

HIGH SCHOOL OF COMPANY OF COMPANY

Edge Year End Summary 2022/2023

Enrollment Marketing Activities & Results

Prepared for Edge

Agenda

Executive Summary Messaging & Content Online Presence Website Updates Paid Media Campaign Results **Google Business Profile Results** Google Web Traffic (SEO + SEM) Results Ground Game

Executive Summary

Goal

- Increase awareness and lead generation to drive enrollment for Edge
- For CSC and Edge to work in partnership with a goal of increasing net enrollment by 12% (~20 students), from a baseline of 155 ADM to 175 ADM
- We reached ~167 total enrolled students and increased ADM to ~157, less than the goal of 155 + 15 ADM.

Deliverables

- Execute a paid Digital Marketing Campaign: Facebook and Google
- Build and execute an Awareness Campaign: SEO, Google Business Profile, Social Media, Print Assets, Digital Assets
- Tell the Edge Story: Blogs, Social Media, Website, Video, Marketing Collateral

Results

- Increased brand awareness as evidence by generating over 1MM impressions with digital campaign and over 5MM impressions with bus campaign
- Keyword results in first 10 positions in organic searches
- Social Media managed with consistently increasing engagement
- Generated enrollment leads through paid media and boosting activities
- Created assets for use by Edge (flyer, referral postcard, banner, attendance posters, tshirts, stickers)

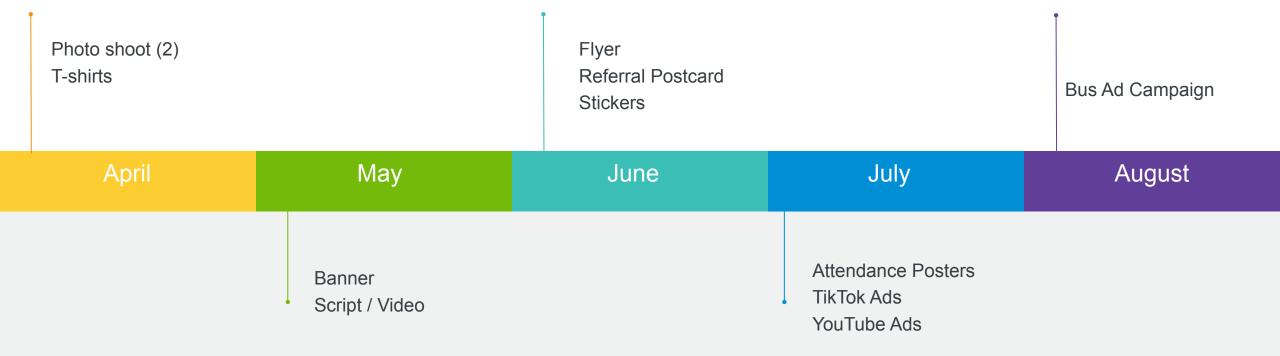
OUR PARTNERSHIP: FUNNEL OVERVIEW

	Awareness	Engagement	Conversion	Retention	The Marketing F
CSC	 Story Arcs Paid Media Social Media (enrollment) SEO Content Calendar Flyers Postcards 	 Blogs Social Media Swag Online interest form Website Updates for Enrollment Online Enrollment Form 	 Event Promotion Social Media 		Awareness
School	 Social Media (school) Profiles Photos / Content Prompt feedback to CSC team 	 Social Media (school) Open Houses/Social Event (6) Meet the Staff Events Mobilize Current Parents Registrations 	 Registrations Accept, Complete Applications New Student Orientation Social Media Teacher Events Meet the Staff Events Mobilize Current Parents 	 Ongoing Parent Emails / Notes from Teachers Ongoing Meet the Principal Events School Satisfaction Surveys Great School Experience 	Engagement Conversion

Funnel

ITION

Our Partnership: 2022 Timeline



Messaging & Content Amplifying your voice

- Story Arcs
- Blogs
- "Why" Flyer & Messaging
- Referral Postcard
- Video Script

Our History of Building the Future

- We are the oldest, most well-established charter school in Tucson.
- We have helped thousands of students find their futures with our alternative school approaches to credit recovery, flexible schedules and respect for each individual student's tremendously adverse challenges.
- Edge is an acronym for **Educational Group Effort**; our unique, intentional approach to education is built on partnerships.
- We partner with community agencies and businesses to offer electives and career profiles for our students to explore.

