

November 30, 2022

NOTICE

The Board of Directors of Kaweah Delta Health Care District will meet in a Marketing & Community Relations Committee meeting at 4:00PM on Wednesday December 7, 2022, at the Sequoia Regional Cancer Center, Pauline & Maynard Faught Conference Room; 4945 W. Cypress Avenue.

All Kaweah Delta Health Care District regular board meeting and committee meeting notices and agendas are posted 72 hours prior to meetings in the Kaweah Delta Medical Center, Mineral King Wing entry corridor between the Mineral King lobby and the Emergency Department waiting room.

The disclosable public records related to agendas are available for public inspection at Kaweah Health Medical Center – Acequia Wing, Executive Offices (Administration Department) {1st floor}, 400 West Mineral King Avenue, Visalia, CA and on the Kaweah Delta Health Care District web page https://www.kaweahhealth.org.

KAWEAH DELTA HEALTH CARE DISTRICT

Garth Gipson, Secretary/Treasurer

Cindy moccio

Cindy Moccio

Board Clerk, Executive Assistant to CEO

DISTRIBUTION:

Governing Board, Legal Counsel, Executive Team, Chief of Staff http://www.kaweahhealth.org



KAWEAH DELTA HEALTH CARE DISTRICT BOARD OF DIRECTORS MARKETING & COMMUNITY RELATIONS

Wednesday, December 7, 2022

Kaweah Health Sequoia Regional Cancer Center

4945 W Cypress Avenue – Pauline & Maynard Faught Conference Room

ATTENDING:

Directors: Garth Gipson (Chair) and Ambar Rodriguez; Gary Herbst, CEO; Marc Mertz, Chief Strategy Officer; Karen Tellalian, Director of Marketing & Communications; Deborah Volosin, Director of Community Engagement; Laura Florez-McCusker, Director of Media Relations; Raymond Macareno, Sr. Communications Specialist; María Rodríguez Ornelas, Communications Specialist; Patrick Moorman, Jr., Sr. Marketing Specialist; Greg Bitney, Sr. Graphic Designer; and Kelsie Davis, Recording

OPEN MEETING - 4:00 PM

CALL TO ORDER - Garth Gipson, Chair

- 1. PUBLIC / MEDICAL STAFF PARTICIPATION Members of the public may comment on agenda items before action is taken and after it is discussed by the Board. Each speaker will be allowed five minutes. Members of the public wishing to address the Board concerning items not on the agenda and within the jurisdictions of the Board are requested to identify themselves at this time. For those who are unable to attend the beginning of the Board meeting during the public participation segment but would like to address the Board, please contact the Board Clerk (Cindy Moccio 559-624-2330) or cmoccio@kaweahhealth.org to make arrangements to address the Board.
- 2. COMMUNITY ENGAGEMENT Deborah Volosin, Director of Community Engagement
 - **2.1.** Updates relative to community engagement revamp, membership, and special efforts of our community groups.
 - **2.2.** Update on events and community event participation.
- 3. MARKETING & COMMUNICATIONS Karen Tellalian, Director of Marketing & Communications
 - **3.1.** Discuss potential campaign to thank the community for support of Measure M and to highlight all of the services and care that are now available in the Acequia Wing
 - 3.2. Updates relative to current marketing materials, rebranding, ads, and commercials
 - 3.2.1. Sana Sana Video
 - 3.2.2. Rawhide Jersey and game nights
 - 3.2.3. News Spots
 - 3.2.4. Electronic Billboard Ads
 - 3.2.5. RHC Reactivation of Primary Care Appointment
 - 3.2.6. Letter to Newsom and Community Support Campaign
- 4. SOCIAL MEDIA/MEDIA RELATIONS Laura Florez-McCusker, Director of Media Relations
 - 4.1. Updates relative to recent social media engagement campaigns
 - **4.2.** Updates on analytic reports

ADJOURN - Garth Gipson, Chair

In compliance with the Americans with Disabilities Act, if you need special assistance to participate at this meeting, please contact the Board Clerk (559) 624-2330. Notification 48 hours prior to the meeting will enable the District to make reasonable arrangements to ensure accessibility to the Kaweah Delta Health Care District Board of Directors meeting.

