https://patch.com/maryland/bowie/how-vote-prince-georges-person-mail-options-explained
9/18/20	Capital Gazette	Pick up of Sun story	https://www.capitalgazette.com/politics/bs-md-pol-ballots-thrown-out-20200918-or3xm3o5sbcrxbkogp26i2jene-story.html
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9/18/20	Maryland Matters	One voting center in St. Mary's	https://www.marylandmatters.org/blog/md-democratic-party-single-early-voting-site-in-st-marys-is-extraordinary-obstacle/
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9/18/20	WAMU-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/abed8805-c581-489c-8c4f-465bb9244c52/RADWAMU 09-18-2020 20.21.21.mp3
9/18/20	WBAL-AM	Mail in ballots/new vendors (Nikki's interview)	http://archive.tveyes.com/18120/3452174-51542/6cb2c3a0-d45c-4b44-8079-bc97389c939c/RADWBAL_09-18-2020_08.38.15.mp3
9/18/20	WBFF-TV	Vote by mail	http://archive.tveyes.com/18120/3452174-43779/2e2e71d1-c5e9-4488-8071-bc86db0e5a0b/WBFF 09-18-2020 06.45.53.mp4
9/18/20	WJZ-TV	Ballot Drop Boxes	https://baltimore.cbslocal.com/2020/09/18/maryland-state-board-of-elections-ballot-drop-box-locations/
9/18/20	WTOP-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/d5d87766-ee6f-4748-969f-43763cec2a1d/RADWTOP_09-18-2020_00.45.15.mp3

9/18/20	WUSA9	Ballot Signature	https://www.wusa9.com/article/news/verify/mail-in-ballot-signatures-required-in-dc-maryland-and-virginia-matching-signatures/65-1176cdfb- 3da4-4905-9a9a-bb472e935de7
9/18/20	WUSA9	Ballot Signature	http://archive.tveyes.com/18120/3452174-43779/c86e4f01-287a-4a26-a252-e14ace50fe4a/WUSA_09-18-2020_06.33.51.mp4
9/18/20	WUSA9	Mailing from USPS	http://archive.tveyes.com/18120/3452174-43779/2deab92e-084c-433d-951a-af069072bdb0/WUSA 09-18-2020 18.03.18.mp4
9/18/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/40e6d5fb-444e-4b6b-8571-3b22ca6f321d/RADWYPR_09-18-2020_08.52.32.mp3
9/19/20	Fox5 D.C.	Ballot Drop Boxes	https://www.fox5dc.com/news/maryland-elections-board-releases-list-of-ballot-drop-box-locations
9/19/20	WAMU-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/3e009e20-24f1-48b5-a63a-978bed857b29/RADWAMU 09-19-2020 12.40.25.mp3
9/19/20	WBAL-AM	Mail in ballots/new vendors (Nikki's interview)	http://archive.tveyes.com/18120/3452174-51542/c386c597-9fc1-4ed8-b7f9-ee130b336f77/RADWBAL_09-19-2020_17.57.19.mp3
9/19/20	WBFF-TV	Voting By Mail	http://archive.tveyes.com/18120/3452174-43779/13b6a9ff-82ee-4790-b123-fc39e3f850ba/WBFF_09-19-2020_09.26.11.mp4
9/19/20	WTOP-FM	Mail in Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/b27a393d-6087-49cb-9df5-082ba212707a/RADWTOP_09-19-2020_03.35.21.mp3
9/19/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/16e60322-bb63-434e-b5f3-dc4f40bc78bd/RADWYPR_09-19-2020_10.01.01.mp3
9/20/20	Sailsbury Independent	Voting in Wicomico County	https://salisburyindependent.net/special-reports/everything-you-need-to-know-about-the-2020-voting-process-in-wicomico-county/
9/20/20	Sailsbury Independent	How to vote in Somerset	https://salisburyindependent.net/special-reports/everything-you-need-to-know-about-the-2020-voting-process-in-wicomico-county/
9/20/20	Sailsbury Independent	What to know about 2020 voting	https://salisburyindependent.net/special-reports/everything-you-need-to-know-about-the-2020-voting-process-in-wicomico-county/
9/20/20	WAMU-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/6958522f-e3b0-478c-bf3c-76b600246c66/RADWAMU 09-20-2020 05.26.39.mp3
9/20/20	WBAL-AM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/f271f3da-1e83-48e9-a0b1-8b6ce21a11ed/RADWBAL 09-20-2020 13.38.58.mp3
9/20/20	WJZ-TV	Printing Contract	http://archive.tveyes.com/18120/3452174-43779/d56baeec-6c52-4df4-b250-c910a18c474f/WBAL_09-20-2020_06.24.50.mp4
9/20/20	WTOP-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/1cabc746-201d-48a2-889b-50436905e973/RADWTOP_09-20-2020_12.34.37.mp3
9/20/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/54f36b3d-84cc-41ca-9658-31b505274b83/RADWYPR 09-20-2020 09.19.22.mp3
9/21/20	Bel Air Patch	Maill in ballots,drop boxes	https://patch.com/maryland/belair/harford-county-voting-mail-ballots-election-drop-boxes

9/21/20	Chestertown Spy	Ballot Drop Boxes	https://chestertownspy.org/2020/09/21/maryland-state-board-of-elections-posts-ballot-drop-box-locations/
9/21/20	Majic 102.3	How to vote by mail	https://mymajicdc.com/4089169/voting-by-mail-in-maryland-what-you-need-to-know-watch/
9/21/20	Newstalk 1450	How to vote by mail	https://woldcnews.com/1826928/how-to-vote-by-mail-maryland/
9/21/20	Praise 104.1	How to vote by mail	https://praisedc.com/2059231/voting-by-mail-in-maryland-what-you-need-to-know-watch/
9/21/20	Praise 106.1 Southern	How to vote by mail	https://praisebaltimore.com/230191/voting-in-maryland/
9/21/20	Maryland Chronicle	Early voting and election day locations	https://southernmarylandchronicle.com/2020/09/21/maryland-state-board-of-elections-posts-early-voting-and-election-day-voting-center- locations/
9/21/20	Spirit 1340	How to vote by mail	https://myspiritdc.com/1731762/voting-by-mail-in-maryland-what-you-need-to-know-watch/
9/21/20	Talbot Spy	Ballot Drop Boxes	https://talbotspy.org/maryland-state-board-of-elections-posts-ballot-drop-box-locations/
9/21/20	WAMU-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/0aeeabb9-013a-4559-a0cb-f98472a42e10/RADWAMU 09-21-2020 08.43.36.mp3
9/21/20	WBAL-AM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/ef22f8d2-a108-4314-8f89-5c72fe99adbd/RADWBAL 09-21-2020 10.05.33.mp3
9/21/20	WBFF Online	Nov. 3 will not be end of election	https://foxbaltimore.com/news/local/some-results-expected-on-nov-3-in-maryland-but-it-likely-wont-be-the-end-of-election-day
9/21/20	WBFF-TV	Ballot Counting	http://archive.tveyes.com/18120/3452174-43779/c2bdcfab-5d28-4ef7-a1fd-d975c6d49d6b/WBFF_09-21-2020_18.01.37.mp4
9/21/20	WBFF-TV	Voter Registration	http://archive.tveyes.com/18120/3452174-43779/7cb9178d-a3f1-4b56-8dc6-b352e87e8944/WBFF 09-21-2020 09.50.39.mp4
9/21/20	WBOC-TV	Potential Smith Island Voting Center	http://archive.tveyes.com/18120/3452174-43779/5ff32cad-8144-4c5f-9f4f-545edc7a79a3/WBOC_09-21-2020_18.09.06.mp4
9/21/20	WOLB-FM	How to vote by mail	https://wolbbaltimore.com/2236197/voting-by-mail-in-maryland/
9/21/20	WRC-TV	USPC Postcard	http://archive.tveyes.com/18120/3452174-43779/9f64ee9e-7c42-43e0-96c2-3fe77ff1557f/WRCBACK 09-20-2020 10.13.12.mp4
9/21/20	WTOP	Voter Registration Day	https://wtop.com/elections/2020/09/the-campaign-underway-to-get-you-to-put-another-card-in-your-purse-or-wallet/
9/21/20	WTOP-FM	Mail in Ballot drop boxes	http://archive.tveyes.com/18120/3452174-51542/d32396da-509a-4de1-8dfb-5eb7af1471ef/RADWTOP 09-21-2020 04.14.10.mp3
9/21/20	WYPR-FM NoticiasYa/Univis	General Voting info	http://archive.tveyes.com/18120/3452174-51542/f2d1486b-1362-4519-94e3-5091805b9e22/RADWYPR 09-21-2020 05.08.11.mp3
9/22/2020	ion	How to vote in DC,MD,VA	https://www.facebook.com/NoticiasDC/videos/610847516267257/
9/22/20	NoticiasYa/Univis ion	COVID will affect DC and MD elections	https://noticiasya.com/washington-dc/2020/09/22/maryland-y-d-c-tendran-elecciones-diferentes-por-el-covid-19/
9/22/20	City Biz List	Drop Box, Voting locations	https://baltimore.citybizlist.com/article/629710/where-can-you-vote-or-drop-ballots-this-election-weve-got-maps
9/22/20	Delmarva Now	Fewers voting locations	https://www.delmarvanow.com/story/news/local/maryland/2020/09/22/2020-election-fewer-polling-places-affect-maryland-rural-voter-turnout- covid/5721712002/