Creating Their Place in the World

- We cultivate trust and rapport with our students so they can establish and grow into their own personal goals. Graduation!
- We support our students as they navigate their lives. We help them process, cope with challenges, and where appropriate connect with outside resources, including free counseling and a 24-7 helpline.
- We are an alternative school community. We reject stigma, instill coping skills and foster inclusivity. We are helping students connect to JOY in the classroom, and in their learning through events like Design Days, Day of Service.
- Students have a voice within our school a voice that is listened to and respected.

Success for Every Student, Every Day

- Our highly qualified teachers individualize education and adapt to diverse learning styles. They're caring and dedicated, too.
- We use a mastery-based learning approach and our students thrive in this model, earning both credits and confidence.
- Our alternative school approach addresses deficiencies, enables a supportive 1:1 environment and elevates student development. We believe in these kids, when it seems no one else does.
- We recognize obstacles as necessary parts of high school growth and celebrate the individual in every Edge student. Our students are not alone.

Story Arcs

Blogs

Telling your story

- 1. Top 10 Reasons to Choose Edge
- 2. Building Emotional Intelligence
- 3. We Appreciate our Teachers
- 4. Ever Wonder?
- 5. Supporting All Learners
- 6. Teaching Life Skills
- 7. Connecting to Joy: Design / Field Days
- 8. Summer School: Fast Track to Graduation
- 9. Credit Recovery We Can Help
- 10. Be You.
- 11. Wednesdays Your Way
- 12. Thank You for Making a Difference (Greg Hart)
- 13. Welcoming New Leadership
- 14. We're Different
- 15. Your Voice Matters
- 16. Art Spoken Here
- 17. Take Charge!
- 18. Careers Start Here
- 19. Life After Edge
- 20. Unconventional? Us too!
- 21. Join a Club
- 22. Taava is Here for You!

- 23. Give Back and Grow
- 24. Tools You Can Use
- 25. Field Trips Get us Out There
- 26. Matthew King Found his Voice at Edge
- 27. 4 Ways to Set an Intention for 2023
- 28. Boys Matter
- 29. From Staff to Board: Meet Reggie Laister



Activated and/or Managed Facebook, Instagram, TikTok & YouTube



86 Social Media Posts

Online Presence



Enrollment Marketing Post



Feeling alone? Join us! Edge welcomes all students with supportive, caring teachers and the resources you need to succeed. Enroll anytime. https://edgehighschool.org/now-enrolling/



Activity Post

edgehighschool · Follow

edgehighschool Hey Edge students! Refer one friend and triple your chances of winning Disneyland tix!



Community Post

Edge High School November 23, 2022 · 🚱

...

y November, Edge students give back to their community, make friends and learn new skills that could lead to future ortunities! Read our blog to find out more about this year's Day ervice. https://edgehighschool.org/give-back-and-grow

tia's Farm, Tucson Village Farm, SAAVI Services for the Blind, Ministries, Iskashitaa Refugee Network, Care Tucson



Social Media Brand Building Facebook / Instagram

Website Updates & Results

- Updated Landing Page
- Added Testimonials Page
- Updated Donation Page and Donate Button

The Edge website was solid and only needed some refining to accurately represent the school and engage visitors.

Website Updates Before & After

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Credits off-track*				
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Enroll Today!

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- · High-quality parameters to ochers and observation
- · Heatrie morning or attention class acheetules
- · Small classes and inclusive, complection community
- · counseling and bit apport

Want to Learn More?

Complete our quick into request form and we'll reach out to share more intomation. 1000

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Graduate Your Way - On Your Timeline.

We Help Students Meet Their Graduation

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	Emoil*	
	Phone	
	САРТСНА	
I'm not a robot		
	SEND	

What EDGE Students Say

"You will not meet a more carina and kind staff anywhere else. Edge is a great place, due to the small class sizes, the individuals you come in contact with. You are able to achieve anything in any amount of time as long as you put your mind to it."

- Mia. Edae araduate

"My experience at a previous school was pretty difficult because it was such a big school. Edge has been a lot better for me because of the environment and the one-on-one time you get with all the teachers."