Mike Olmos – Zone I Secretary/Treasurer Lynn Havard Mirviss – Zone II Vice President Garth Gipson – Zone III Board Member David Francis – Zone IV President Ambar Rodriguez – Zone V Board Member



MARKETING UPDATES, December 7, 2022

<u>Electronic Billboard Ads: Hanford</u>
 (Eight advertisers every Six-Seconds, delivering a minimum of 1,800 Spots per Day)



Best birthday EVER!



KaweahHealth.org/MotherBaby



Joint pain cramping your style?



Visit KaweahHealth.org/ORTHO



Take heart.



KaweahHealth.org/HEART



More moments like these.



KaweahHealth.org/CANCER



Turn your CARE into a CAREER.



KaweahHealth.org/CAREERS

Panel# H198D Tab# 30647580:

HWY 198 SL w/o 12th Avenue, West/Face, 10'x 24' – Digital

EOIs/Week: 330,344 (41,293 Each Flip of Eight)

Digital 24 Hours

Longitude: -119.68628 Latitude: 36.31586

Trade Area: This Digital Display is the latest Outdoor Advertising technology providing instant message updates to match any event, promotion, or time of the day. Traffic can be directed to "Exit Now" and reach the Hanford Mall, the new Auto Mall and many other major shopping destinations nearby. The brightness of this display will outshine all other billboards in the market and delivers the highest traffic any where along Hwy 198 between Interstate-5 and Hwy 99.



Rawhide Jersey and game nights

(Kaweah Health Lifestyle Center April 15, Kaweah Health May 6 & August 18)





• RHC Reactivation of Primary Care Appointment:

(Kaweah Health **Dinuba**, **Exeter**, **Lindsay**, **Tulare** & **Woodlake** Clinics, over 5,300 emails)

"Happy Birthday from Kaweah Health Celebrate and Plan"





It's your birthday month! Time to celebrate!

During your birthday month, make a plan to schedule your annual physical.

5 suggestions to celebrate your birthday!

- Tell your family to send you pre-recorded video messages.
- Go on a picnic.
- Make sure you have a really good cake!
- Plant something in the garden.
- Attend a concert.

<u>5 suggestions</u> on how to get the most out of your annual wellness check.

- Make your appointment, keep the appointment
- Bring notes with as many details of your medical history as possible to your appointment.
- Tell your doctor about every medication or drug you take, supplements included.
- Be vocal about what you want from the visit at the start.

 Bring up any health issues you think you need to see a specialist for, because a provider might be able to treat you instead.

Schedule your annual physical

Health. Excellence. Compassion.

Health is our passion at Kaweah Health Clinics, and we're proud to provide you and your family with excellent, affordable medical care to help you stay healthy at every age. Our compassionate team is committed to providing world-class care and whole-person wellness in one friendly clinic that's close to home. Your health is in good hands at Kaweah Health Clinics.

Call us today to schedule your appointment.



Kaweah Health Dinuba Clinic

355 Monte Vista Drive Dinuba, CA 93618 (559) 595-7650



Kaweah Health Lindsay Clinic

839 North Sequoia Avenue Lindsay, CA 93247 (559) 562-1546



Kaweah Health Exeter Clinic

1014 San Juan Avenue Exeter, CA 93221 (559) 592-7300



Kaweah Health Tulare Clinic

1000 North Mooney Boulevard Tulare, CA 93274

(559) 685-7100



Kaweah Health Woodlake Clinic

180 East Antelope Avenue Woodlake, CA 93286 (559) 564-1800

New Radio Spots, ABC30 Weather Camera & Print Ads:

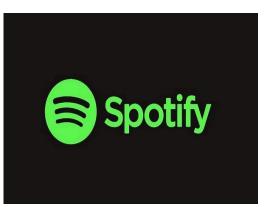














Spotify October 2022: 47,814 Impressions Pandora October 2022: 27,171 Impressions

:60 & :30 Private Home Care

NEED HELP CARING FOR A LOVED ONE? KAWEAH HEALTH PRIVATE HOME CARE HAS BEEN SERVING THE COMMUNITY FOR MORE THAN 20 YEARS, OFFERING EXPERIENCED PERSONAL CARE AIDES......

:60 & :30 USC Urology

KAWEAH HEALTH IS EXCITED TO BRING TEN NEW UROLOGISTS TO THE VISALIA AREA. THROUGH A NEW COLLABORATION WITH USC UROLOGY......









46 reasons

to trust your heart to Kaweah Health



Excellent care leads to excellent outcomes.