9/22/20	Delmarva Now	Fewers voting locations	https://www.delmarvanow.com/story/news/local/maryland/2020/09/22/2020-election-fewer-polling-places-affect-maryland-rural-voter-turnout- covid/5721712002/
9/22/20	Maryland Matters	Where to vote, and drop ballots	https://www.marylandmatters.org/2020/09/22/where-can-you-vote-or-drop-ballots-this-election-weve-got-maps/
9/22/20	Maryland Patch Southern	Where to vote, and drop ballots	https://patch.com/maryland/across-md/where-can-you-vote-or-drop-ballots-election-we-ve-got-maps
9/22/20	Maryland Chronicle	USPC Postcard	https://southernmarylandchronicle.com/2020/09/22/maryland-state-board-of-elections-issues-statement-on-usps-postcard/
9/22/20	The Baltimore Sun	Reddit AMA with Emily Opilo	https://www.baltimoresun.com/politics/bs-md-pol-election-ama-20200922-4lyfcaingvf4xai7xxmlnc2esq-story.html
9/22/20	The Baynet	Voter Registration Day	https://www.washingtonian.com/2020/09/22/how-to-vote-by-mail-dc-maryland-virginia/
9/22/20	The Capital Gazette	Reddit AMA with Emily Opilo	https://www.capitalgazette.com/politics/bs-md-pol-election-ama-20200922-4lyfcaingvf4xai7xxmlnc2esq-story.html
9/22/20	The Daily Record	Morgan State will be voting center	https://thedailyrecord.com/2020/09/22/morgan-state-designated-as-2020-early-election-day-voting-center/
9/22/20	WAMU-FM	General Voting info How to vote in MD, DC and	http://archive.tveyes.com/18120/3452174-51542/37482603-70d5-4966-8ed7-d688759f7844/RADWAMU_09-22-2020_08.30.00.mp3
9/22/20	Washingtonian	VA	https://www.washingtonian.com/2020/09/22/how-to-vote-by-mail-dc-maryland-virginia/
9/22/20	WBAL Online	Voter Registration Day	https://www.wbaltv.com/article/how-to-register-to-vote-national-voter-registration-day-maryland-election-politics-vote/34110956
9/22/20	WBAL Online	Voter Registration Day	https://www.wbaltv.com/article/how-to-register-to-vote-national-voter-registration-day-maryland-election-politics-vote/34110956
9/22/20	WBAL-AM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/a3726456-0164-4c35-bec3-6d61d6692b4c/RADWBAL_09-22-2020_09.58.21.mp3
9/22/20	WBFF-TV	Voter Registration Day	http://archive.tveyes.com/18120/3452174-43779/4b5c37a1-9d16-4ab6-af80-1dc97d042133/WBFF_09-22-2020_22.35.10.mp4
9/22/20	WBOC Online	Potential Smith Island Voting Center	http://www.wboc.com/story/42660196/smith-island-voters-sign-petitions-to-somerset-board-of-elections
9/22/20	WEAA	General election info	https://drive.google.com/file/d/1DIFHbHIc7VPUkIzHMLOibV7yG1bFpbvV/view_
9/22/20	WJZ-TV	General Voting info	http://archive.tveyes.com/18120/3452174-43779/19bf70fa-4aea-48f9-a1bb-b9e544e00464/WJZ_09-22-2020_17.06.55.mp4
9/22/20	WMAR Online	Morgan State will be voting center	https://www.wmar2news.com/news/election-2020/morgan-state-university-designated-as-2020-early-voting-election-day-voting-center
9/22/20	WMAR-TV	Ballot Drop Boxes	http://archive.tveyes.com/18120/3452174-43779/efa368f8-bbe3-4ef7-99e0-201fbaf69aa1/WMAR_09-22-2020_04.35.14.mp4
9/22/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/5a6ee401-2b4f-47aa-b7ac-c6cc1c07c9c1/RADWYPR_09-22-2020_16.31.19.mp3

9/23/20	Agenda DC Radio/Digital	Voting by Mail process	https://www.facebook.com/watch/?v=249051256456021	
9/23/20	Avenue News	Get ballots sent by mail, not email	https://www.avenuenews.com/news/regional/get-your-ballot-sent-by-mail-not-email-to-save-time-and-money/article 1524d8cc-215c-51e0-9296- jc17fd715e14.html	
9/23/20	Avenue News	Drop Box, Early Voting and Election Day locations	https://www.avenuenews.com/news/local/find-your-local-ballot-drop-boxes-early-voting-and-election-day-voting-centers/article_081e8d52-cc71- 5a0d-96ff-8e88e18c0543.html	
9/23/20	Avenue News	Printing Contract	https://www.avenuenews.com/news/regional/maryland-state-board-of-elections-announces-printing-contract-for-mail-in- ballots/article_703a2fd4-f480-53f8-aa29-2cf0c9f216f3.html	
9/23/20	Baltimore Fishbowl	How to vote in MD, DC and VA	https://baltimorefishbowl.com/stories/how-to-cast-your-vote-in-maryland-d-c-and-virginia-on-or-before-nov-3/	
9/23/20	Baltimore Sun	Bowie Gym to close for early voting	https://www.baltimoresun.com/maryland/ac-cn-census-vote-0923-20200923-nwgcpc5yfnet7ebkfk7owqd6wa-story.html	
9/23/20	Bel Air Patch	Where to vote, and drop ballots	https://patch.com/maryland/belair/s/h92lk/where-can-you-vote-or-drop-ballots-election-we-ve-got-maps	
9/23/20	Black News Zone	Morgan State will be voting center	https://blacknewszone.com/2020/09/23/morgan-state-university-designated-as-2020-early-voting-and-election-day-voting-center/	
9/23/20	Capital Gazette	Bowie Gym to close for early voting	https://www.capitalgazette.com/maryland/bowie/ac-cn-census-vote-0923-20200923-nwgcpc5yfnet7ebkfk7owqd6wa-story.html	
9/23/20	Dragon Digital Radio	The hows and Wheres of Election 2020 (English)	https://www.facebook.com/watch/live/?v=1426349767576160&ref=watch_permalink	
9/23/20	HBCU Buzz	Morgan State will be voting center	https://hbcubuzz.com/2020/09/morgan-state-university-designated-as-2020-early-voting-and-election-day-voting-center/	
9/23/20	Maryland Reporter	How to vote in MD, DC and VA	https://marylandreporter.com/2020/09/23/how-to-cast-your-vote-in-maryland-d-c-or-virginia-before-or-on-nov-3/	
9/23/2020	Noticias Ya	How to vote in DC,MD,VA	https://noticiasya.com/washington-dc/2020/09/22/pasos-para-registrarte-y-votar-en-d-c-maryland-y-virginia/	
9/23/20	Towson Patch	Voter Registration	https://patch.com/maryland/towson/register-your-roar-tu	
9/23/20	WAMU-FM	General election info	http://archive.tveyes.com/18120/3452174-51542/87c44fa3-3ea1-46f4-bd6d-9b0188fc5d04/RADWAMU 09-23-2020 19.30.14.mp3	
9/23/20	WBAL-AM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/ce981f9f-e118-47f3-b55b-51a6704120f9/RADWBAL 09-23-2020 08.47.04.mp3	
9/23/20	Westminster Patch	Where to vote early, and drop ballots	https://patch.com/maryland/westminster/s/h92lk/where-can-you-vote-or-drop-ballots-election-we-ve-got-maps	
9/23/20	WMAR-TV	Voting Options, Morgan State Eledtion Center	http://archive.tveyes.com/18120/3452174-43779/dbfea2dd-7963-44ab-adea-b0e8158542a7/WMAR_09-23-2020_06.34.08.mp4	
9/23/20	WTOP-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/2a3de28a-9c3a-4191-ae90-da2733e5046d/RADWTOP_09-23-2020_05.48.02.mp3	
9/23/20	WTTG-TV	Naked ballots	http://archive.tveyes.com/18120/3452174-43779/6a5d2152-0143-4710-91ed-8f39797d7ea1/WTTG_09-23-2020_17.17.13.mp4	

9/23/20	WUSA9	Voter Intiidation Laws	https://www.wusa9.com/article/news/local/dc/voter-intimidation-washington-dc-maryland-and-virginia/65-bdd5c770-04e2-45b6-ae62- 8e8492c3b150
9/23/20	WYPR-FM	General Voting info	http://archive.tveyes.com/18120/3452174-51542/31ea2148-0ba4-485c-bbcb-e7b7c18e6833/RADWYPR 09-23-2020 06.20.31.mp3
9/24/20	Baltimore City Biz List	How to vote on MD, Dc and VA	https://baltimore.citybizlist.com/article/630021/how-to-cast-your-vote-in-maryland-dc-or-virginia-before-or-on-nov-3
9/24/20	Baltimore Sun	Voters begin receving ballots	https://www.baltimoresun.com/politics/elections/bs-md-pol-maryland-ballots-on-the-way-20200924-u3ntfsqsvvazhotloejcaz2n3a-story.html
9/24/20	Baltimore Sun	Ballots Mailed	https://www.baltimoresun.com/politics/elections/bs-md-pol-maryland-ballots-on-the-way-20200924-u3ntfsqsvvazhotloejcaz2n3a-story.html
9/24/20	Capital Gazette	Ballots Mailed	https://www.capitalgazette.com/politics/bs-md-pol-maryland-ballots-on-the-way-20200924-u3ntfsqsvvazhotloejcaz2n3a-story.html
9/24/20	CBS DC	Ballots Mailed	https://washington.cbslocal.com/video/4736925-maryland-begins-mailing-ballots-to-voters-ahead-of-general-election/



CLIENT:Maryland State Board of ElectionsCAMPAIGN:Maryland 2020 Presidential General Election – Hispanic Outreach CampaignDATE:8/10/2020 to 11/10/2020GOAL:To inform the Latino/Spanish-speaking electorate about the Maryland 2020<br/>Presidential General Election of November 3, 2020 and encourage them to<br/>vote.

