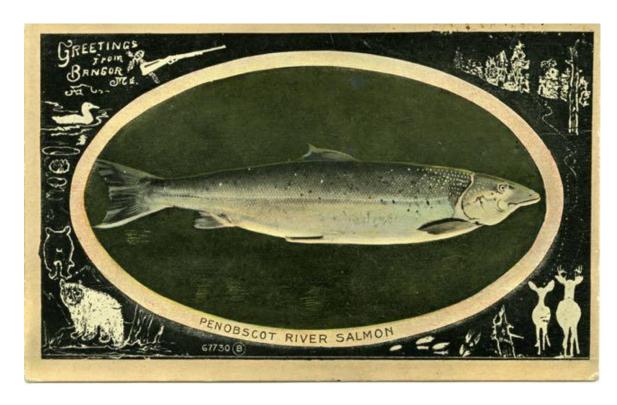
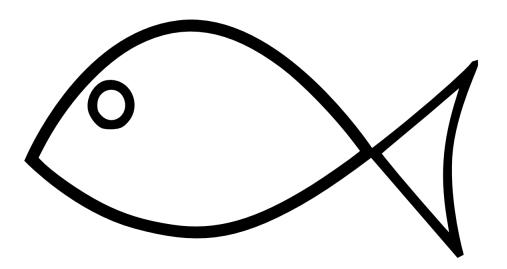
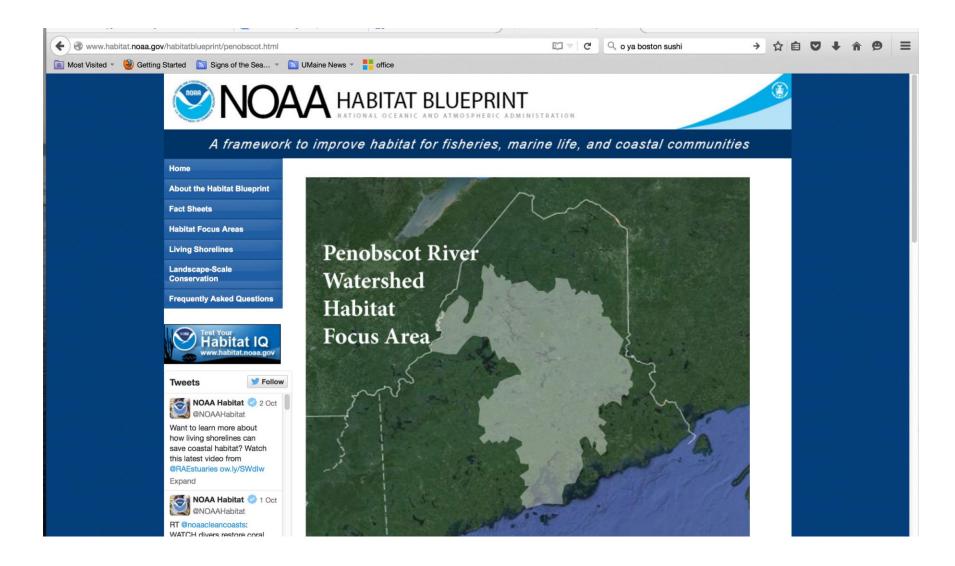
Framing Fish



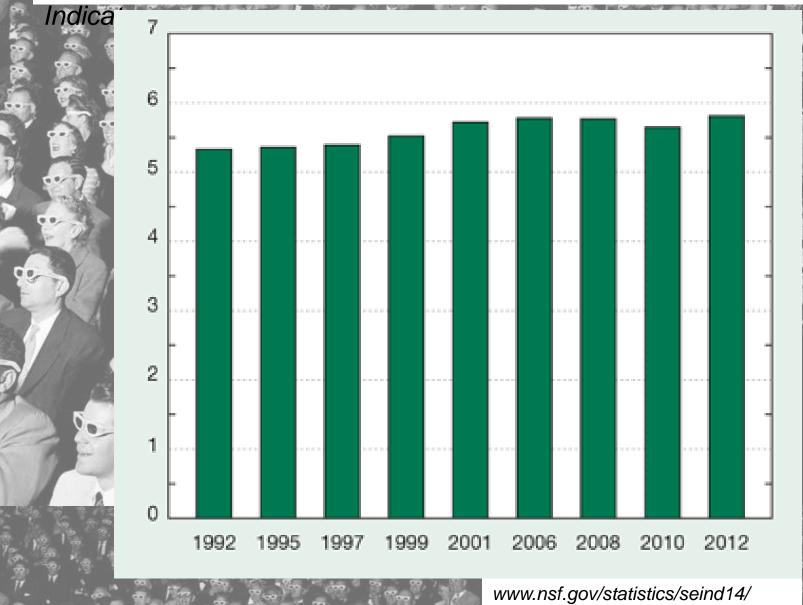
Catherine Schmitt
Communications Director
Maine Sea Grant College Program at the University of Maine
Orono, ME 04469