Kaweah Health has been awarded five-star ratings by Healthgrades* for positive outcomes in coronary bypass surgery, treatment of heart attack, treatment of heart failure, and valve surgery. And, we were ranked among America's 50 Best for cardiac surgery outcomes.

These awards are a direct reflection of the leadership, skill, knowledge, and dedication of our more than 46 cardiac team members. So if you've been avoiding a heart health checkup, you're looking at 46 very good reasons to do it now. Call your doctor today.

*Visit Healthgrades.com/quality/hospital-ratings-awards

For a complete directory of Kaweah Health physicians, visit Kaweah Health.org/Physicians

To learn more about Kaweah Health's cardiac program, visit KaweahHealth.org/Heart

The pursuit of healthiness.



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Positive outcomes come from excellent care.

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*To learn more about Healthgrades visit Healthgrades.com/quality/hospital-ratings-awards

For a complete directory of Kaweah Health physicians, visit KaweahHealth.org/Physicians

To learn more about Kaweah Health's cardiac program, visit Kaweah Health.org/Heart

The pursuit of healthiness.



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When facing the challenges of advanced age, illness, or surgery, there's no place like your own bed and a familiar space.

Kaweah Health Private Home Care provides extra help, with home care plans tailored to meet your specific needs. Our personal-care aides and homemakers are trained and educated to provide expert and compassionate private home care.

Services are flexible, available in 4-hour blocks up to 24 hours a day. We can also put you in touch with valuable community resources.

We offer

- Alzheimer's and dementia care
- Companionship
- End-of-life comfort care
- Exercise programs
- Incontinence care
- Light housekeeping
- Meal preparation
- · Medication management
- Personal care
- Recovery care
- Walking assistance

Terms and payment for services

There is no requirement for length of care. The service is private pay, billed weekly, and not covered by Medicare or Medi-Cal. Our experienced staff can answer your questions regarding long-term care insurance policies.

To learn more, call (559) 624-2854 between 7:30 AM and 4:30 PM, or visit KaweahHealth.org/PrivateHomeCare.



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Top Performing News Content – July 1, 2022 – Dec. 4, 2022



Yahoo! News

Editorial | US | Aug 23 · 9:30 PM

New nursing program in the South Valley is expected to start in 2023



... Kaweah Health is creating a new nursing program through Unitek Learning to help solve the nursing shortage.

Kaweah Health, Unitek

63.9M Reach

Positive •



WFMZ-TV · Unitek Learning Editorial | US | Jul 26 · 3:00 AM

Unitek Joins Forces with Kaweah Health to Expand Workforce Education



... 2023. At full complement, the Kaweah Health school of nursing powered by Unitek will graduate up to 50 Kaweah Health RNs a year. The college ...

Unitek, Kaweah Health, unitek

1.33M Reach 84 Duplicates

Positive O



KFSN-TV - ABC30 · Corin Hoggard Editorial | US | Nov 18 · 7:24 PM

Drastic shortage solution? Nursing education at Visalia hospital



... Kaweah Health for at least three years, so the hospital's investment stays local. "What's unique about what we're doing with Kaweah Health

Unitek, Kaweah Health, Keri Noeske

1.03M Reach

Positive •



Becker's Hospital Review · Cailey Glees Editorial | US | Sep 15 · 4:30 PM

4 schools launching nursing programs

Sept. 9. 4. Visalia, Calif.-based Kaweah Health is creating a new nursing program through Unitek Learning set to launch in 2023, ABC 30 ...

Kaweah Health, Unitek

930k Reach

Positive •



Becker's Hospital Review · Cailey Glees Editorial | US | Sep 22 · 10:15 AM

92 systems, colleges that launched nursing programs in 2022

Sept. 9. 4. Visalia, Calif.-based Kaweah Health is creating a new nursing program through Unitek Learning set to launch in 2023, ABC 30 ...

Kaweah Health, Unitek

930k Reach

Positive •



Visalia Times-Delta

Editorial | US | Nov 18 · 6:43 PM

Kaweah Health partners with Unitek Learning to enroll students to combat nursing shortage



... Kaweah Health is partnering with Unitek Learning to enroll its first cohort of students to combat the nursing shortage at the hospital.

