

# MARKETING AND COMMUNICATIONS 2017



Warrior Strong — Wayne State University's new comprehensive marketing campaign — launched in October 2017, following a year of intense preparation and planning. Warrior Strong emerged as the overall theme during discussions and research conducted by the Office of Marketing and Communications. Our new campaign discusses who we are. The attributes of a Warrior — courage, tenacity, selflessness, success, drive — are virtues we aspire to on the field and in every classroom, research lab, stage and studio across campus. Together, we are Warrior Strong.







### **WARRIOR STRONG ROLLOUT**







Involving the Wayne State community in the initial expression of Warrior Strong proved to be an ideal way to demonstrate the depth and breadth of campus strength and resulted in immediate enthusiasm for the new logo and campaign. To develop the rollout, MAC gathered details about and images of more than 200 students, faculty, staff, alumni and university leaders (pictured below left), inspired along the way by their experiences, diversity and drive. We learned that inside every Warrior is a strength that pushes them past obstacles and toward success. It's a message that stands true throughout Wayne State's history and is central to our mission.





- Above: Hats, pins and other gear proved to be popular as the campaign rolled out across campus and into the community.
- Opposite (clockwise from top left): Covering shuttle buses with the new logo provided onthe-street awareness from day one. • Billboards on Woodward and throughout the community advertised the campaign in a big way. • Banners kept the campaign fresh on students' minds as they walked to and from class. • MAC invited the WSU community to add the Warrior Strong frame to their Facebook profile pics for the chance to be featured through the popular Photo of the Day. • Our unique architecture helped print ads make a splash in publications such as Crain's Detroit Business. • Commercials ran during high-profile sports events to spread the word in adrenaline-pumping fashion. • The new campaign had a powerful online presence befitting of its message.





















197

Outdoor billboards helped launch the campaign, demonstrating that Warrior Strong comes in all shapes and sizes, from Maggie Allesee Department of Dance students to Wayne State's record-breaking fencing team.







Academics also are featured prominently on outdoor billboards — research, where Wayne State shines brightest, and an image of the ultimate goal: a Wayne State diploma.



### **BRAND IDENTITY**







Replacing Wayne State's well-known logo was a bold move — one that's been immediately embraced by students, alumni and the campus community. A crisp, clean shield brandishing the familiar W wordlessly announces, "We are Warriors!" Combined with the new Warrior Strong slogan, this update to Wayne State's brand identity is a logical transition, and its launch across multiple disciplines perfectly aligns with our 2018 Sesquicentennial Celebration.





# WAYNE STATE UNIVERSITY



The university's name can be displayed with the new shield logo horizontally or vertically, offering campus communicators flexibility when designing messaging (above and opposite, top of page).

#### Identity guidelines

#### Primary mark



Building on the brand equity and pride around the Wayne State W, this logo presents an elevated option. Housed in a shield, the W reinforces the strength and determination of a Wayne State Warrior. Readability is improved by pulling the name of the institution out of the center of the logo. The type used for the Wayne State University artwork comes from an updated version of the institution's wordmark, giving a nod to our traditions while providing a more contemporary alternative.

The new graphic works well in small and large formats. This mark or one of its variations should be the first consideration when a Wayne State logo is used for external audiences.









Warrior wear with the new logo became a hot commodity as students, faculty, staff and alumni geared up to help spread the word. Meanwhile, the **wayne.edu** homepage left no doubt that change was underway.



### **DIGITAL AND WEB**







In 2017, Web Communications successfully re-envisioned wayne.edu to serve a stronger storytelling function in addition to continuing to deliver useful details about joining and participating in the Wayne State community. Because so many people make their initial connection with WSU online, MAC is committed to creating an easy-to-navigate, interesting and informative digital experience.



A national leader in health disparities research and advocacy, Wayne State University is committed to achieving health equity across diverse populations. Women's health continues to be paramount for our researchers, who are supporting women at every point in their lives - and impacting generations to come.

#### Caring for mothers and babies

Forward-thinking care for mothers and bables is crucial at Wayne State. After all, we're home to the National Institutes of Health's Periodology Research Branch. where our researchers constantly set the standard Here's how Warriors are making monumental moves in maternal-first advancements

#### New beginnings

mm xxxxx

cent) exceeds the national average of 9.6 percent, and pretern birth costs the nation more than \$26.

layine State is playing a critical role in reducing the infant mortality rate, notably through the adop of universal convical length screening by ultrasound and the use of progestorone in women identified as high-risk for premature birth.