#### <u>Summary</u>

Starting on August 10, 2020 Cool & Associates LLC (Cool) launched a twelve-week Hispanic outreach campaign to inform, promote and motivate eligible members of the Hispanic community to vote in the Maryland 2020 Presidential General Election. Conservatively, the campaign yielded <u>3,245,301</u> impressions across the State of Maryland.

Cool reached Spanish speakers through an extensive outreach campaign to various stakeholders via traditional media, special events, influencer amplification and community outreach, coupled with nontraditional grassroot efforts including text, What'sApp and social media engagement. The outreach included interviews and presentations on various Hispanic media platforms, paid and earned, across the State of Maryland and the Greater Washington Metropolitan area.

The following is a summary of Cool's efforts, including:

- Media Outreach Translating and distributing 28 State Board of Elections press releases and media advisories to 122 media partners, often within the same day as the efforts to the English-speaking partners. Procuring and facilitating 25 interviews with Dr. Gilberto Zelaya, the designated Spanish-speaking spokespeople to increase impact and voter awareness. Veronica Cool also served as a media spokesperson. Additionally, Cool's efforts yielded over 30 media placements across various Spanish media platforms.
- Stakeholder Outreach & Events Engaging and informing 1,196 stakeholders and community organizations that actively serve thousands of Latinos and Spanish-speakers throughout the State of Maryland using traditional methods such as email and telephone, as well as through special events.
- Influencers & Digital Community Outreach Amplifying reach and impact of outreach efforts by using nontraditional grassroots methods, including partnering with influencers and activating digital community outreach across prevalent social platforms, and engaging with stakeholders via WhatsApp, text, and Facebook Groups & Messenger.
- Content Development, Creative Design Support Developing content to effectively engage Spanish-speakers across various platforms, creating video assets featuring key Maryland influencers to support outreach efforts and more deeply engage the Maryland Latino community in the electoral process.
- Translations & Transcreations Transcreating over 20 creative assets, including print ads, icons, six phases of digital ads, SBE instructional video subtitles, radio and TV scripts, TV graphics, media interview talking points, social media toolkits, and stakeholder outreach presentations.

www.CoolAssociatesLLC.com



#### **Outreach to Hispanic Media Outlets**

Cool distributed all 28 press releases, in addition to statements and advisories, to **122 media partners** in Hispanic media outlets that serve the State of Maryland and the Greater Washington Metropolitan area. These media outreach efforts are documented on the <u>General Election Media</u> <u>Outreach Tracker</u>.

Cool garnered **25 media interviews** and over **30 media placements**, and was able to leverage Dr. Gilberto Zelaya, with the Montgomery County Board of Elections, as well as Veronica Cool as media spokespeople. These media interviews and placements are documented on Appendix A.

The media and influencer engagements yielded an estimated 2,854,838 impressions across the State of Maryland.

TV	Description	Impressions/reach
Univision	48 ads + Digital	296,210
Telemundo	45 :30 secondsc + \$3500 Value add	368,316
RADIO		
El Zol-on air	70 :30s spots	250,000
El Zol-digital	Digital impressions 226K	226,000
Radio America	57 :30S + 30 bonus :30s	200,000
Radio Poder	126 :30s + 24 bonus :30s	105,000
Ke'Pachanga PRINT	100 3 daily spots from M-F :15/30s- 5 different versions. 36 Live mentions in our shows 1 daily mention M-F 3 20 to 25 minute interview on our networks (coordinate dates) 20 post 1 post every third day 3 edited videos and their publication on our networks 1xweek 20 1 post every day from October 15 to November 3, 2020 20 1 daily video post from October 15 to November 03, 2020 7 times logo or ads in our live shows! Per Media Kit: 12,200 Listeners 100,000 social media fans among all platforms + hosts • 1 FULL PAGE COLOR AD @ ML Newspaper, October edition Print Distribution: Monthly 10,000 • 2 DIGITAL BANNERS weekly @ SBL Facebook page	112,200
Mundo latino Print + Digital	<ul> <li>2 DIGI IAL BANNERS Weekly @ SBL Facebook page</li> <li>1 AD or Banner @ SBL website</li> <li>1 Facebook Live Interview</li> <li>1 PSA (Public Service Announcement) weekly @ SBL Facebook page</li> <li>1 Endorsement like Influencer (post or short video)</li> </ul>	297,696
El Tiempo Latino Print + Digital	<ul> <li>Ad size: 1/4 pg., ad 5.33"x10" Color: Yes</li> <li>Frequency: 7x</li> <li>Dates: September 18th, 25th, October 2nd,9,16,23rd, 30th</li> <li>Print Distribution: Monthly 50,000</li> <li>I Facebook Live Date: TBD</li> <li>(4weeks) 728x90 Leaderboard ad on our e-daily newsletter</li> <li>•2 Facebook Posting only to Maryland Residents Date: TBD</li> <li>Digital ads: 728x90, 300x250 Frequency: September 25th-Nov. 3rd</li> <li>•Print Ad size: 1/4 pg., ad 5.33"x10" Color: Yes</li> <li>Frequency: 7x Dates: September 18th, 25th, October 2nd,9,16,23rd 30th</li> <li>•1 Facebook Live Date: TBD</li> <li>•(4weeks) 728x90, Leaderboard ad on our e-daily newsletter</li> <li>•Digital ads: 728x90, 300x250 Frequency: September 25th-Nov. 3rd</li> <li>•I Facebook Live Date: TBD</li> <li>•(4weeks) 728x90, Leaderboard ad on our e-daily newsletter</li> <li>•Digital ads: 728x90, 300x250 Frequency: September 25th-Nov. 3rd</li> <li>• full newsletter</li> <li>•Digital ads: call media pactri (\$120)</li> </ul>	538,833
	1 full page ad + 5 social media posts (8102) Print Distribution 5,000 Value Add: 5 Social posts + Interview	8,102
PRINT TOTAL		
Influencers		
	My CAF (FB + newsletter + radio) 30K+ reach	37,865
Chele Gonzalez + Cesar Garci	· · ·	342,341
Maria Rodriguez	Personal posts MDHCC + MDHBC + influencer video	11,508
Jenny the Voice	5 posts/ videos to followers on FB, Instragram +	51,820
Milagros Melendez	7 posts/videos to 3142 followers + shares to Agenda/ETL	8.947

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#### Outreach to Stakeholders

Cool connected with **1,196 stakeholders** that included Latino Influencers and Community Leaders, Embassies and Consulates, Elected Officials, Hispanic Churches, non-profit organizations, professional associations, and other organizations including businesses and chambers of commerce throughout Maryland.

Conservatively, the Cool team had **390,463 estimated** with Hispanics across Maryland thought texts, emails, phone outreach as well as extensive digital outreach.

Stakeholder Outreach Typ	be a second s	
	same stakeholders were engaged via email/phone and text throughout the	1 100
Phone Calls	last 2 weeks of the campaign	1,196
	same stakeholders were engaged via email/phone and text throughout the	
Text Messages	last 2 weeks of the campaign	927
	same stakeholders were engaged via email/phone and text throughout the	2 4 9 4
Emails	last 2 weeks of the campaign	2,184
Weekly Outreach emails	Customized bilingual outreach messages 2x per week	28,704
Event Outreach- Cool	Latinos and the Vote	2,576
WhatsApp messages	CAF 200 Faith Leaders 3x, Average Congregation size 50.	30,000
Facebook Individual Messages (DM's sent to individuals directing organizations, not groups)	65 Individuals (Churches) 1x per week with the organizational reach.	38,803
Partner Outreach-sampling		
Sergio Polanco E-blast	9/8/20 Disseminated Sept 4 Board Action and Request Ballot by mail press releases. Listserv Number=-unknown	1
Johns Hopkins Medicine ERG Newsletter	9/10/20, Inez Stewart shared with content with Latino ERGs. Number= Unknown	1
Centro de Ayuda/Center of Help	9/9 Bilingual Eblast was sent to stakeholders, detailing how and when to vote. Distribution Number= Unknown https://www.facebook.com/elcentrodeayuda/posts/1093031914426571	1
El Poder De Ser Mujer	E-Blast to 5000 subscribers	5,000
MD Hispanic Business Conference. MPR Solutions	10/13/2020 Eblast about voting process - Listserv Number=-unknown	1
FB Posts & Groups- SAMPLING	Most organizations posted multiple times throughout campaign- only counting 1x	281,069

#### Stakeholder Estimated Reach

390,463

#### Special Events

Over the course of twelve weeks, Cool participated in and hosted a total of **11 special events**, including the **SBE Virtual Hispanic Stakeholders Meeting** with Nikki Charlson and Veronica Cool with over 30 attendees.