Kaweah Health, Unitek, Keri Noeske

131k Reach

Positive •



Top Performing News Content – July 1, 2022 – Dec. 4, 2022



Becker's Hospital Review · Noah Schwa Editorial | US | Nov 17 · 9:38 AM

California hospital CEO writes open letter to governor following \$127M loss

... Gary Herbst, the CEO at Visalia, Cali.-based Kaweah Delta Health Care District, wrote an open letter to Gov. Gavin Newsom describing a "dire ...

hospital, Gary Herbst, CEO, Kaweah D... Show more

691k Reach

Negative O



Becker's Hospital Review · Molly Gamble Editorial | US | Nov 11 · 7:43 AM

California hospital CEO asks Newsom for financial aid

...," Gary Herbst, CEO of Kaweah Health, wrote in his open letter to the governor published Nov. 10 in the Visalia Times Delta . Kaweah Health ...

hospitals, Kaweah Health, Gary Herbst,... Show more

691k Reach 1 Engagement

Negative O



Visalia Times-Delta Editorial | US | Nov 10 · 4:30 PM

Kaweah Health CEO writes open letter to Newsom seeking financial help for struggling hospital

... of California. My name is Gary Herbst, and I am the Chief Executive Officer of the Kaweah Delta Health Care District ("Kaweah Health"), a ...

hospitals, hospital, Gar... Show more

131k Reach

Negative O



The Fresno Business Journal Editorial | US | Nov 29 · 8:20 AM

Local hospitals raise dire alarm

... to Gov. Gavin Newsom (see opinion page), CEO of Kaweah Health District Gary Herbst asks for financial assistance in light of layoffs and the ...

hospital, Kaweah Healt... Show more

41.8k Reach

Negative O



KSEE24 News @KSEE24 Twitter | US | Nov 16 · 10:47 PM

Visalia hospital wrote to Governor Gavin Newson and described the dire situation district hospitals like Kaweah Health are currently facing.

Governor, Kaweah Health

68.2k Reach 3 Social Engagement

Negative O



CBS47 @CBS47 Twitter | US | Nov 16 · 10:46 PM

Visalia hospital wrote to Governor Gavin Newson and described the dire situation district hospitals like Kaweah Health are currently facing.

