



**Mid Winter 2022** 



# At a glance...

12-15 writers, editors, photographer, designers and artists

All external and most internal communications

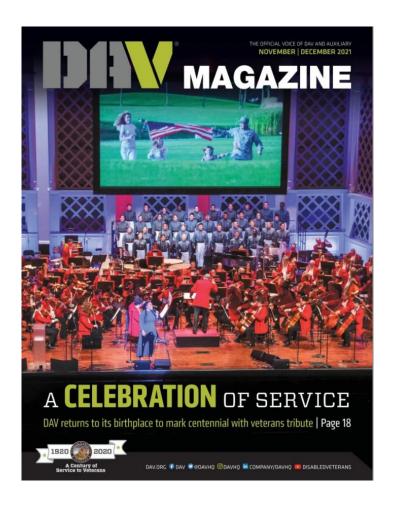
Branding, public perception

Support <u>all</u> departments and member leaders



# **DAV Magazine**









The New York Times

SCIENCE

SUBSCRIBE FOR \$1/WEEK

# A Future for People With Disabilities in Outer Space Takes Flight

People with different types of disabilities tested their skills and technologies on a zero-gravity research flight with the goal of proving that they can safely go to space.





Centra Mazyck, who is an incomplete paraplegic, aboard AstroAccess Flight One, a parabolic flight that carried 12 people with physical disabilities to see how they would fare in a zero-gravity environment. Al Powers/AstroAccess/Zero G Corporation

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VIEW OFFER



# We Submissions

#### CHAPTER & DEPARTMENT



#### DAV Chapter 114, in Helotes, Texas, hosted a pop-up COVID-19 vaccination clinic just outside San Antonio on Aug. 14. The city's public health district, Metro Health, coordinated the effort to ensure everyone who wanted to receive



#### Caring for the community...

Patty Davis fiefty, adjutant and treasurer of DAV Auxiliary Unit 19 in Milwaukee, Wisconsin, serves as the Auxiliary representative at Clement J. Zablocki VA Medical Center. Last November, Unit 19 joined with the Marine Corps League's North Shore Marine Detachment 1289 of Cedarburg, Wisconsin, to collect and pass out 120 care packages to residents of the medical center's community fiving center. The packages contained tolletries, art supplies, blankets, sweatshirts and sweatpants donated by local company Master Printwear.



#### Award of excellence...

National Service Officer Don Inns (right) presents the 2021 DAV Department of Indiana's Award of Excellence to Lois J. Wagoner at the Department of Indiana convention. Wagoner's career in federal government service spans more than 60 years.



# We Submissions...but...





# We Submissions...but...







# We Submissions

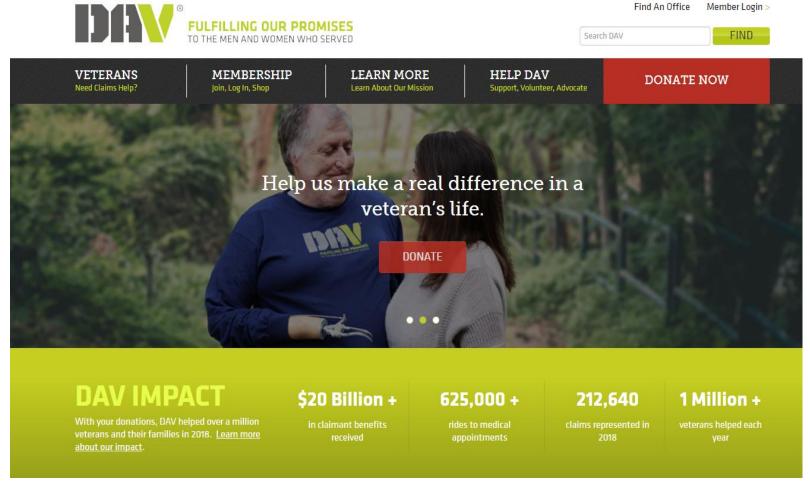


#### Blankets of love...

Volunteer youth group Girls in Action, from Lamar Baptist Church in Wichita Falls, Texas, donated blankets for veterans using wheelchairs at the Oklahoma City VA Health Care System. Pictured, from left: volunteers Stacie Martin and Anna Powell, Commander Joel Jimenez of Chapter 41 of Wichita Falls, and Denise Boyd, Lamar Baptist Church Sunday School teacher.