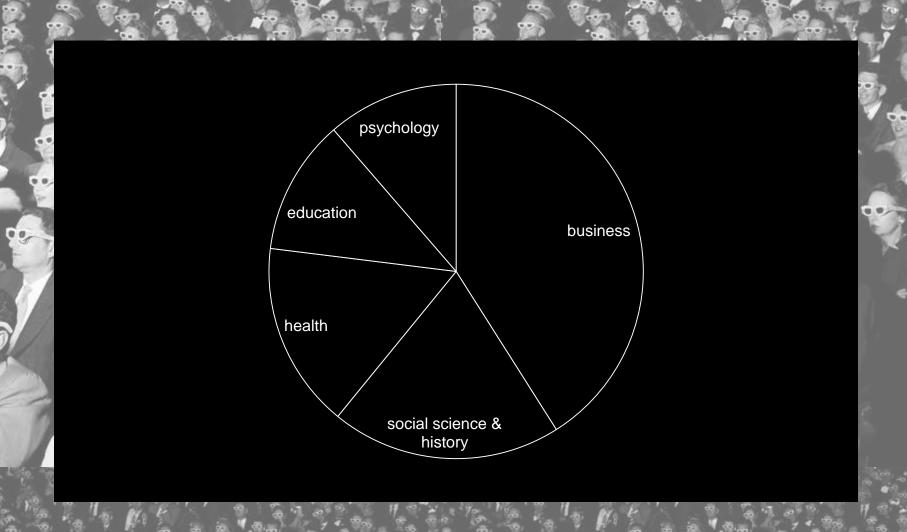


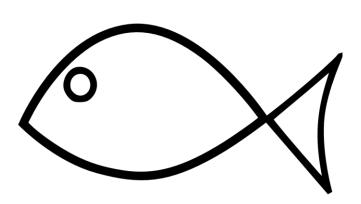


Mean number of correct answers to questions asked by National Science Foundation as part of biennial *Science and Engineering*

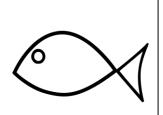


Bachelor's Degrees, 2010-2011









Filters / Mental Shortcuts / Heuristics Frames /

Knowledge

Belief

Values

Feelings

Family views

Friend opinions

Experience

Identity



Talk about ?

Sources of information about audience:

University social science research (Mueller 2011; Noblet 2014; Urioste-Stone 2014)

NOAA survey of dam owners

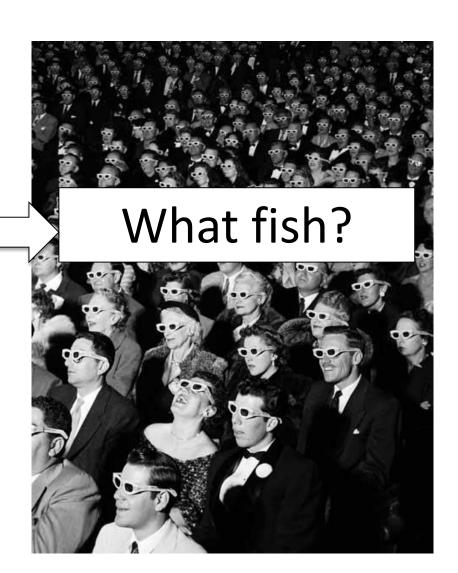
NGO-sponsored survey of residents

NGO-sponsored political campaign polls

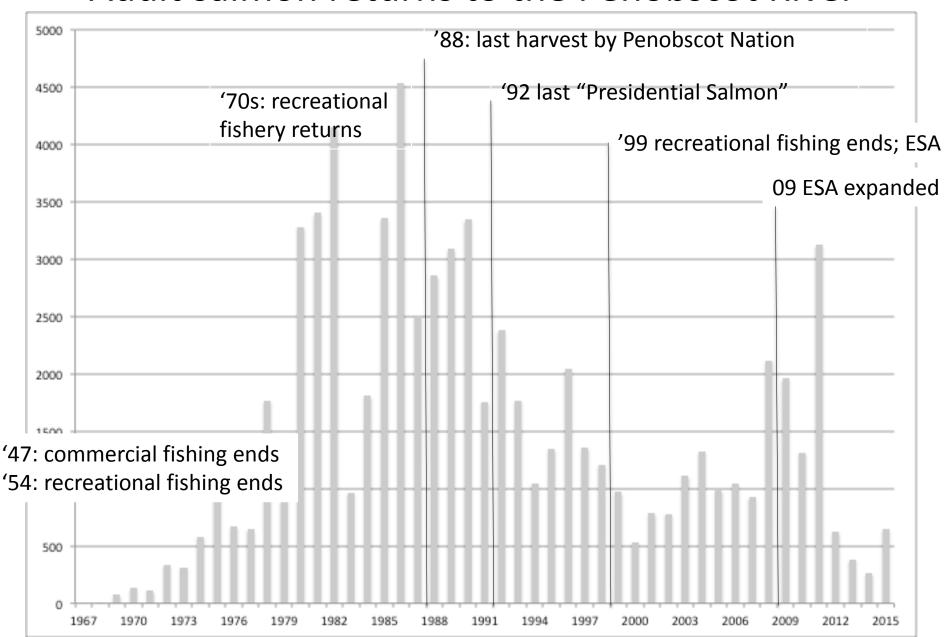
How do I gain support for salmon?