Governor, Kaweah Health

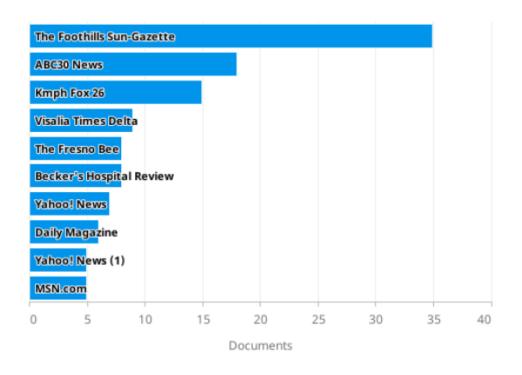
29.4k Reach 1 Social Engagement

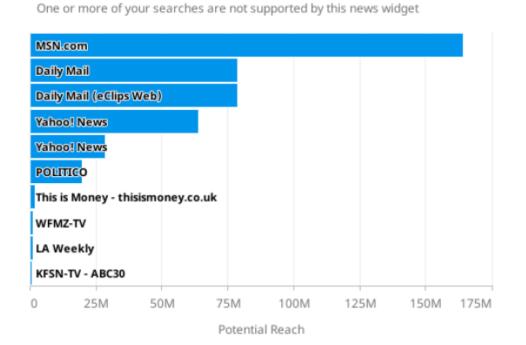
Negative O



Top Publications by Volume

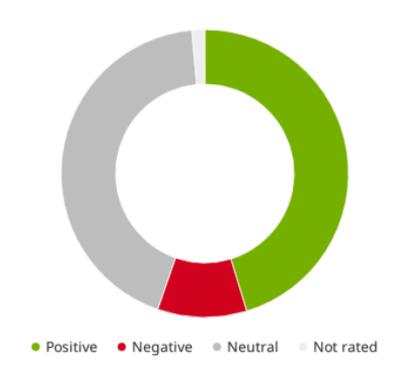
Top Publications by Reach

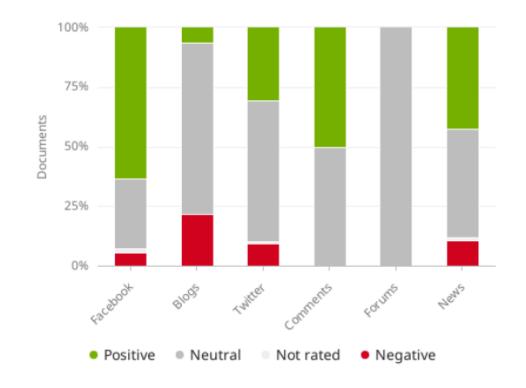




Sentiment Share of Voice

Sentiment by Source Type

















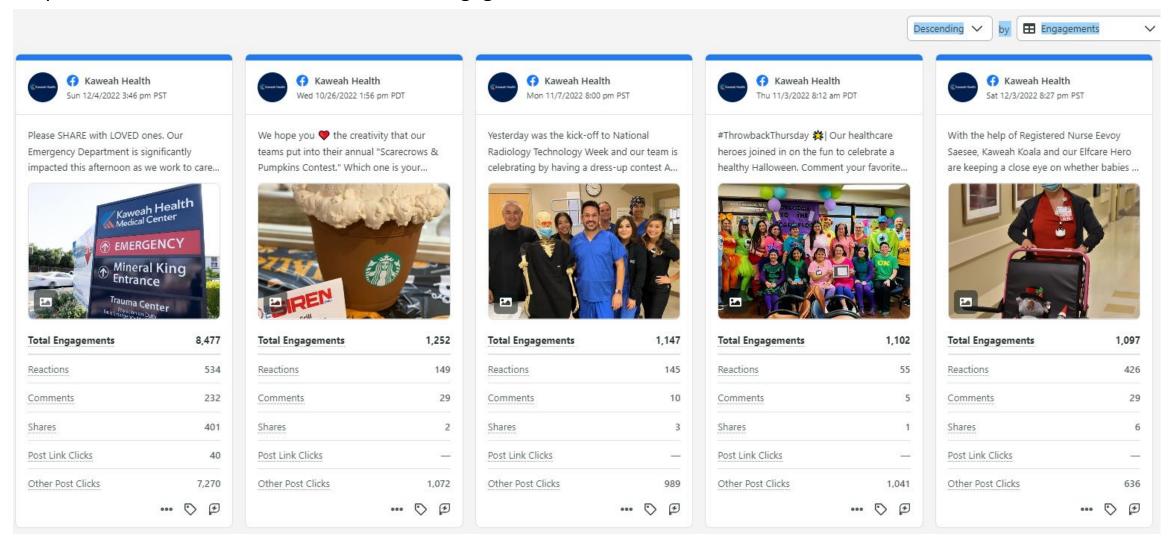




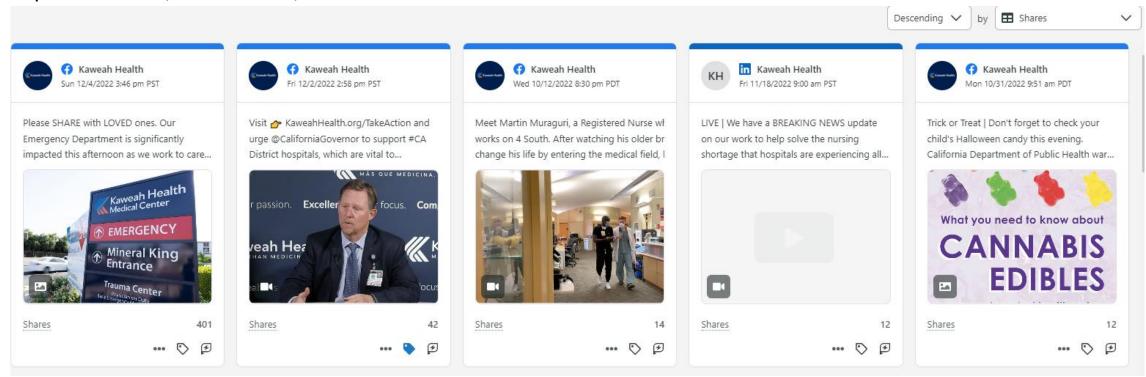
Competitor Performance, Oct. 5, 2022 – Dec. 4, 2022