# **DAV.org**





#### Member's Only

#### Home > Membership > Members

The page you are trying to access requires you to log in as a DAV/DAVA Member.

DAV is excited to announce we are very close to the "go-live" of one of the most significant and beneficial infrastructure upgrades in our organization's history, our new Customer Relations Management (CRM) platform. In addition to other DAV tools, CRM will replace the Membership System, so it has now been permanently shut down. In the meantime, all of the service and support you would normally find in the Membership System can still be obtained by reaching out to the Membership Department at membershippublic@dav.org or by calling 1-888-236-8313. We'll be sure to update you as soon as possible.

DAV/DAVA Members: Log in by entering your Membership Number below. Please enter your membership code number located on your official DAV membership card as shown in the image.

If you are not currently a member of Disabled American Veterans, please preview the Member Advantages.



Login Troubleshooting



# The vast majority of resources DAV leaders need to execute our mission are located in the members-only section of DAV.org

Member Advantages Quickly find frequently used forms and documents for; chapter Learn about exclusive deals and opportunities for DAV and Auxiliary members. resources, volunteering, department reports and information for distributing to various stakeholders. Member Leaders Resources for DAV officers and interested members. Tools and resources to help you spread the word. Service Officer **Voluntary Services** Service officer guide and contact brief for benefits advocates. Information to help prospective and current volunteers and Tools, resources and reports for benefits protection team leaders Info on vehicle donations, Drive 4 UR Community events and and others. **Employment** Links and resources related to DAV employment efforts. Guides and resources produced for DAV member leaders. Videos covering topics of interest to members. Digital content produced for DAV members and the public DAVStore.org All (Alpha order) ABC Get the gear and supplies you need to show your support of DAV's An alphabetical listing of all the members only resources.

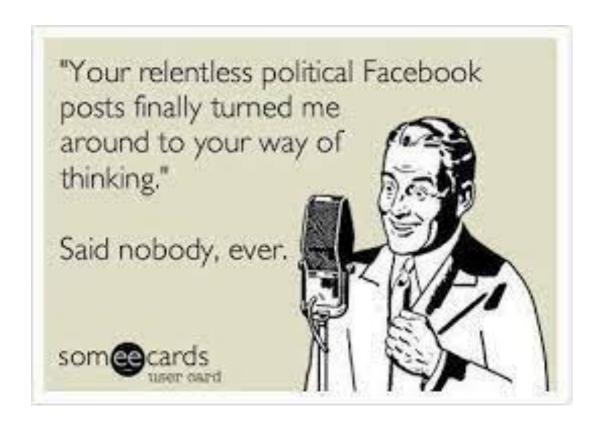
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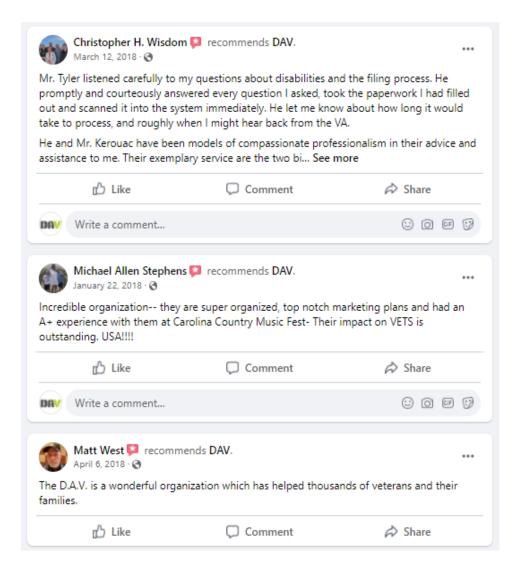
## Social Media













### **Earned Media**



members, families
DAV, Patriot Boot Camp join forces



- Builds trust
- Brand recognition
- Shows both need and response



DAV provides checks, care packages to veterans affected by tornadoes

December 15, 2021 by Maxwell Trink

Share This Story



**BOWLING GREEN, Ky.** – Throughout the rest of the week, Disabled American Veterans will be at the Veterans Alliance Center on Bypass 31-W.

The DAV has care packages and as well as checks to veterans who were affected by the tornadoes. There are \$500 checks for food and clothing, in addition to \$1,000 checks for housing needs.



DAV National Supervisor Gerry Propst, who is stationed in Louisville, feels it's important to help veterans, like himself, who have been affected by natural disasters.

