

# LESSONS LEARNED

### Marine Protected Area (MPA) Compliance Tourism Outreach Campaign 2022



## **An MPA Compliance Small Grant Project Deliverable**

**MPA Collaborative Network:** 

www.mpacollaborative.org/

Santa Cruz MPA Collaborative:

www.mpacollaborative.org/santacruz/

Monterey MPA Collaborative:

www.mpacollaborative.org/monterey/

## **ABOUT THE PROJECT**

A joint MPA Compliance Small Grant project between the Monterey and Santa Cruz MPA Collaboratives resulted in the Explore Monterey Bay and Beyond Brochure and supporting landing-style webpage (linked via QR code on the brochure). The resources are designed to help visitors protect, explore, and experience the unique and delicate coastal ecosystems in the greater Monterey Bay area. Encouraging a self-guided tour from North Santa Cruz County to South Monterey County and Big Sur, the brochure leads visitors through ten family and budget friendly stops within California's MPAs and the Monterey Bay National Marine Sanctuary. This report shares the lessons learned throughout the project to assist other collaboratives, members, and partners in implementing similar efforts. While originally drafted in October, 2022, the report may receive updates throughout 2023 as the project continues to unfold.

This project is part of the MPA Collaborative Networks' multi-year MPA Compliance Initiative and was entirely driven by local input through the Community Compliance Forums held in 2020 and subsequent collaborative meetings. It was made possible by a grant made through the Sustaining California's Ocean program of Resources Legacy Fund.

#### **Brochure and Supporting Webpage**



www.mpacollaborative.org/explore-monterey-bay-and-beyond/

## **LESSONS LEARNED**

#### **Utilize Marketing Services and Distribution Companies like Certified Folder**

Certified Folder has an already established network of thousands of distribution locations where tourists frequent including airports, hotels/motels, campgrounds/RV resorts, military bases, sporting good stores, restaurants, visitors centers, Amtrak, car rentals, and more. They also manage the printing, distribution, replenishment, and tracking of the brochures.

The cost for services was very affordable compared to the reach. For example, printing of the brochures through their partner Mossberg & Company, Inc. resulted in 40,000 brochures for only \$3,157, that's less than 8 cents a piece!

The in-house layout/design process allowed for unlimited edits and the graphic designer was experienced with designing brochures that attract tourists' eyes in a brochure rack. Their expertise was especially helpful throughout the planning and design process, as our brochure was not the typical resource a visitor might find on a brochure rack. It was not advertising a particular business or place, but instead was delivering MPA and environmental compliance messaging disguised as a useful resource for tourists.

#### **Partner with County Convention and Visitors Bureaus**

The Monterey and Santa Cruz County Visitors Bureaus have shown a great deal of enthusiasm for this project. Representatives from both counties have shown interest in facilitating safer and more responsible wildlife interactions between tourists and the marine environment. Being on the front lines of the tourism industry, they have first hand knowledge of the issues that arise when visitors have very little experience with coastal environmental issues. Newsworthy incidents of unfortunate interactions between tourists and wildlife are bad for their business. Therefore, they are motivated to partner with environmental agencies who can help them with public environmental education.

This project engaged their digital marketing departments to create a guest blog and social media posts to promote responsible tourism and address the MPA and other environmental compliance concerns. This will greatly help increase the reach of the project's resources.

#### **Allow for Generous and Flexible Project Timelines for Collaborative Projects**

When creating original materials with a diverse assortment of collaborators, it is prudent to have a generous and flexible timeline for editing and approval. Some agencies have specific requirements for approval within the hierarchy of the agency, which can take a great deal of time to fulfill. Additionally, organizations are stretched thin with many concurrent efforts and may need extra time and reminders to stay involved with the project. The design process also has many more revisions than projects led by one entity. Beginning original projects early and anticipating long wait times for approval is key to meeting deadlines when working with numerous organizations/agencies. The various partners involved allowed for a diversity of resources and ideas to be contributed to the brochure design which ultimately resulted in a more comprehensive brochure with messaging across sectors, jurisdictions, and topics.

#### **Hire a Project Coordinator**

Collaborative projects such as this take significant time, thorough communication, and detailed project tracking to ensure all interested voices are heard, valued, and implemented. Writing in funding for a Project Coordinator dedicated to facilitating this project from start to finish was incredibly helpful and future collaborative projects may want to utilize this method as a way of limiting the burden on volunteer members and staff. It is also important to scope out grant budgets and Coordinator contracts for more time and money that you might initially expect to allow for flexibility in the project as it evolves over time.

#### **Coming soon... Distribution Lessons Learned**

This year-long project planned to have distribution of brochures begin within the grant period, but the creation of the brochure and webpage took the full year. Distribution and tracking by Certified Folder will run from November 1, 2022 - October 31, 2023 and may result in additional lessons learned. For example, what locations are seeing the most/least brochures picked up? Is the supporting website being accessed via the QR code on the brochure? What links are the most/least clicked upon? These statistics and more will inform any updates to the lessons learned report.