Profile Audience Audience Audience Audience Audience Audience Audience Audience		Net Audience Growth \$	Published Posts \$	Public Engagements 🕏	Public Engagements per Post \$	% Audience Growth \$	Published Carousels \$	Published Videos \$	Published Photos \$	Published Links \$	Published Text \$	Reactions \$	Comments 🕏	Shares 🕏	
You	r Profiles Average	5,496.00	39.29	58.86	2,589.71	44.00	0.72%	16	15.86	34.57	5.00	0.40	2,294.14	182.43	158.40
Cor	npetitor Profiles Average	12,430.08	84.69	41.54	1,873.38	45.10	0.69%	11	5.62	28.46	4.88	0.38	1,750.92	58.69	103.63
1	Valley Children's	60,083	120	41	1,867	45.54	0.20%	N/A	9	32	0	0	1,349	85	433
2	(7) Kaweah Health	23,228	95	169	8,349	49.40	0.41%	N/A	47	106	16	0	6,733	884	732
3	o valleychildrens	21,197	229	25	9,025	361.00	1.09%	9	7	9	N/A	N/A	8,902	123	N/A
4	У @CareForKids	19,541	-121	51	387	7.59	-0.62%	N/A	4	34	11	2	303	9	75
5	? Community Region	14,434	-12	5	45	9.00	-0.08%	N/A	2	3	0	0	36	2	7
6	o adventisthealth	13,946	308	74	3,166	42.78	2.26%	12	27	35	N/A	N/A	3,083	83	N/A
7	3 Saint Agnes Medica	12,477	94	43	922	21.44	0.76%	N/A	0	42	1	0	722	114	86
8	🕜 Adventist Health in	6,837	40	76	2,071	27.25	0.59%	N/A	11	46	19	0	1,848	55	168
9	kaweahhealth	6,322	57	121	8,659	71.56	0.91%	30	34	57	N/A	N/A	8,421	238	N/A
10	Sierra View Medical	4,314	13	49	577	11.78	0.30%	N/A	0	42	7	0	420	97	60
11	(f) Kaweah Health Lif	3,490	5	20	197	9.85	0.14%	N/A	5	14	0	1	169	23	5
12	o saintagnesmedicalc	2,526	379	53	3,546	66.91	17.65%	10	1	42	N/A	N/A	3,412	134	N/A
13	o dignityhealthbakers	2,492	33	25	800	32.00	1.34%	10	10	5	N/A	N/A	785	15	N/A

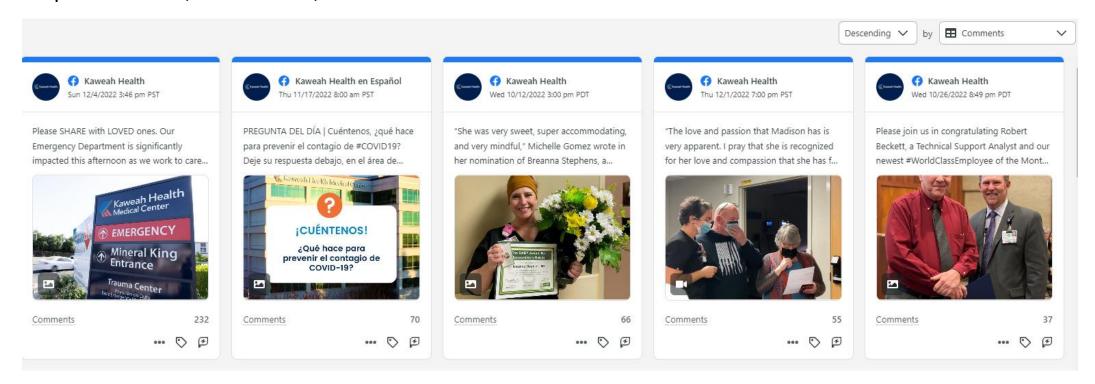
Top Posts Oct. 5, 2022-Dec. 4, 2022 – Post Engagements