Cool also coordinated **Maryland Latinos & The 2020 Vote** session, a key event in coordination with leading Hispanic-serving organizations including the Maryland Hispanic Chamber of Commerce, Latino Providers Network, Hispanos Sin Fronteras and Maryland Latinos Unidos, along with community leaders David Rosario, Lilian Castillo, Marco Avila, Veronica Cool and Dr. Gilberto Zelaya.



Additional events wherein a representative of SBE was able to engage and inform the Hispanic community in Maryland include:

- SBE Virtual Hispanic Stakeholders Meeting
- Archdiocese Virtual Elections Presentation
- Centro Sol Virtual Elections Discussion
- Somos Baltimore Latinos The Importance of the Latino Vote
- District 14 Tele Townhall
- Maryland Youth Voter Webinar
- CAF (Centro de Apoyo Familiar) inform Series English session
- CAF (Centro de Apoyo Familiar) inform Series Spanish session
- Maryland Latinos & The 2020 Vote
- Pratt Library en Español
- MD Hispanic Chamber of Commerce's monthly member meeting

The special events are documented on the General Election Special Events Tracker.





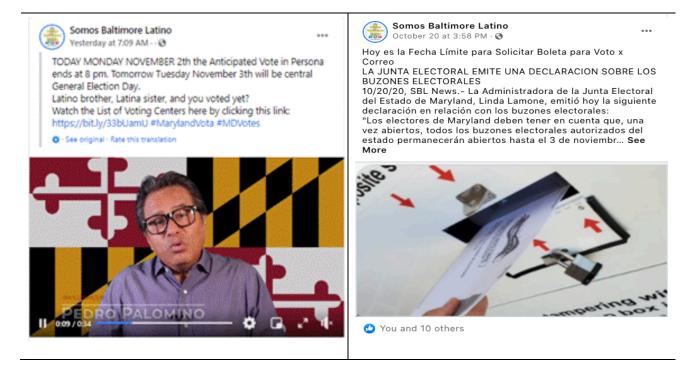
#### Influencers & Digital Community Outreach

To ensure we connected with the greatest number of individuals, Cool leveraged several microinfluencers to produce and promote content, including videos and social media posts. These micro influencers include Pedro Palomino, Jenny "The Voice" Hernández, Milagros Meléndez, Chele González and Cesar Garcia, Walkiria Pool, María Pilar Rodríguez and Veronica Cool.

#### Pedro Palomino & Somos Baltimore Latino

Pedro Palomino is an award-winning journalist with a trusted and highly interactive media platform: Somos Baltimore Latino. Currently this Facebook page is the largest Hispanic platform in Baltimore and the surrounding counties, with over 54,696 followers (and a reach of over 200K monthly). Additionally, he publishes Mundo Latino, a monthly newspaper with distribution across the DMV of 10,000. Pedro is a key influencer for various other high-profile campaigns, including the Maryland Department of Health's Covid-19 awareness campaign and the Maryland Health Connection Open Enrollment campaign. He also participated in the State Board of Election's 2020 Primary Election voting awareness campaign.

Pedro supported the 2020 General Election campaign with social media posts, original and shared content, personal PSA video, printed ads, editorials and participating in the final Statewide Spanish commercial. Some examples of his content are included below with hyperlinks.





#### Jenny "The Voice" Hernandez

Jenny Hernández is a radio personality, blogger, and a Latino influencer with 13,000 followers on Instagram, 8,603 followers statewide on Facebook, and 5,217 followers on Twitter, as well as a rapidly growing TikTok fanbase. She is well known for her engaging personality and relevant content, and she is a key influencer for various other high-profile campaigns, including the Maryland Department of Health's Covid-19 awareness campaign and the Maryland Health Connection Open Enrollment campaign. She also participated in the State Board of Election's 2020 Primary Election voting awareness campaign.

She supported the 2020 General Election campaign with social media posts, original and shared content, several original videos encouraging Spanish-speaking voters to vote, and by participating in the final Statewide Spanish commercial. Some examples of her content are included below with hyperlinks:



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#### **Milagros Meléndez**

Milagros is a journalist for El Tiempo Latino and radio personality for La Agenda Radio in the Maryland–DC Metropolitan area. She has a very interactive social presence on Facebook and Instagram. She leveraged her media platforms and co-hosts, including Alejandro Negron, to amplify social messages and videos encouraging Latinos to vote, on-air and via digital outlets.



#### Chele González & César Garcia

Chele and César are radio hosts at La Nueva 87.7, a radio station that serves the Maryland–DC Metropolitan area. Chele and Cesar, along with their radio station La Nueva, have a very broad network and sphere of influence amongst the Latino population both on air and on social media platforms such as Facebook and Instagram. They leveraged their role as the morning show hosts to mention and cover the #MarylandVota campaign at least 50 times in the span of 2 weeks, with an estimated reach of 229,000 per mention.





#### Walkiria Pool

Walkiria is a well-respected statewide community leader, especially with the Spanish-speaking faith-based community. She holds various leadership roles including the president and founder at the Centro de Apoyo Familiar (CAF), a community organization dedicated to transforming communities through economic and educational empowerment in collaboration with community and faith-based organizations. She also serves as the Co-Chair of the Governor's Commission on Hispanic Affairs, with statewide reach. Additionally, Walkiria is a radio host of various programs including CAF Informs on Facebook Lives and WWGB 1030 AM Radio Poder

Walkiria supported Hispanic outreach efforts through social posts, e-newsletters, radio interviews and participation in the Spanish influencer videos.

#### María Pilar Rodríguez

María is the executive director of the Maryland Hispanic Chamber of commerce as well as the leading organizer for the Maryland Hispanic Business Conference. She leveraged her influence to promote the Hispanic Vote through social posts on Facebook and Instagram, as well as through live videos and interviews with various nontraditional platforms. Additionally, she participated in the Spanish influencer video series.

#### Additional samples of digital outreach efforts are illustrated in Appendix K.

#### Content Creation & Influencer Videos

Cool developed social content and videos to support SBE outreach efforts. The social media content focused on culturally appropriate copy which was distributed across the SBE social platforms and shared with our stakeholders for further dissemination.

Additionally, Cool created four Spanish Influencer Videos, featuring key community leaders and influencers from around the State of Maryland; designed to amplify the outreach efforts by leveraging these trusted voices. The video messages centered around encouragement and the voting process for the 2020 General Election. These videos were distributed to all stakeholders and media outlets and they were posted on the SBE YouTube channels. The Cool Influencer videos include:

- 0:30 Second "Vote by Mail" Influencer Video
- 0:30 Second "Vote in Person" Influencer Video
- 0:30 Second "Register to Vote" Influencer Video
- 0:60 Second "Ways to Vote" Influencer Video

Participants included:

- Marco Ávila, Chamber President
- Veronica Cool, Entrepreneur, Community Leader
- Cesar Garcia, Radio Host





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- Jenny "The Voice" Hernández, Influencer, Blogger, Community Leader
- Bishop Bruce Lewandowski
- Corina Morga, Entrepreneur, Chamber President
- Milagros Meléndez, Journalist
- Pedro Palomino, Journalist
- Jesus Pérez, Community Leader, Advocate for DACA, LGBT and Latino Youth
- Sergio Polanco, Community Leader
- Walkiria Pool, Faith Leader, Radio Personality
- María Pilar Rodríguez, Business Leader, Entrepreneur
- David Rosario, Community Leader, Entrepreneur
- Javier Solis, Community Leader, Entrepreneur
- Gustavo Torres, Community Leader
- Dr. Gilberto Zelaya, Montgomery Election Board







#### Translations, Transcreations & Real Time Interpretation

Cool translated the following documents and assets in an expedited, same-day manner, in each case ensuring three levels of linguistic review. The information was carefully aligned to the original content already developed by SBE to remain consistent and to ensure accuracy yet adapted through a transcreation process that ensured full cultural competence and effective resonance with the Maryland Latino Community. Cool also researched and updated all URLs and hashtags so as to insert the Spanish versions of all available resources.

Additionally, Cool served as real-time interpreter during the SBE Media Advisory virtual Zoom during November 3<sup>rd</sup> and 4<sup>th</sup>.