- Miranda, Edge student

A Fresh Start To Help All Students Succeed



Helping Students Navigate Life Inside And Outside Of The Classroom



Website New Pages



Support Edge High School – Donate Today



2022–23 Northern Arizona, Day of Service, and Workability

One of the most powerful things Edge does for our students is o get them out, to help them see and experience the world and our community. This is even more true now that the brandemic disrupted two years of learning and experiences for jur students.

them One commented that the had never seen "haves areging" cetting students out and into the workl costs Edge 0.000 in van rental fees per year, nat an easy thing for our hall TD duklent school to do, espocially in a data renked thi ne ducation spending. We can be better than that, with wur help. We need your support to make these life changing periences possible. Consider a glit towards an out of school perience noculation. Consider a glit towards an out of school perience noculation. Consider a glit towards an out of school perience noculating – Day of service, a day in which all udents volunteer to marpholis in the Tusano Community; sthem Artizona, where students see the Grand Canyon and ur NAU which will offer fine tudent to all students with usehold income under 58:000 begrinning in 2023, or orbability, providing students with disabilities and experience

Make an AZ School Tax Credit Donation to Edge (Arizona residents can contribute up to \$200 for individuals or up to \$400 for married couples): the amount can then be deducted dollar for dollar from Arizona state income tax as a tax credit.



or mail a check to address below

Funding for Arizona students is among the lowest in the nation: leaving Edge reliant on individual donations, grants and private foundations to provide a quality education with highly qualified teachers, student support services, extra-curricular activities, teachnology, and instructional materials.

Edge needs your help to continue providing small class sizes, individualized instruction, holistically oriented student guidance services, educational technologies, and enrichment experiences. Edge is dedicated to graduating students with the life skills necessary to succeed in the 21st century: In higher education, corrers, and as productive members of our community.

> Edge High School 2555 East 1st Street Tucson, AZ 85716



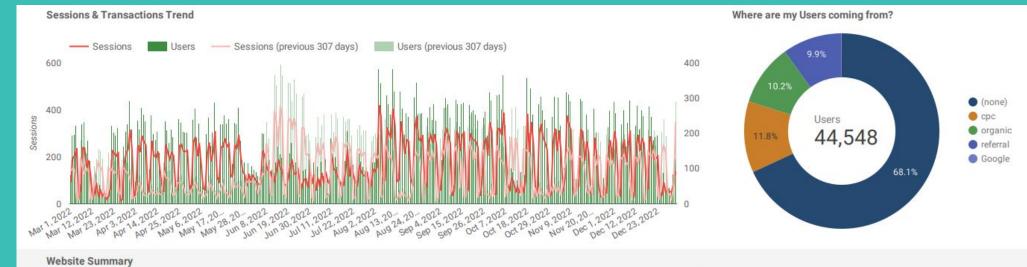
Testimonials

Starting when you walk through our doors, EDGE High School is different from any other school that you have attended. We meet our students where they are – regardless of their history, ability, or attitude about school.

Watch the video below to hear what real students say about their experiences at EDGE.



Driving Website Traffic



Sessions	Users	New Users	Bounce Rate	Avg. Session Duration	Goal Completions	Goal Conversion Rate
52,336	44,548	43,574	82.91%	00:00:46	199	0.53%
\$ 34.3%	\$ 35.1%	\$ 32.9%	1.7%	₽-6.9%	No data	1 N/A

Marketing Channel Performance

Default Channel Gr	Sessions •	%Δ	New Users	%Δ	Bounce Rate	%Δ	Avg. Session Durati	%Δ	Goal Completions	%∆
Direct	32,116	17.3% 🕯	30,049	16.9% 🕯	91.07%	-0.8% 🖡	00:00:24	2.9% 1	19	-
Organic Search	7,975	1.4% 1	4,239	-5.5% \$	45.93%	-5.9% 🖡	00:02:18	8.9% 1	19	-
Paid Search	6,965	476.1% 1	5,246	484.2% :	86.37%	16.9% 🕯	00:00:38	-35.9% 🖡	28	-
Social	4,030	140.7% :	3,701	136.2% 🕯	93.08%	4.5% #	00:00:16	-31.2% 🖡	53	-
Referral	1,222	48.5% 1	321	152.8% :	57.2%	17.7% 🕯	00:02:18	-24.7% 🖡	159	-
(Other)	28	115.4% :	20	150.0% #	60.71%	-12.3% 🖡	00:01:49	776.1% :	0	