Commencement took over the homepage in December, with a livestream from the Fox allowing far-flung friends and relatives the opportunity to be part of the excitement.







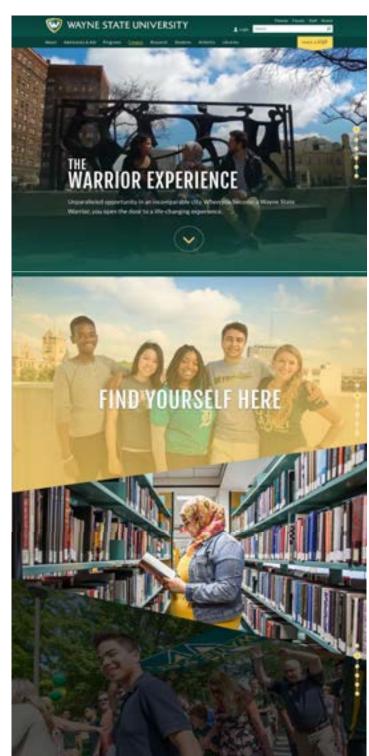






A rotating collection of brief articles on the same topic — called string stories internally — invites readers to learn about everything from health care to research to entrepreneurialism in short and snappy bites.





The new About WSU page on wayne.edu is an interactive, visually stimulating approach to communicating the university's key facts and points of pride. When users click each tile, a link pops up that will lead them to descriptive text — and additional photos — on that topic.

Vivid photos and descriptions of campus life paint a picture for prospective students that we hope will draw them to Midtown.



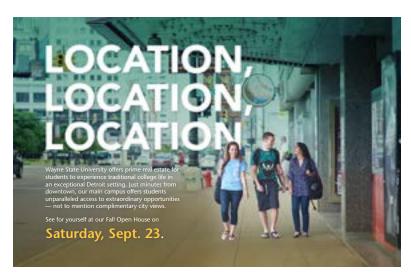
### **ENROLLMENT MANAGEMENT**

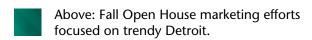


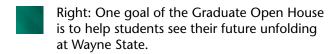


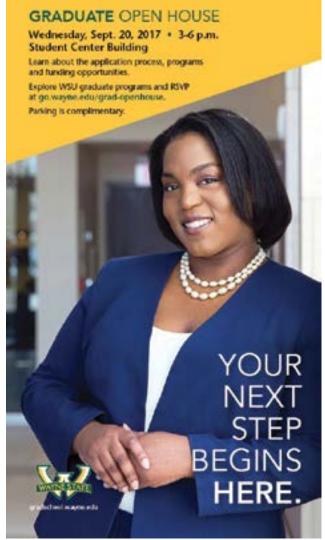


We continue to support the offices of Undergraduate Admissions, Graduate Admissions, School of Medicine M.D. Admissions and other key divisions to show prospective students how a Wayne State education can set them apart. From high schoolers getting started on their dreams to transfer and graduate students eager to take the next step, they look to us for key information. Print materials encourage students and families to explore Wayne State and guide them when they visit campus, while digital communications and ongoing enhancements to wayne.edu make sure students can access everything from applications to financial aid forms quickly and easily. Our collaborative efforts in this area have contributed to an increase in freshman enrollment for fall 2017 to 2,653 full-time students, as well as record-level School of Medicine applications.













The bold welcome package that a newly accepted student finds in their mailbox contains key details about becoming a Warrior — and delivers an undeniable sense of excitement.



### **SCHOOL AND COLLEGE SUPPORT**

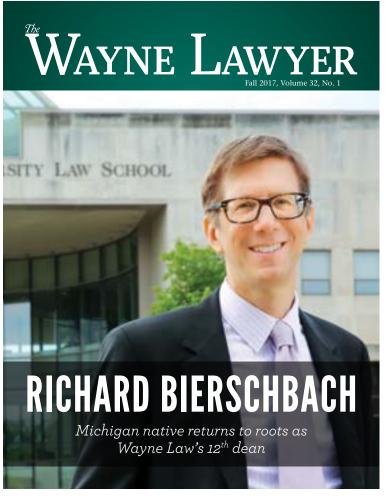






Robust relationships with Wayne State's 13 schools and colleges continue to result in useful communication projects that inform and enhance the student experience. From full-feature magazines produced by the College of Nursing (below) and Wayne Law (right) to targeted fliers offering details on everything from scholarships to program offerings — in addition to event support, email campaigns and spirit wear designs — MAC is proud to support the areas that most directly affect WSU students.