#### Press Releases:

- Early Voting Dates 8/12/2020
- USPS Statement 8/14/2020
- Additional Ballot Drop Boxes 8/19/2020
- Register & Request Your Mail-In Ballot 8/27/2020
- Mail-In Ballot Applications Mailed 8/31/2020
- Voting Locations Approved 8/31/2020
- Vote Center Plans Approval for Four Counties 9/4/2020
- Request Mail-In Ballot 9/8/2020
- Printing Contract for Ballots 9/11/2020
- Statement on USPS Postcard 9/14/2020
- Statewide Early Voting & Election Day Voting Centers 9/16/2020
- Ballot Drop Box Locations 9/18/2020
- National Voter Registration Day 9/22/2020
- Mail-In Ballot Mailing Begins 9/24/2020

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- Ballot Counting Schedule & Online Tracking 10/8/2020
- 1.1 Million Mail-In Ballots Sent Out 10/8/2020
- Registration Deadline Approaching 10/12/2020
- Ballot Box Statement 10/20/2020
- Early Voting Begins Monday 10/22/2020
- Record-Breaking First Day of Early Voting 10/26/2020
- Use Ballot Drop Boxes 10/28/2020
- Hospital Quarantine Voting 10/30/2020
- Remaining Early Voting Days 10/30/2020
- Election Day Is Tomorrow 11/2/2020
- Outstanding Votes 11/5/2020
- Same Day Records & Mail-In Ballot Counts 11/6/2020
- Media Advisory, Election Day 11/2/2020
- Media Advisory, Results 11/4/2020

#### Samples are illustrated in Appendix C.

#### **Other Creative & Marketing Assets:**

- Radio scripts
- TV scripts & graphics
- Print ads
  - Print ad 1 Vote by Mail
  - Print ad 2 Vote in Person
- Icons
- Digital Ads
  - Phase 1 digital ads Register to Vote
  - Phase 2 digital ads Request Your Ballot
  - Phase 3 digital ads Vote Early or On Election Day
  - Phase 4 digital ads Return Your Ballot
  - Phase 5 digital ads All Messages
- Social Media Toolkit
  - Graphics from Toolkit
  - Social posts from Toolkit
- Updating SBE YouTube video subtitles
  - o 10:03 minute <u>"Requesting a Mail-in Ballot"</u> video
  - o 06:36 minute <u>"Receiving & Returning Your Ballot"</u> video

#### Samples are illustrated in the Appendices C - I.



#### APPENDIX A – Total Hispanic Outreach, Estimated

TV	Description	Impressions/reach
Univision	48 ads + Digital	296,210
Telemundo	45 :30 secondsc + \$3500 Value add	368,316
RADIO		
El Zol-on air	70 :30s spots	250,000
El Zol-digital	Digital impressions 226K	226,000
Radio America	57 :30S + 30 bonus :30s	200,000
Radio Poder	126 :30s + 24 bonus :30s	105,000
	100 3 daily spots from M-F :15/30s- 5 different versions. 36 Live mentions in our shows 1 daily mention M-F 3 20 to 25 minute interview on our networks (coordinate dates) 20 post 1 post every third day 3 edited videos and their publication on our networks 1xweek	
Ke'Pachanga	20 1 post every day from October 15 to November 3, 2020 20 1 daily video post from October 15 to November 03, 2020 7 times logo or ads in our live shows! <i>Per Media Kit:</i> 12,200 Listeners 100,000 social media fans among all platforms + hosts	112,200
PRINT		
Mundo latino Print + Digital	<ul> <li>1 FULL PAGE COLOR AD @ ML Newspaper, October edition</li> <li>Print Distribution: Monthly 10,000</li> <li>2 DIGITAL BANNERS weekly @ SBL Facebook page</li> <li>1 AD or Banner @ SBL website</li> <li>1 Facebook Live Interview</li> <li>1 FSA (Public Service Announcement) weekly @ SBL Facebook page</li> <li>1 Endorsement like Influencer (post or short video)</li> </ul>	297,696
El Tiempo Latino Print + Digital	<ul> <li>Ad size: 1/4 pg., ad 5.33"x10" Color: Yes</li> <li>Frequency: 7x</li> <li>Dates: September 18th, 25th, October 2nd,9,16,23rd, 30th</li> <li>Print Distribution: Monthly 50,000</li> <li>I Facebook Live Date: TBD</li> <li>(4weeks) 728x90 Leaderboard ad on our e-daily newsletter</li> <li>2 Facebook Posting only to Maryland Residents Date: TBD</li> <li>Digital ads: 728x90, 300x250 Frequency: September 25th-Nov. 3rd</li> <li>Print Ad size: 1/4 pg., ad 5.3"x10" Color: Yes</li> <li>Frequency: 7x Dates: September 18th, 25th, October 2nd,9,16,23rd 30th</li> <li>I Facebook Live Date: TBD</li> <li>(4weeks) 728x90 Leaderboard ad on our e-daily newsletter</li> <li>Point Ad size: 1/4 pg., ad 5.3"x10" Color: Yes</li> <li>Frequency: 7x Dates: September 18th, 25th, October 2nd,9,16,23rd 30th</li> <li>I Facebook Live Date: TBD</li> <li>(4weeks) 728x90 Leaderboard ad on our e-daily newsletter</li> <li>Digital ads: 728x90, 300x250 Frequency: September 25th-Nov. 3rd</li> </ul>	538,833
	1 full page ad + 5 social media posts (8102) Print Distribution 5,000	8,102
El Poder de Ser Mujer Print + Dig	iValue Add: 5 Social posts + Interview	
PRINT TOTAL		
Influencers		
Walkiria Pool+ CAF INFORMS	My CAF (FB + newsletter + radio) 30K+ reach	37,865
Chele Gonzalez + Cesar Garcia		342,341
Maria Rodriguez	Personal posts MDHCC + MDHBC + influencer video	11,508
Jenny the Voice	5 posts/ videos to followers on FB, Instragram +	51,820
Milagros Melendez	7 posts/videos to 3142 followers + shares to Agenda/ETL	8,947
Paid Media Total		2,854,838
Steakholder Outreach Typ	se same stakeholders were engaged via email/phone and text throughtout the	
Phone Calls		1,196
	last 2 weeks of the campaign	
Text Messages	same stakeholders were engaged via email/phone and text throughtout the	927
	same stakeholders were engaged via email/phone and text throughtout the	2,184
Emails	last 2 weeks of the campaign	
Weekly outreach emails	Customized bilingual outreach messages 2x per week	28,704
Event Outreach- Cool	Latinos and the Vote	2,576
What'sApp messages	CAF 200 Faith Leaders 3x, Average Congregation size 50.	30,000
Facebook Individual Messages (DM's sent to individuals directing organizations, not groups)	65 Individuals (Churches) 1x per week with the organizational reach.	38,803
Partner Outreach-sampling		
Sergio Polanco E-blast	9/8/20 Disseminated Sept 4 Board Action and Request Ballot by mail press releases. ListServ Number=-unknown	1
Johns Hopkins Medicine ERG	9/10/20, Inez Stewart shared with content with Latino ERGs. Number= Unknown	1
Newsletter Centro de Ayuda/Center of	9/9 Bilingual Eblast was sent to stakeholders, detailing how and when to vote.	 
Help	Distribution Number= Unknown https://www.facebook.com/elcentrodeayuda/posts/1093031914426571	1
El Poder De Ser Mujer	E-Blast to 5000 subscribers	5,000
MD Hispanic Business Conference. MPR Solutions	10/13/2020 Eblast about voting process- ListServ Number=-unknown	1
	Most organizations posted multiple times throughout campaing- only counting 1x	281,069
FB Posts & Groups- SAMPLING		

#### TOTAL ESTIMATED LATINO OUTREACH

3,245,301



#### APPENDIX B – Hispanic and Spanish Media Interviews

MEDIA/ STAKEHOLDER OUTLET	MARKET/REGION	DATE
La Agenda Radio	DC/MD Metro Area	08/26/2020
DC Express News	DC/MD Metro Area	08/31/2020
La Agenda Radio	DC, MD, VA	09/02/2020
WWGB Radio Poder	DC, MD, VA	09/02/2020
El Poder de Ser Mujer TV	Prince George' s County, MD	09/15/2020
Centro Sol, La Hora del Café	Baltimore Metro Area	09/23/2020
Howard County Community College, Drago Digital Radio	Baltimore Metro Area	09/23/2020
La Agenda Radio	DC, MD, VA	09/23/2020
Howard County Community College, Drago Digital Radio	Baltimore Metro Area	09/24/2020
Telemundo Delmarva	Delmarva	09/29/2020
El Tiempo Latino	DC/MD Metro Area	10/13/2020
Ke' Pachanga Radio	Baltimore Metro Area	10/14/2020
La Agenda Radio	DC, MD, VA	10/14/2020
WWGB Radio Poder	DC, MD, VA	10/19/2020
El Zol Radio 107.9	DC/MD Metro Area	10/20/2020
El Tiempo Latino	DC/MD Metro Area	10/20/2020
WWGB Radio Poder	DC, MD, VA	10/21/2020
La Nueva Radio 87.7	DC/MD Metro Area	10/22/2020
Somos Baltimore Latino	MD Statewide	10/22/2020
WWGB Radio Poder	DC, MD, VA	10/23/2020
Ke' Pachanga Radio	Baltimore Metro Area	10/23/2020
Ke' Pachanga Radio	Baltimore Metro Area	10/30/2020
La Nueva 87.7	DC/MD Metro Area	10/30/2020
Radio America	DC/MD Metro Area	11/02/2020
Telemundo Delmarva	Delmarva	11/03/2020