Talk about fish.



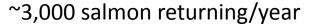
Adult salmon returns to the Penobscot River



Shifting baselines

1980s ______ 2010s







<1,000 salmon returning/year

Shifting baselines

1980s _______ 2000s

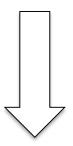




"active" engagement with salmon river

"passive" experience of nature

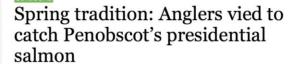
How do I gain support for salmon?



Talk about ____.















Talk about heritage.

"The dam is not going to last forever. It's not permanent. Eventually Mother Nature will take the dams over. Let's not wait until that point. There may be a better way to memorialize the mills and preserve the historic integrity of the sites."



- Andy Goode, Atlantic Salmon Federation

Talk about "the economy."

"Dam removal will provide numerous community benefits including paddling and fishing."

- Penobscot River Restoration Trust



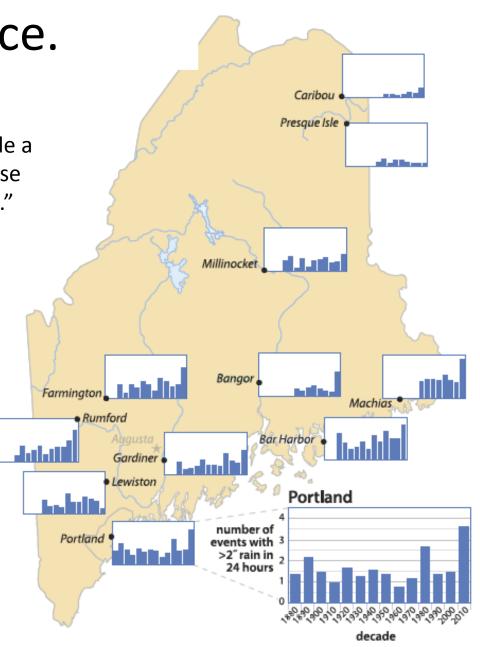
Talk about resilience.

"Making improvements to culverts that can reduce flood risk, can reduce costs, and provide a host of environmental benefits just makes sense especially in response to our changing climate."

- Alison Bowden, The Nature

Conservancy





Talk about clean water and birds.

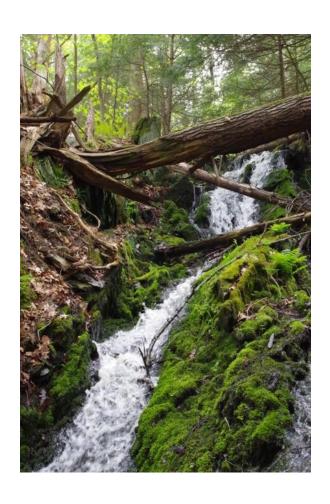


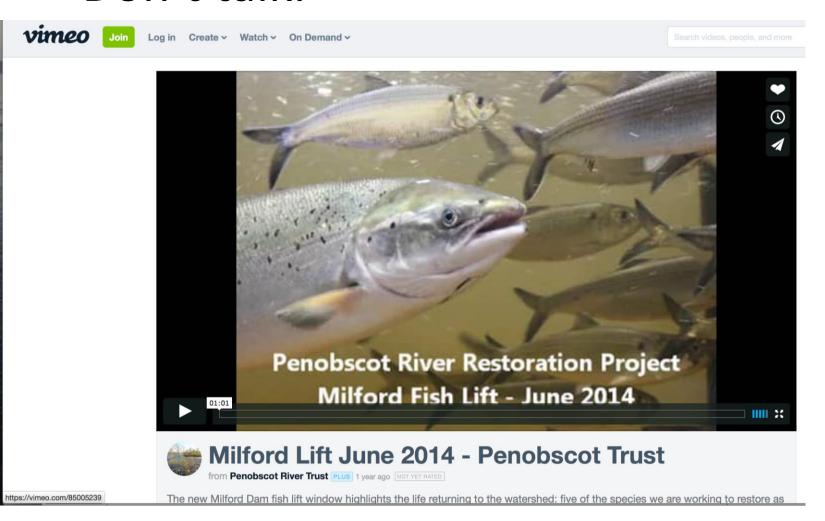


Photo by C. Daigle

Talk about America.



Don't talk.



Show, don't tell.





Talk about people.







Thank you.