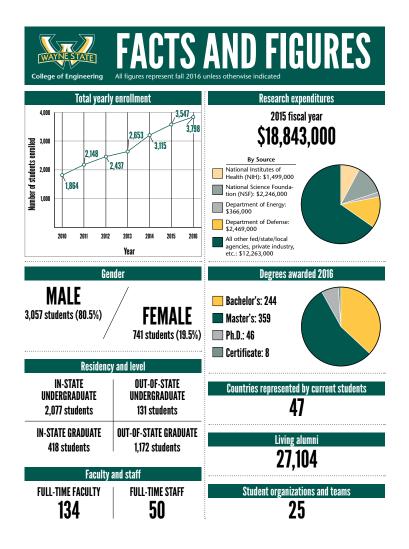


Master's in ACCOUNTING

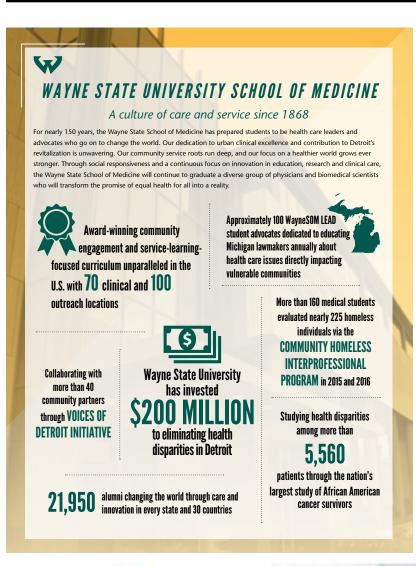








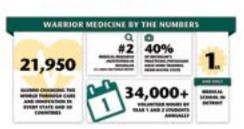
MAC supports Wayne State's 13 schools and colleges with a range of design services, including logos, greeting cards and fact sheets for the College of Engineering and information panels for the School of Medicine. Working together with that school's enrollment management team, a targeted approach to out-of-state recruitment helped result in the School of Medicine seeing a record-breaking application cycle in 2017, with 8,000-plus applications — more than double the previous cycle.

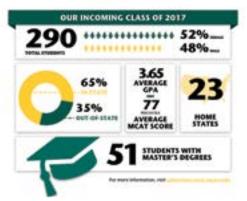


















### **WARRIOR SPIRIT WEAR**







An ongoing partnership with Learfield Licensing Partners is expanding Wayne State's reach in stores across the state and adding greater variety to WSU-branded merchandise both on and off campus. In addition to more ways than ever to show Warrior pride, our new licensing process benefits student organizations and other campus groups looking to produce their own high-quality, officially licensed products.













With WSU gear available everywhere from Rally House to Meijer stores — as well as right on campus at the WSU Bookstore — Warriors can show their green-and-gold pride in a range of styles and price points. Campus Den expanded the number of stores carrying Warrior wear (shown above), helping WSU realize a record-breaking year in licensing. Meanwhile, events such as Wayne State Night at Comerica Park (top left) help drive team spirit across the D.

### PRESIDENTIAL COMMUNICATIONS







As President M. Roy Wilson continues to embrace and engage with the campus community and the world beyond Midtown, MAC is proud to lend its support. Through speeches, written correspondence, videos and more, we help President Wilson connect with everyone from prospective students to prominent partners. Targeted efforts in the second half of 2017 revolved around two presidential passion projects: the Road Warrior Tour and the Baroudeur. Turn the page for details about these standout cycling events.

#### WARRIOR STRONG

A cross-campus collection of accomplishments and ambitions





What makes us Warrior Strong? That answer evolves with every achievement. Here are a few examples of the power that prevails today.



### The Ilitch family's \$40 MILLION

investment in the Mike Ilitch School of Business was the largest in the history of WSU and one of the top 10 gifts ever to a U.S. public business school. Wayne State's College of Education serves as a model for urban instruction through initiatives like **TeachDETROIT**, **Dream Keepers** and the **Morris Hood Scholars**, all of which ensure that children in Detroit have access to certified teachers.

WSU Law School Professor Laura Bartell was recently appointed by Chief Justice John Roberts as associate reporter of the Judicial Conference Advisory Committee on Rules of Bankruptcy Procedure. Bartell is one of 50 expert Wayne Law faculty teaching more than 175 courses and seminars each year.