"It means the world to me because not only the DAV but for me as a disabled veteran as well, my whole life has been dedicated to helping other veterans," Propst said. "So, when I get to get out from behind the desk and come out here and do it hands-on and change someone's life immediately, I



BOWLING GREEN WEATHER		61°F clear sky
Wed		
0		(II)
61°F 39°F	50°F 36°F	57°F 37°F

Broadcasting Live from the German American Bank Studio

## **Public Service Announcements**





#### **PSA Campaign**

Total impressions:

8,620,651,163



Total donated media value:

\$99,819,097





























## **New PSA Creative**





# **Michael Naranjo**

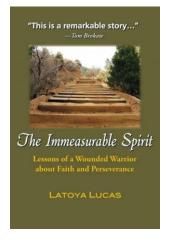






# **Latoya Lucas**









# **Jason Hassinger**







#### Local PSA Pitching

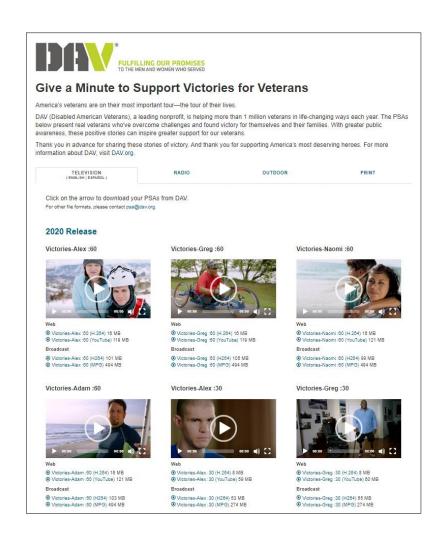
- Local chapters can help generate awareness for DAV by pitching TV, radio and out of home PSAs to local media outlets
- To recognize local efforts, chapters can share photos/videos of pitch meetings with DAV HQ for DAV's social channels
  - Consider a photo with the station manager in front of the station sign
- DAV will tag the local chapter (or member) and the station's social handles for recognition
- When all else fails, Zoom





#### **PSA Toolkit**

- DAV chapter and department involvement are critical in engaging local stations
- PSA toolkit in development, including:
  - Information about the PSA campaign
  - How to access materials
  - Best practices for conducting station outreach and follow up
  - Campaign messaging and sample pitches





#### Theater of War

COMMUNITY BUILDING ART WORKS THEATER OF WAR PRODUCTIONS & POETRY IN AMERICA PRESENT

The Wound Dresser

BY WALT WHITMAN



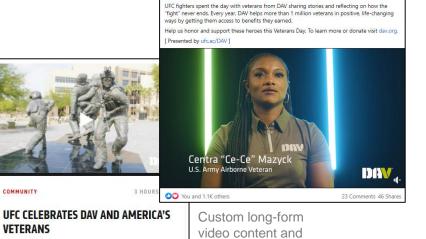
FEBRUARY 10, 2022, 7PM-9PM EASTERN



## **UFC** Activations

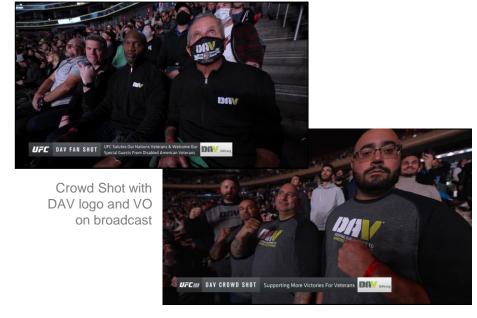


:15 vignette on broadcast



social promotion





UFC fighters spent the day with veterans from DAV

(Disabled American Veterans) sharing stories and reflecting on how the fight never ends. Visit DAV.org to

COMMUNITY

VETERANS

learn more.







#### Sinclair Cares

DAV and Sinclair Broadcast Group partnered on the "Sinclair Cares: Supporting All Veterans" campaign, which ran October 18 – November 12. The goal was to increase awareness of DAV and the important support services it provides to America's veterans.

- Sinclair featured DAV across its 185 TV stations, Bally Sports and Marquee regional sports networks, Tennis Channel, and streaming platforms, with content including DAV PSAs, custom :30 promos, DAV's "The Battle Never Ends" documentary and national and local news stories. Viewers were invited to volunteer or donate to DAV on a custom landing page Sinclair hosted.
- DAV featured Sinclair in partnership press releases, on its social media channels, in DAV Magazine and through custom landing pages.