#### APPENDIX C - Press Release & Media Advisory Translations

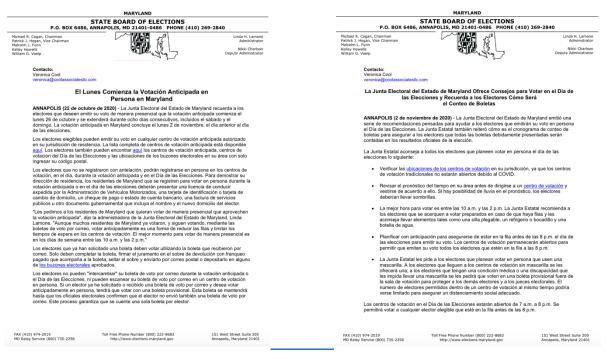
### Press Release – Early Voting Dates 8/12/2020

#### Press Release – Request Mail-In Ballot 9/8/2020

Press Release – Tomorrow Is Election Day

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<section-header><section-header><text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text></section-header></section-header>	Veronica Cool	Veronica Cool	teslic.com	
<text><text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text></text>		Pida su Bol		ectrónico.
	para resolver que la votación anticipada se llevaria a cubo a partir del hime: 26 de octubre al lunes 24 de novembre (incluyendo sabado y domingo) de 7 am. a 8 p.m. Los centros de votación anticipada también estarán abientos el día de la elección, martes 3 de lobo de testádo. El tida de las eleccionas, anzonandamente 250 centros de votación estarán abientos en todo el estado. El cida de las elecciones, anzonandamente 250 centros de votación estarán abientos en todo el estado. El cida de las elecciones, anzonandamente 260 centros de votación de estarán abientos en todo el estado. El cida de las elecciones, anzonandamente al malhor planes porter a disposición al menos 127 buzones de votación en todo el estado. El cida de las elecciones anado el estado. El cida de las elecciones comos precaución de astud pública durante el estado de emergencia por el CiOVID-19. La Juante envirán por correo las asolicitudes de papeletas por correo a todos los electores te Maryland a envirar su papeleta por correo en las elecciones de votación en todos el estado. De controles annoción atros que las descubres de Maryland a finales de elecciones manución atros que las descubres de Maryland a finales de elecciones manución atros que las descubres de Maryland a finales de elecciones manución atros que las descubres de Maryland a la finales de elecciones manución atros que las descubres de Maryland a la finales de elecciones manución atros que las descubres de margen que correo e las descubres en que las descubres de margen al las da las estados de las las elecciones manufariados que La fecha limite para se papeletas por correo, el faministradoros de la Jurita de Electoral. La una también atendos de solor de margen dias estas das las estas das las esterios, Administrado de las descubres descubres de astas 300 por su estervicio. Admis, el Cobernador Hogan permite que los estas ablaciones el salaciando protecion personal para concertos de astanánda con estas desel do estas 3300 por su estervicio, Admis, el Cobernad	les recurrds a los re por corres opstal de recibir su bietta por Detido a la continge de Maryland a votar a su junta electoral envia automáticame obtaner la biota junta Munque los electore es más conveniente Unidos, y además se des conveniente Las bo devolverio en el sob conveniente. Las bo buzón electornal. Cuando recibe su bo boleta oficial para qu electrónico", declard "Para ahorrar lempi lambién hará que el los juaces electories los suces electories boleta dical para qu electrónico", declard "Para ahorrar lempi lambién hará que el los juaces electories conveniente. Las bo	sidentes de Manyland que recibir su boleta de «cu Estados Unidos es gratis y más conveniente para correo electrónico. Incia coasionada por el COVID-19, se alienta a loto por correo y a solicitar una boleta a la Junta Elect de cubartes del 20 de cubarte de 2020. A finales de al antes del 20 de cubarte de 2020. A finales de solicitar que sea de cubarte nel 2020. A finales de solicitar que sea el ectorno en finanque pagado. In su del 20 de cubarte de 2020. A finales de solicitar que sea en el cubarte de 2020. A finales de solicitar que sea en que cubarte la solicitar que sea el ector solicitar que su boleta sea enviada por o el correo e gratis. Cuando un elector solicita que sea en el esto positicar que sea que completar la boles, firmary re de devolución con finanque pagado cuando le heno cogúra cualquer boles, firmary el esto reconte el ectórnico, el elector debe encarga a, encontar un sobre y pagar el franqueo. Ademá ben cogúra cualquer boles in presa en pagel est procesa esta escameada y contrada. U proteos es gratis que su boleta sea en existada por o proceso de correlos de voltos de Manyland sea más a la cubarte que cubarte mano las boletas el ectores que envien sus solicitades de boletas lo solicitar que sea escameada y contrada. E el cubartes de voltos de voltos de Manyland sea más a la boleta en tou bolo correon, on hay mecesidad de da por la folísina de compara esta la covierna homo las boletas el esto res que envien sus solicitades de boletas lo a los de cubartes de voltos de voltos de boletas lo a los de los de los de solicitades de boletas lo a los de los de los de los de las coviernas homos las boletas es de los de los de los de las los de los de los de los de los de las los de	cickin para ef 2020 el electro que los too residentes oral del Estado o agosto, la Junta citud para porto electrónico, se Estados e a enviada por se setato de postanse en un arse de imprimir e, los óficiales andrar a una por correo ral del Estado. oreo correo electro. estato en estato. por correo ante postelEsto efformer. esto en estato.
	FAX (410) 974-2019 Número de Teléfono Gratulio (800) 222-8683 151 West Street Suite 200	Fax (410) 974-2019	Toll Free Phone Number (800) 222-8683	151 West Street Suite 200
	Servicio de Retransmisión de MD (800) 735-2258 http://www.elections.maryland.gov			Annapolis, Maryland 21401

### Press Release – Early Voting Begins Monday 10/22/2020



11/2/2020

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#### MDOT MBE Woman & Hispanic Owned Enterprise



#### APPENDIX D – Radio Script Transcreations

\_\_\_\_

Client:	SBE	
Job:	Radio Scripts – 2020 General Election	COOL
Action/Date:	8/31/2020	& Associates

SCRIPT 1 RADIO VOICE OVER - REGISTER/VOTE BY MAIL Tone: clear spoken, slightly upbeat, informativeTime: under 30 seconds			
English Copy	Spanish Copy		
Listen up Maryland: Election Day is almost here. You can vote-by-mail or in person. To vote by mail, you must be registered to vote and your ballot request must be received by October twentieth. Register to vote, update your information, request a ballot online or find information about in person early voting or election day voting at <i>ELECTIONS [DOT] MARYLAND [DOT] GOV [SLASH]</i> <i>TWENTY-TWENTY.</i> That's <i>ELECTIONS [DOT] MARYLAND [DOT] GOV</i> <i>[SLASH] TWENTY-TWENTY.</i> Request your ballot today.	iAtención Maryland!: Se acercan las elecciones. Haga que su voto cuente. Puede votar por correo o en persona. Para votar por correo tiene que estar registrado para votar y su solicitud de boleta debe recibirse antes del 20 de octubre. Inscríbase para votar, actualice su información, solicite una boleta por Internet u obtenga más información sobre la votación anticipada en persona o en el día de la elección en <i>ELECTIONS</i> <i>[PUNTO] MARYLAND [PUNTO] GOV [BARRA]</i> <i>TWENTY-TWENTY.</i> ¿Se lo repito? <i>ELECTIONS [PUNTO]MARYLAND</i> <i>[PUNTO] GOV [BARRA] TWENTY-TWENTY.</i> ¡Pida su boleta hoy mismo!		

SCRIPT 2 RADIO VOICE OVER - VOTE EARLY OR ON ELECTION DAY Tone: clear spoken, slightly upbeat, informativeTime: under 30 seconds			
English Copy	Spanish Copy		
Hey Maryland, Election Day is almost here. Did you know you can vote early? Stay safe and avoid the lines Vote early and in-person at a vote center near you October twenty-sixth through November second, from seven am to eight pm. Or, vote on Election Day, November third between seven am and eight pm. Plan ahead to find your vote center. Visit ELECTIONS [DOT] MARYLAND [DOT] GOV [SLASH] TWENTY-TWENTY to find a voting center near you. That's ELECTIONS [DOT] MARYLAND [DOT] GOV [SLASH] TWENTY-TWENTY.	¡Atención Maryland! Se acerca el día de la elección. ¿Sabe que puede votar con anticipación? Cuide su salud y evite las filas. Vote por anticipado y en persona en un centro de votación cercano del veintiséis de octubre al dos de noviembre, desde las siete de la mañana hasta las ocho de la noche. O vote en el día de la elección, el tres de noviembre, entre las siete de la mañana y las ocho de la noche. ¡Prepárese y busque el centro de votación más cercano! Visite <i>ELECTIONS [PUNTO] MARYLAND [PUNTO]</i> <i>GOV [BARRA] TWENTY-TWENTY</i> para encontrar el centro de votación más cerca de usted. Repito, <i>ELECTIONS [PUNTO] MARYLAND [PUNTO]</i> <i>GOV [BARRA] TWENTY-TWENTY</i> .		