90%

of WSU College of Engineering students complete a co-op or internship prior to graduation.

Wayne State journalism graduate Sarah Ryley won a 2017 Pulitzer Prize for an in-depth investigative serie for the New York Daily News about unfair evictions. The reporting ultimately led to the passage of 13 laws intended to protect poor minorities.

Wayne State is a partner with Michigan State University and the University of Michigan in the University Research Corridor, helping create a vibrant state economy. The URC was responsible for a \$16 BILLION economic impact in 2016.



WSU's physician assistant program continues to be ranked No. 1 in Michigan, with more than 700 APPLICANTS

With annual research expenditures of more than \$221 MILLION,
Wayne State is home to the Perinatology Research Branch — the only
NIH branch in the country dedicated to the study of infant mortality
and premature birth

Wayne State was one of three institutions named as a finalist in 2016 and 2017 for the Association of American Medical Colleges' Spencer Foreman Award for Outstanding Community Service.

WSU's School of Social Work and College of Nursing received a \$1.8 MILLION grant to increase Southeast Michigan's

to increase Southeast Michigan's mental health workforce, improving services for residents and strengthening the ongoing commitment to urban health.



WSU was one of 15 institutions selected by the Council of Graduate Schools to participate in an effort to gather and use data about the careers of STEM and humanities Ph.D. students and alumni.



Thanks to a

#### \$1.85 MILLION

of Health, WSU School of Medicine Associate Professor of Microbiology, Immunology and Biochemistry Jeffrey Withey, Ph.D., is helping open the door to antibiotic treatments that reduce the global threat of cholera, which kills over 100,000 people per year.

A four-year Nursing Workforce Diversity grant of

\$1.8 MILLION supports WSU freshmen from disadvantaged backgrounds.

Because professionals from diverse backgrounds often choose to practice in underserved areas, programs like this help improve health care access in urban communities.

wayne.edu



In an ongoing effort to increase the university's stature, the president has begun mailing a comprehensive letter and fact sheet to his contemporaries across the country, keeping them informed on Wayne State's victories in research, academics and community involvement.



Office of the President

4200 Faculty/Administration Building 656 West Kirby Detroit, MI 48202 313-577-2230

<First\_name> <Last\_name> <Street\_Line1><Street\_Line2> <City><State><Zip>

Dear <First\_name>,

As president of Wayne State University, I enjoy speaking with our students about their campus experiences. During these talks, I often ask what they appreciate most about our institution. One answer I hear receatedly is the diversity of our campus.

I'm glad that our students understand the benefit of being part of Michigan's most diverse public university. As the son of an African American father and a Japanese mother, I have had to overcome some of the same challenges our students face as they navigate a multicultural society. Through my experiences, I have come to understand how much we gain from living, learning and working alongside people from all backgrounds.

In today's contentious climate, it is essential to hear and understand different, often marginalized views, and to ensure that every member of our campus community feels that their voice matters. This is not limited to race. Our universities must welcome and include people of all cultures, beliefs, ideologies, sexual orientations and economic classes. This is crucial to providing quality educational opportunities and igniting the sparks that drive change.

Recently, at the annual meeting of the Association of American Medical Colleges and at a National Academy of Sciences workshop, I had the opportunity to speak about the alarmingly low number of African American males in medicine and science today. Despite many advancements in the field over the last few decades, the number of black men applying for medical school has not surpassed the level it was at 40 years ago. No other major demographic group has experienced this lack of progress in the field. This is particularly concerning since we know that diversity and inclusion are drivers of excellence in medical school and in the greater medical community. And without the participation of black men, it's hard to imagine accelerating advancements in health disparities research.

Despite our urban Detroit location, Wayne State is not immune to this challenge. In 2014, our School of Medicine had only seven minority students enroll — the lowest number in its history. We realized that this crisis needed to be addressed and began an aggressive campaign to counter the decline. The School of Medicine made significant changes to its admissions procedures, leading to major improvements. By 2016, the number of minority students enrolling in the School of Medicine had increased to 61, and we enrolled 62 minority students this year. This is an amazing turnaround but there is much to do.