The partnership resulted in an estimated:

- 906 story airings about DAV
- 11,383 minutes of promotional/PSA airtime with a donated media value of \$1,668,900

Note: The donated media value does not include the documentary or news story airings.

SUPPORTING ALL VETERANS



#### **Results Overview**

Highlights				
Promos & PSAs				
Airings	19,921			
Estimated donated media value	\$1,668,900			
DAV 100 <sup>th</sup> Anniversary Documentary				
Airings	177			
Earned Media: National & Local Stories				
News story airings	661			
Local interview airings	245			
Organic Social Media				
Impressions	35,282			
Engagements	676			
Partnership Landing Pages				
Pageviews	1,860			
Volunteer Sign-Ups & Donations				
Volunteer sign-ups	89			
Donations	\$3,860			



#### Promos & PSAs

- Custom :30 promos, documentary promotions and PSAs ran across Sinclair's local and national TV stations, as well as regional sports networks.
- Promo and PSA airings resulted in \$1,668,900 in estimated donated media value.

Promo/PSA	Minutes	
:30 campaign promo	7,605	
Documentary promo	847	
DAV PSA	2,932	
TOTAL	11,383 Minutes	

Promo/PSA	Airings	
:30 campaign promo	13,309	
Documentary promo	1,482	
DAV PSA	5,130	
TOTAL	19,921 Airings	







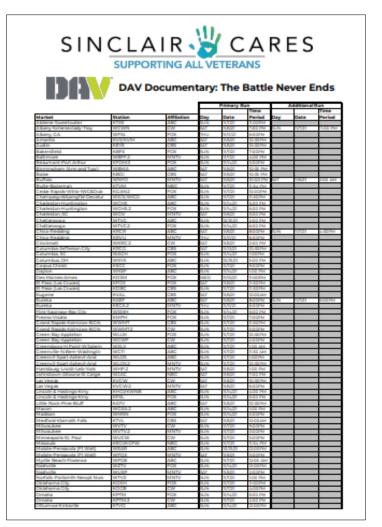




### DAV 100th Anniversary Documentary

 DAV's Centennial documentary, "The Battle Never Ends," aired across 177 Sinclair stations beginning October 28.







#### Earned Media: National Stories

- Sinclair aired 661 positive news stories across national and local stations featuring 12 DAVselected spokespeople.
- DAV spokespeople featured on National News stories, included:
  - Randy Reese & Shamala Capizzi,
     Ashleigh Byrnes and Danny Soto
- DAV spokespeople featured on the AM and PM editions of The National Desk show, included:
  - Dan Clare, Bobby Body, Carmen McGinnis,
     Dave Riley, Naomi Mathis, Oscar Olguin
     Dennis Joyner and Ce-Ce Mazyck













#### Earned Media: Local Stories

Sinclair stations ran approximately 245 positive news stories focused on local DAV chapters.

- Local stories ran in 14 markets, including:
  - News 8 Tulsa, OK
  - Fox 45 Baltimore, MD
  - WEAR-TV Pensacola, FL
  - WLUK Green Bay, WI
  - Dayton 24/7 Now Dayton, OH
  - WJAC Johnstown, PA
  - KLEW Lewiston, ID

- WRLH / Fox Richmond, VA
- Fox 4 Beaumont, TX
- KATU Portland, OR
- KATV 7 Little Rock, AR
- Fox 28 Cedar Rapids, IA
- KUTV Salt Lake City, UT
- Fox 11 Charleston, WV





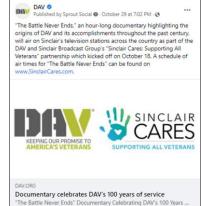




### DAV Organic Social Media

DAV Facebook	Impressions	Reach	Engagements
Partnership Launch, 10/21	11,900	11,694	121
Documentary Announcement, 10/29	14, 257	13,834	177
Facebook Live with Ardis Gonzalez-Leon, 11/9	6,755	6,479	244
DAV Twitter	Impressions	Reach	Engagements
Partnership Launch, 10/21	1,463	N/A	59
Documentary Announcement, 10/29	888	N/A	26
DAV YouTube	Impressions	Reach	Views
Video Interview with Ardis Gonzalez-Leon, 11/9	907	N/A	49
Total	35,282	32,007	676













#### Fall 2022





# **Thank You!**

Rlewis@DAV.org