Top Posts Oct. 5, 2022-Dec. 4, 2022 – SHARES

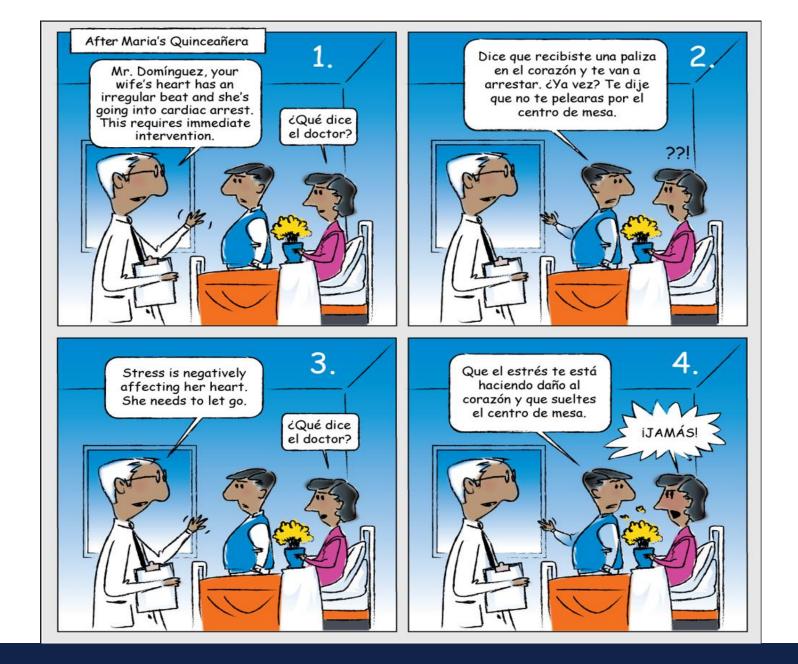


Top Posts Oct. 5, 2022-Dec. 4, 2022 – Comments



Kaweah Health en Español

eview your aggregate profile and page metrics	mont the reporting periodi						
Profile \$	<u>Audience</u>	Net Audience Growth ⊕	Published Posts 🕏	Impressions 🕏	Engagements ⊕	Engagement Rate (per Impression) ⊕	Video Views
Reporting Period	935	89	32	15,715	8,908	56.7%	4,072
Oct 5, 2022 – Dec 4, 2022	才 10.4%	才 2,866.7%	⅓ 13.5%	才 70.9%	▶ 810.8%	≯ 433.1%	才 400.2%
Compare to	847	3	37	9,198	978	10.6%	814
Aug 5, 2022 – Oct 4, 2022							
C Kaweah Health en Espa	935	89	32	15,715	8,908	56.7%	4,072













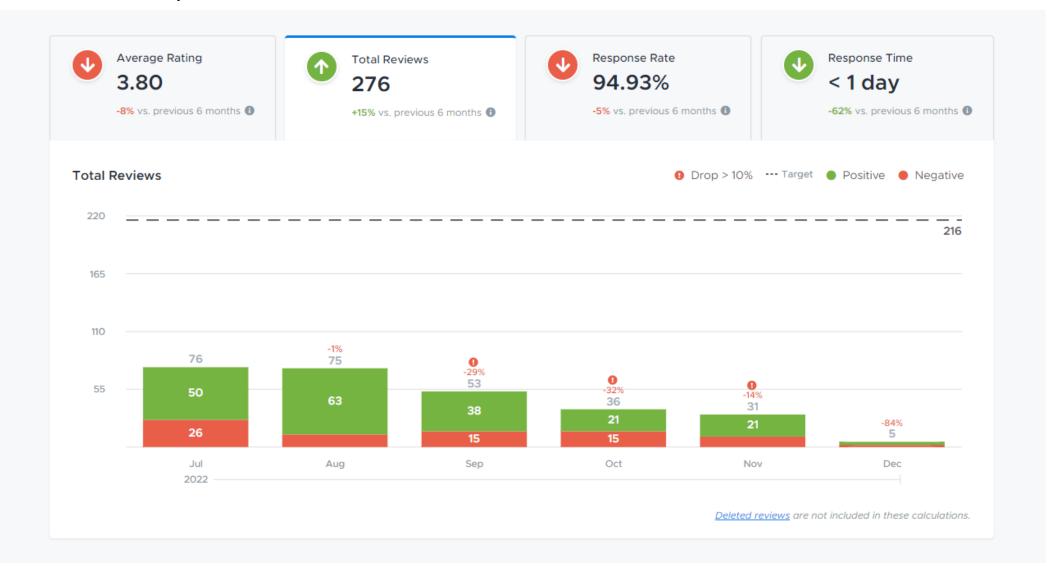




Average Rating - July 1, 2022-Dec. 5, 2022



Total Reviews - July 1, 2022-Dec. 5, 2022





Rating Info - July 1, 2022-Dec. 5, 2022

O DISTRIBUTIONS

Breakdown of ratings and review sources during the last 6 months