### **CAMPUS ENGAGEMENT ACTIVITIES**

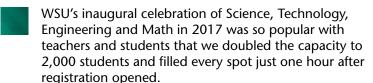






Encouraging people to experience Wayne State in person is an ongoing goal, because once prospective students step foot on campus, they can easily see themselves growing Warrior Strong here. MAC supports major campus events such as the Sesquicentennial Celebration kickoff with project management and materials. We also coordinate events on and around campus to engage all ages — from elementary students to retired alumni — in unique and enticing ways.





### Wayne State STEM Day

March 13, 2018 9 a.m.-1 p.m. Join us on campus for STEM Day, where sixth- through ninthgrade students will enjoy interactive sessions in various areas of STEM study, including:

Geology

Medicine

Nursing Nutrition and Food Science

Mathematics

Mechanical Engineering

Anthropology

Astronomy Biology

Chemical Engineering

Chemistry

Communication Sciences and Disorders

Criminal Justice Education (Teaching STEM)

Electrical Engineering

Physics Political Science Psychology

A complimentary lunch will be provided at noon and campus tours will be available before and after the event. STEM Day is free but space is limited. Register by March 1 at wayne.edu/stemday.

Science

Technology

Engineering

Math



AP Day is a massively popular event with local high school students — and an excellent way to get them on campus for a good look around as they begin to apply for college. MAC's marketing team serves as project lead on this and STEM Day, orchestrating everything from faculty recruitment to volunteer logistics.







The three-city, four-day Road Warrior Tour (right) gave President Wilson the chance to engage with Michiganders beyond metro Detroit over the course of 427 biked miles.



The annual Baroudeur cycling event in August (below) gave hundreds of riders the opportunity to explore the Motor City and beyond on two wheels while helping raise funds for WSU's HIGH Program.





















Through events such as Wayne State Insiders and Knowledge on Tap, the MAC team interacts with a broad audience across campus and beyond to open WSU's doors and educate in a playful way. These events also serve to highlight our standout faculty — one of WSU's greatest marketing advantages.



### **VIDEO CONTENT**







From on-the-spot coverage of live events to academic deep dives, University Television works with clients across campus to develop high-end video projects. Whether the team is livestreaming or creating unique films, the goal is to educate and engage. In addition to sharing videos with the world on YouTube, MAC emails videos to key audiences such as prospective students when created as part of a comprehensive campaign.







Clockwise from top: WSU took advantage of the buzz surrounding the release of *The Last Jedi* by promoting Star Wars-themed Warrior wear in the WSU Bookstore. • In a meeting of the mascots, W palled around with Paws during Wayne State Night at Comerica Park last September. • Provost Keith Whitfield prepared to represent Wayne State's commitment to the Motor City and our world-class College of Engineering programs at the Woodward Dream Cruise by taking a preview spin on campus.





UTV is in the process of editing what will eventually be dozens of short videos featuring WSU family members to create a mosaic on the Sesquicentennial website and engage the campus community in the celebration. #myWSUstory





Capturing the excitement and pride in the room at the School of Medicine White Coat Ceremony is an honor and privilege.







 $\label{thm:wayne State students speak passionately about what makes them Warrior Strong.$ 





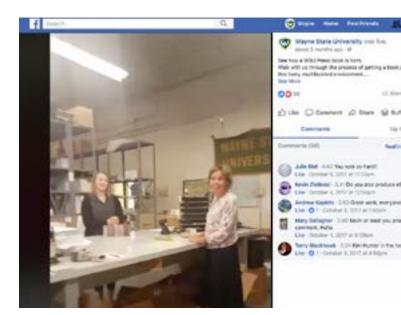
### **SOCIAL MEDIA**

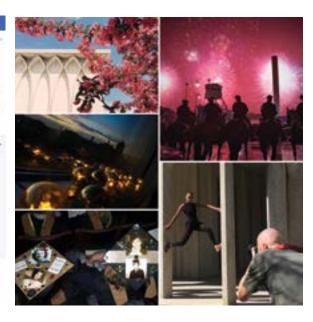


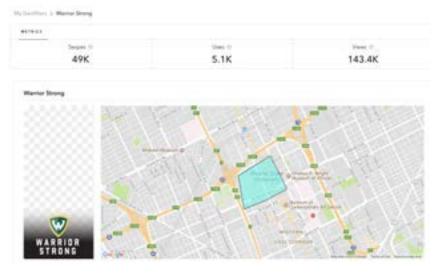


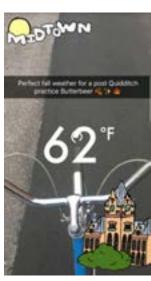


We continue to leverage today's most popular tools to tell the WSU story across social media. Platforms such as Facebook, Twitter, Snapchat and Instagram allow us to share photos of campus, communicate important information, post WSU news and connect with our followers in engaging and inventive ways.