#### APPENDIX E - TV Script & Graphics Transcreations

Client:	SBE	
Task:	Vote Early TV Spot – 2020 G	
	Voice Over Script & Graphics	s COOL & Associates
Action/Date:	10/1/2020	WHOM: CATING, HOTA, & HOUSE
/ote Early TV Spot		oscc2ob8roh/folder/123142413680
ittps://app.box.cc	JIII/S/TT1p920X550Kewjc0j1Teb	<u>scc20081011/101de1/123142413080</u>
ENGLISH COPY		SPANISH COPY
	TV VOICE OVE	R SCRIPT - VOTE EARLY
Hey Maryland, Ele	ction Day is almost here.	Atención Maryland, ya llega el Día de la Elección.
Stay safe and avoi	d the lines by voting early.	Si quiere cuidar su salud y evitar las filas, vote con anticipación.
Visit an early votir	ng center near you!	¡Visite el centro de votación anticipada más cercano!
October 26 <sup>th</sup> thro 7AM and 8PM.	ugh November 2 <sup>nd</sup> , between	Del 26 de octubre al 2 de noviembre, de 7AM a 8PM.
<u>Or,</u> vote on Electio 8PM.	on Day, between 7AM and	O vote el Día de la Elección, de 7AM a 8PM.
Confirm vote cent	er locations ahead of time.	Verifique la ubicación de los centros de votación disponibles.
Same-day voter re	gistration is available.	Puede registrarse en persona el día que vota.
If you're voting by	mail, return your ballot by	Si vota por correo, debe devolver su boleta antes de
8PM on Novembe	r 3 <sup>rd</sup> .	las 8 PM del 3 de noviembre.
	t] Maryland [dot] gov [slash]	Visite elections [punto] Maryland [punto] gov [barra
twenty-twenty to	find a vote center near you.	veinte-veinte y encuentre el centro de votación más cercano.

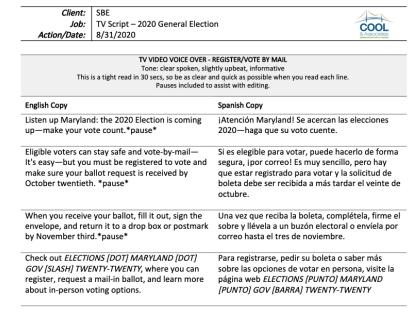
TV GRAPHICS - VOTE EARLY MARYLAND VOTA

HEY

MARYLAND!

IATENCIÓN, MARYLAND!





www.CoolAssociatesLLC.com



#### APPENDIX F – Print Ad Transcreations Print Ad 1, Vote by Mail

#### Print Ad 2, Vote by Mail



#### **Published Print Ads**



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MDOT MBE Woman & Hispanic Owned Enterprise



#### APPENDIX G – Icon Transcreations

### MARYLAND VOTA







#### APPENDIX H – Digital Ad Transcreations





#### APPENDIX H – Digital Ad Transcreations Cont'd







#### APPENDIX I – Social Media Toolkit Posts & Graphics Transcreations

#### **Toolkit Posts**

TODAY 10/13 is the deadline to register or update your registration info online or by paper application. You can register to vote online or update your info here: <u>https://bit.ly/1qxkgbT</u> #MDvotes	<ol> <li>HOY el 13 de octubre es la fecha límite para inscribirse o actualizar su información de inscripción por Internet o mediante una solicitud en papel. Puede registrarse para votar o actualizar su información aquí: <u>https://bit.ly/1qxkgbT</u> #MarylandVota #MDvotes</li> <li>El plazo para inscribirse o actualizar su información de inscripción en línea o mediante una solicitud impresa vence el día de hoy 13 de octubre. Se puede registrar para votar o actualizar su información aquí: <u>https://bit.ly/1qxkgbT</u> #MarylandVota #MDvotes</li> </ol>
Requesting A	A Mail-In Ballot
Want to vote from home? You can request to receive a mail-in ballot with this online application https://bit.ly/31c37vL Or if you prefer, you can download an application here:	1. ¿Quiere votar desde casa? Puede pedir que le envíen una boleta de voto por correo con esta solicitud: <u>https://bit.ly/31c37vL</u> . O, si lo prefiere, puede descargar una solicitud para imprimir aquí: <u>https://bit.ly/3kLxGiG</u> #MarylandVota #MDvotes
http://bit.ly/2OpRZnw #MDvotes	2. ¿Desea ejercer su derecho al voto desde su

prefer, you can download an application here:	puede descargar una solicitud para imprimir aquí: https://bit.ly/3kLxGiG #MarylandVota #MDvotes
http://bit.ly/2OpRZnw #MDvotes	2. ¿Desea ejercer su derecho al voto desde su casa? Solo tiene que solicitar una boleta de voto por correo mediante esta solicitud <u>https://bit.ly/31c37vL</u> . O puede descargar una solicitud aquí: <u>https://bit.ly/3kLxGiG</u> #MarylandVota #MDvotes
Do you want to receive a mail-in ballot for the November 3 <sup>rd</sup> general election? It's not too early to apply! You can apply online today here: <u>https://bit.ly/31c37vL</u> #MDvotes	<ol> <li>¿Quiere recibir una boleta para votar por correo en las elecciones generales del 3 de noviembre? ¡Cuanto antes la pida, mejor! Puede pedirla hoy mismo por Internet aquí: <u>https://bit.ly/31c37vL</u> #MarylandVota #MDvotes</li> <li>¿Desea que le envíen una boleta de voto por</li> </ol>
	correo para las elecciones generales del 3 de noviembre? ¡Solicítela ya mismo, no es necesario esperar! Visite: <u>https://bit.ly/31c37vL</u> #MarylandVota #MDvotes
Want to vote by mail for the November 3 <sup>rd</sup> election? You'll need to apply to receive a ballot. It's safe and secure. Apply online to receive your mail-in ballot today here: <u>https://bit.ly/31c37vL</u>	<ol> <li>¿Quiere votar por correo en las elecciones del 3 de noviembre? Tendrá que completar una solicitud para recibir una boleta. Es confiable y seguro. Complete hoy su solicitud para recibir una boleta de voto por correo aquí:</li> </ol>



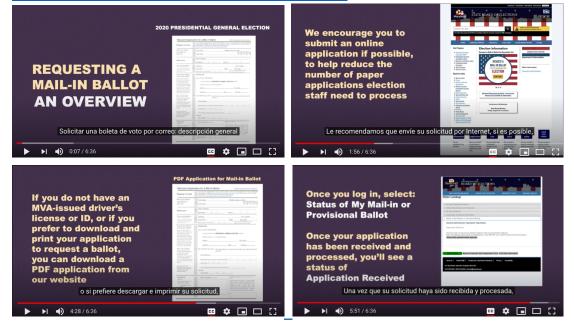
#### APPENDIX I – Social Media Toolkit Posts & Graphics Transcreations Cont'd