Clockwise from top left: Facebook Live events such as tours of the WSU Press give viewers a behind-the-scenes look at Wayne State. • More students and other members of the WSU community engaged with Photo of the Day than ever before, with nearly 900 pictures submitted by more than 450 people. • Our Snapchat account is managed by a student assistant for an authentic voice. • Geofilters allow users to display their Warrior pride when posting pictures taken on and around campus.

### **SESQUICENTENNIAL CELEBRATION**







As Wayne State geared up to celebrate its 150th anniversary, preparations began to commemorate this momentous occasion through a range of unique, fun events, activities and messaging. Over the next several months, MAC looks forward to sharing WSU history through storytelling and commemoration on campus, in Detroit and beyond. Visit the site MAC created for details: 150.wayne.edu.







150 YEARS IN THE HEART OF DETROIT





Wayne State University's story began in 1866 with the hunding of the Derroit Medical College, which has since transferred into our School of Medicine — an internationallyrenowned school that has contributed to landmark medical achievements like the world's finit successful open-heart surgery.

- 150 years in the heart of Detroit ----

Today, with 13 schools and colleges, Wayne State continues to set the standard as a premier, public arban research university. We hope you will join us as we honor 150 years. of academic and research excellence during our sesquicontennial calebration.







### **CONSULTATION AND COORDINATION**







Because MAC is managed and staffed by seasoned professionals who work as a cohesive team across all media to raise the stature of the university, campus units often look to us for project management, consultation and support. Some major initiatives that MAC helped orchestrate in 2017 included the ramp-up to this year's important campus climate study (left) and the inaugural Spirit of Community awards (far right) to recognize Warriors who excel in service beyond campus.





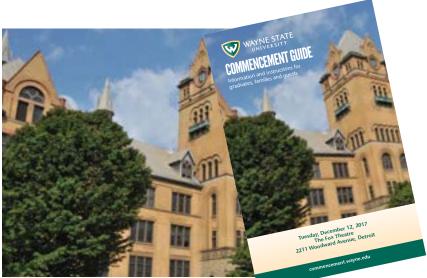
Wednesday, April 12, 2017 8 a.m.-5 p.m. WSU Student Center Building





Thursday, March 23, 2017 McGregor Memorial Conference Center





**DECEMBER 2017 COMMENCEMENT**Tuesday, December 12

W

WAYNE STATE





### **WSU IN THE NEWS**

Numerous media outlets around the globe ran stories in 2017 mentioning Wayne State. In fact, the university was mentioned nearly 2,000 times in newspapers, magazines, television, radio and news websites, translating into an average of six stories daily.

The Communications office is the primary liaison between WSU and the news media, offering rapid response to issues and inquiries while collaborating with groups across campus to identify, develop and distribute stories that support Wayne State's mission. Last year, there were more than 900 major stories focusing primarily or exclusively on WSU — an increase of 6 percent from 2016. Over the last five years, there has been a 28 percent increase, often pitched or facilitated by MAC.

Two new initiatives are proving beneficial: The Conversation is a not-for-profit media outlet for articles written collaboratively by university faculty members and editors, with the goal of conveying expert information in layman's terms. Since WSU began participating in summer 2017, our faculty members have published more than a dozen articles that have been read more than 355,000 times across the globe.

Meanwhile, the Op-Ed Project works to diversify the voices sharing ideas in the media. In November, MAC partnered with the Office of the Provost to host a "Write to Change the World" seminar for 20 faculty members, several of whom have gone on to publish their first op-eds in media outlets such as the Detroit News and The Chronicle of Higher Education.