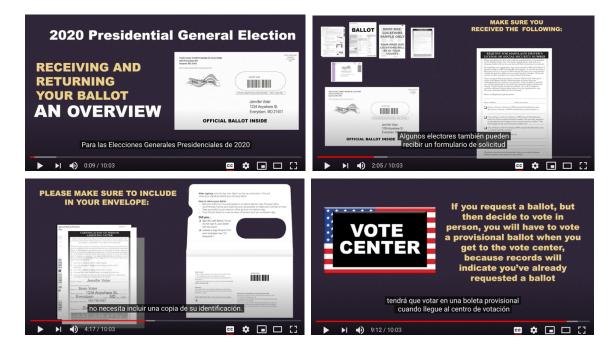


#### APPENDIX J – Samples of SBE YouTube Video Subtitles

#### 06:36 Minute "Requesting A Mail-In Ballot" Video https://www.youtube.com/watch?v=X3SEja6u6xg

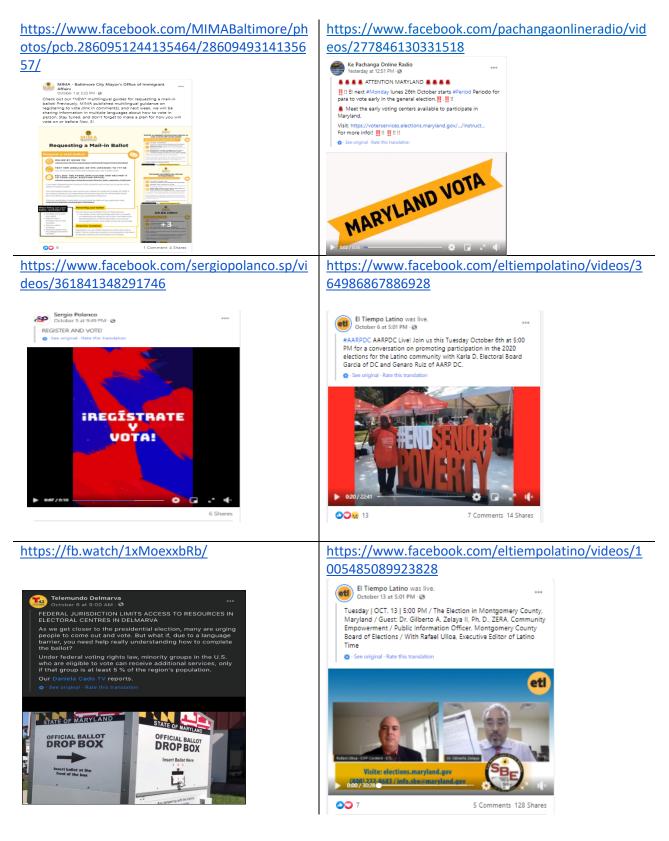


#### 10:03 Minute "Receiving & Returning Your Ballot" Video https://www.youtube.com/watch?v=L7-v7PW4oR0&t=7s



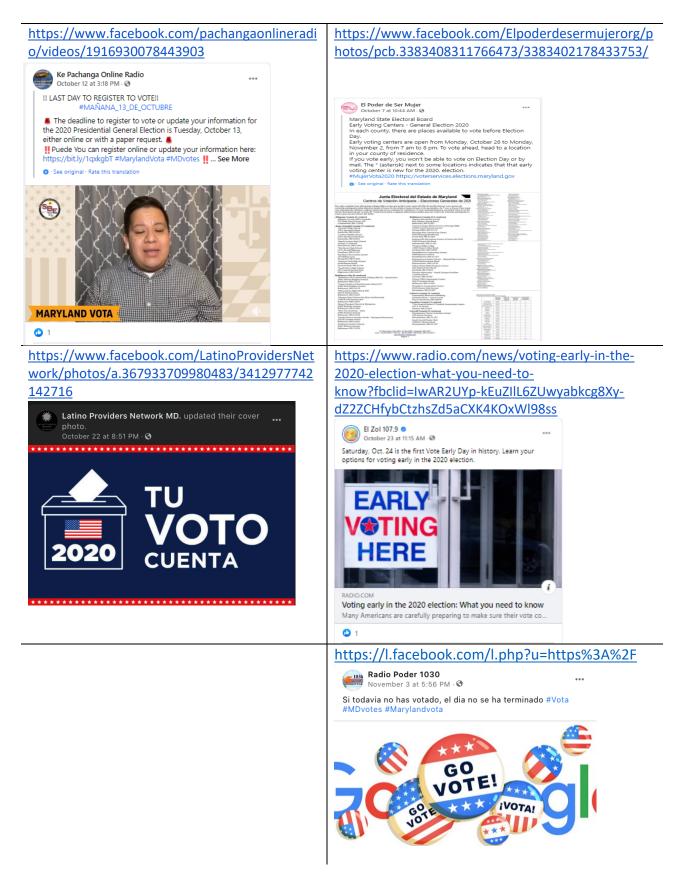


#### APPENDIX K – Social Media Posts & Articles Published by Other Partners & Influencers



www.CoolAssociatesLLC.com MDOT MBE Woman & Hispanic Owned Enterprise





www.CoolAssociatesLLC.com

MDOT MBE Woman & Hispanic Owned Enterprise

# MARYLAND STATE BOARD OF ELECTIONS 2020 ELECTION WRAPUP



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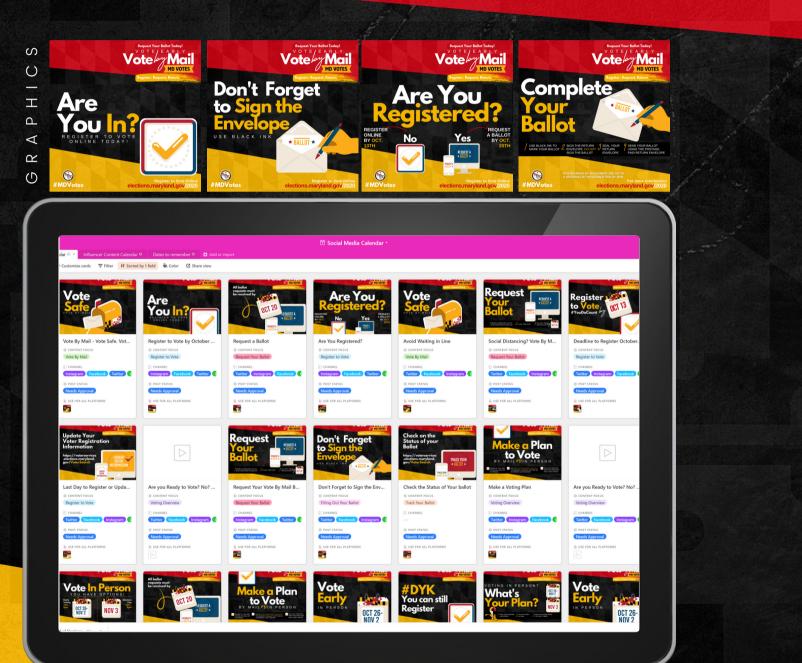
- Social Media Toolkit
- Non-Traditional Media
- Virtual Forums
- Community Truck & Postcard Distribution
- Previously Incarcerated Outreach
- Video Production
- Social Media Influencer Engagement
- Media Partnerships



# SOCIAL MEDIA TOOLKIT

We developed a social media toolkit that was delivered to stakeholders, influencers & community leaders with strategic graphics & messaging aligning with the State Board of Elections master social media

### SEE FULL CALENDAR >>





# **NON-TRADITIONAL MEDIA**

Using online news outlets such as MurderInk Bmore, we ran an influencer based campaign to raise awareness about the voting process with millenial and GenZ demographic

🐣 murder\_ink\_bmore



 See the latest updates on the 2 Election.

V

**11,996 views** • Liked by **queenesthe murder\_ink\_bmore** It might be cliche have the right to vote! @\_lanarae... n 6 days ago





 See the latest updates on the 2020 US Election.

 $\bigcirc \bigcirc \bigcirc \land$ 

11,298 views • Liked by i\_am\_candice and theerochellemonique murder\_ink\_bmore YOU STILL HAVE TIME! @therochellemonique

Vote Centers are still open until 8pm in Maryland. As long as you are in line by 8pm you will be allowed to vote. Find locations at elections.maryland.gov #MDVotes

 $\square$ 

 $\square$ 

murder\_ink\_bmore

See the latest updates
 Election.

@SISQO

(i)

Election.

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6,581 views murder\_ink\_bmore You can ı through November 3rd!... mo

View all 8 comments

4 days ago

murder\_ink\_bmore TODAY! Vote! Let your voice be heard! @djquicksilva... more View all 8 comments djquicksilva #Vote #InRealLife !! !! 1 day ago

7,132 views · Liked by djquicksilva

See the latest updates on the 2020 US

# INSTAGRAM REACH

# VIDEO VIEWS 90K+



# **VIRTUAL FORUMS**

Leveraging relationships with strategic partners, we facilitated webinar style conversations with influential community voices.



# **1.8K** TOTAL VIEWERS



# **IN-COMMUNITY**

A 26ft truck traveled neighborhoods from Baltimore City, Baltimore County, to Laurel & PG County, while a street team distributed 20K postcards throughout neighborhoods with high concentrations of hard to reach populations.



Truck Community partners include: Baltimore City NAACP, Black Girls Vote & Baltimore Votes





### PREVIOUSLY INCARCERATED OUTREACH

Through a strategic partnership with Out for Justice we produced a radio spot with voice over by Rev. Kobi Little of the Baltimore City NAACP, developed a social media ad, and hosted a webinar style conversation called Behind the Walls.



# **VIDEO PRODUCTION**

Created both an explainer and influencer videos using influential community voices as well as high energy visuals to engage African American Maryland voters.

44

STATE BOARD OF ELECTIO

ARE YOU REGISTERED TO VOTE?

### EXPLAINER VIDEO









🖈 elections.maryland.gov/2020 🖈

REV. DR. TONI DRAPER CEO/Publisher, Afro American <u>Newspaper</u>

@AFRONEWS



### **INFLUENCER ENGAGEMENT**

facebook

Home

Vote

**OCT 26** 

NOV 2

•

Jason Bass

#MDVotes #Election2020

**OCT 26** 

NOV 2

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Favorites

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aprilwattslive

PERSON

Information Center,

For official resources and updates about the 2020 US Election, visit the Voting

& DJ B Eazy @djb\_eazy, DJ Lil Mic @djlilmic

@djtanz & DJ 5 Starr @dj5starr. twitch.tv/

blackoutbrunch Share this with your brunch

Sie #MDV

1

Influencers consistently posted content from our social media toolkit to share with their audiences through Facebook, Instagram & their email lists. We also hosted a virtual DJ party to enhance engagement efforts.

Recent

Today is the first day of early voting for the 2020 Presidential General Election. Early voting runs

from 7 a.m. to 8 p.m., Mon, October 26th to Mon,

November 2nd, Saturday and Sunday too! Find a local early voting center at elections.maryland.gov

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NOV 3

Q



virtual BlackOut Brunch. Grab your favorites to eat & drink, put on your all Black, and get ready to party with DJ A Eazy @dja\_eazy & DJ B Eazy @djb\_eazy, DJ Lil Mic @djlilmic, DJ Tanz @djtanz & DJ 5



HROUGHOUT MARYLAND

**INFLUENCERS** 



### **MEDIA PARTNERSHIPS**

Our existing relationship with the AFRO American Newspaper allowed us the opportunity to conduct a Facebook Live Webinar to their audience highlighting the importance of voting in the African American business community



Thank You

### FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

ESTHER CORBETT (410) 241-1387 esther@greibo.com SHAUNA K. HENSON (410) 271-8312 shauna@greibo.com