#### The Washington Post, 6/26

Homeless college students a growing concern on campuses

#### The Washington Post, 11/3

Preventing sexual harassment needs to start in early childhood

#### The Chronicle of Higher Education, 12/31

How to market a college in a troubled locale

Detroit News, 11/30; Crain's Detroit Business, CBS Detroit, Detroit Free Press, New Jersey Herald, WWJ-AM, 12/1; Philanthropy News Digest, 12/3; Bloomberg, The Daily Telescope (Los Angeles), 12/4

Philanthropist commits \$10 million toward Wayne State scholarship program

Crain's Detroit Business, Big Spring Herald (Big Spring, Texas), News Channel 10 (Amarillo, Texas), WDAM (Moselle, Mississippi), WALB 10 (Albany, Georgia), KHQ 6 (Spokane, Washington), KXXV (Waco, Texas), KOTV (Tulsa, Oklahoma), KUSI (San Diego), WMBF (Myrtle Beach, South Carolina), 12/5

Wayne State to eliminate out-of-state tuition costs for some students

Los Angeles Times, Crain's Detroit Business, CBS Detroit, WWMT-TV (Kalamazoo), WPRI-TV (Rhode Island), 12/2 Wayne State finalizes 40-year, \$1.4 billion student housing partnership

Michigan Chronicle, 10/25; Crain's Detroit Business, 11/1; WDET-FM, 11/3; Xconomy, Automation Alley, 11/6; Bridge, WWJ-AM, 11/9; Crain's Detroit Business, 11/14; Traverse City Record-Eagle, 11/15

Wayne State launches Innovation Hub to speed entrepreneurial growth

Detroit Free Press, Crain's Detroit Business, Detroit Metro Times, Markets Insider, KMOV-TV (St. Louis), KAVU-TV (Victoria, Texas), 10/17

Wayne State taps Warrior Strong mindset in new marketing campaign

#### The Peninsula, 8/8

State commits \$14.75 million to proposed Wayne State University STEM center

#### WJBK Fox 2, 7/24

New Billy Joel biography documents songs and culture

MITechnews, Science Magazine, Daily Times Herald (West Point, Mississippi), dbusiness, Crain's Detroit Business, 48 WAFF-TV (Huntsville, Ala.), 5/2

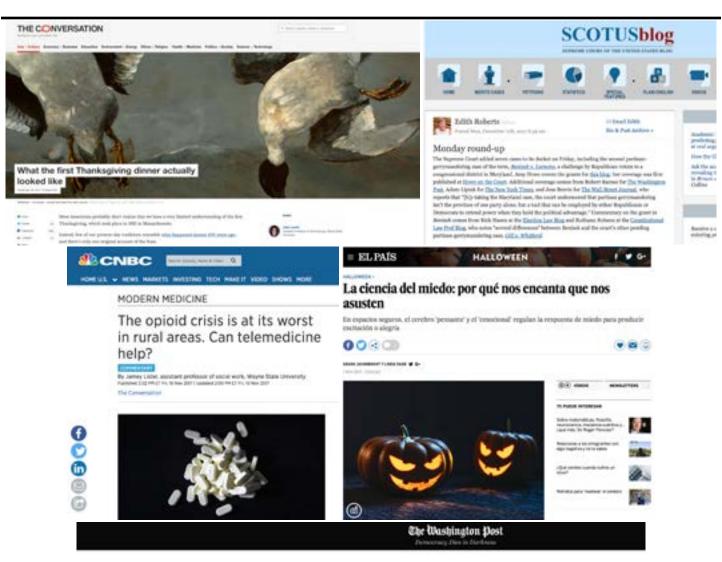
Wayne State receives \$7.5 million NIH renewal for environmental center

#### Life Science Daily, 4/26

Research team creates multidimensional brain map

#### WWJ-AM, 6/8

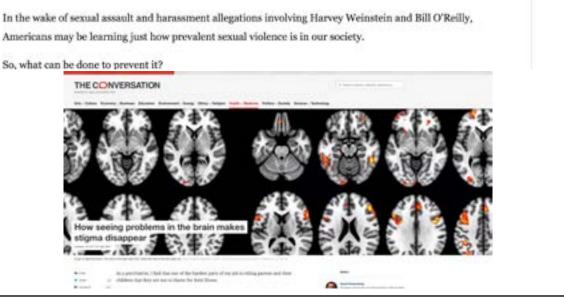
Wayne State University receives \$3.05 million NIH award to improve diabetes care in youth



Health & Science

By Poco Kernsmith, Joanne Smith-Darden and Megan Hicks

## Preventing sexual harassment needs to start in early childhood





#### **Wayne State University Board of Governors**

Sandra Hughes O'Brien, *chair*, David A. Nicholson, *vice chair*, Michael Busuito, Diane L. Dunaskiss, Mark Gaffney, Marilyn Kelly, Dana Thompson, Kim Trent, M. Roy Wilson, *ex officio*