Most Popular Webpages

Page Performance

Page Title	Sessions *	<mark>% Δ</mark>	Bounce Rate	%Δ	Avg. Session Durati	% ∆	New Users	%Δ	Organic Searches	%Δ
Student Dashboard	22,902	14.9% 🕯	95.35%	-0.9% \$	00:00:16	9.6% 🕯	22,123	14.4% 🕯	75	-33.0% 🖡
Now Enrolling - Edge	9,515	469.8% 1	89.12%	1.2% #	00:00:29	32.1% 🕯	7,710	402.6% 🕯	12	50.0% 1
Tuition-Free Public H	9,440	-1.1% 🖡	46.99%	-8.8%	00:01:59	14.2% 🕯	5,834	-3.3% #	3,357	-4.2% 🖡
Credit Recovery Hig	1,210	231.5% 1	83.8%	58.5% #	00:00:36	-69.1%	975	339.2% 1	35	84.2% 1
Edge High School N	657	72.0% 1	92.69%	0.3% #	00:00:38	25.4% :	580	68.6% 🕯	1	-66.7% 🖡
Lee Borzick - Edge H	559	114.2% 1	99.82%	0.2% #	00:00:00	-95.1%	558	113.8% 🕯	3	-40.0% #
January 19, 2018 R	555	116.8% 🕯	99.82%	-0.2% 🖡	00:00:00	2	555	116.8% 🕯	0	-
Sample Page - Edge	550	116.5% 1	100%	0.0%	00:00:00	-	550	116.5% 🕯	0	-
Northwest Archives	549	113.6% 🕯	100%	0.0%	00:00:00	+	549	113.6% 🕯	0	-
Uncategorized Archi	542	109.3% t	100%	0.0%	00:00:00		542	109.3% 🕯	0	-
Staff Directory Edg	436	1.2% 1	74.08%	3.3% #	00:01:22	-9.8%	269	-16.5% <mark>#</mark>	238	5.3% 🕯
About Edge High Sc	320	-34.0% 🖡	69.06%	7.7% 🕯	00:01:42	-5.0% \$	208	-39.2% 🖡	101	-26.8% #
Gloria Proo, Member	312	15,500	100%	0.0%	00:00:00	-	312	15,500	0	-100.0% 🖡
2022 Summer Scho	303	-	54.79%	-	00:02:12	-	171	-	7	-
Greg Hart, President	246	-10.5% 🖡	99.59%	4.5% :	00:00:00	-98.3%	245	-9.9% 🖡	5	-68.8% #
Pre-Registration For	240	53.8% 1	71.25%	48.2% :	00:01:58	-61.9%	98	5.4% 1	11	-57.7% 🖡
Credit Recovery in T	224	29.5% 1	73.21%	-1.8% 🖡	00:01:29	-12.3%	194	20.5% 1	187	27.2% 1

1-20/242 < >

Organic Search Positions

Organ	Organic Search Positions 1 - 100 (283)							yword list	🔕 Mana	ge columns (12/16)	t. Export	t
	Keyword	Intent	SF	Pos. =	D =	T =	Vo =	К 🖅	CP =	URL	S	
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Paid Media Campaigns



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Google

5

TikTok

Facebook

YouTube

Paid Media Campaign Overview

Marketing Stage	Paid Media Platform	Campaign Start	Campaign Finish	Impressions	Clicks
Awareness	Facebook	Jan 1, 2022	Dec 31, 2022	309,742	3,694
Awareness	TikTok	July 1, 2022	Dec 31, 2022	200,176	1,071
Engagement	Google	Jan 1, 2022	Dec 31, 2022	464,109	7,264
Engagement	YouTube	Jan 1, 2022	Dec 31, 2022	186,876	761
			TOTAL:	1,160,903	12,790



Key Takeaway: Highly successful campaign generating 1.32MM impressions using Google, Facebook and TikTok



Key Takeaway: TikTok successful generating 13% of website clicks from social media campaign



Timing: Year-round marketing proved to be successful

Paid Media Campaign Conclusions

Platform Mix:

Google was primary channel, generating awareness, consideration and conversions

Targeting and Audiences:

Facebook could benefit from boosting posts and events; High school students were top performing segment on FB



Google - Paid Media Results

650,985

Impressions

How often your ad is shown. An impression is counted each time your ad is shown on a search result page or other site on the Google Network.

Clicks

When someone clicks your ad, like on the blue headline or phone number of a text ad, Google Ads counts that as a click.

8.025

CTR

A ratio showing how often people who see your ad end up clicking it. Click-through rate (CTR) can be used to gauge how well your keywords and ads are performing.

1.25%



Conversions

An action that's counted when someone interacts with your ad and then takes an action that you've defined as valuable to your business, such as filling out an enrollment form or calling your school.

Paid Media Results

Google Top Search Terms

edge high school edge high edge highschool edge high school tucson az edge charter school

Edge Brand

Non-Brand

tucson high school cienega high school leman academy ged classes online high school

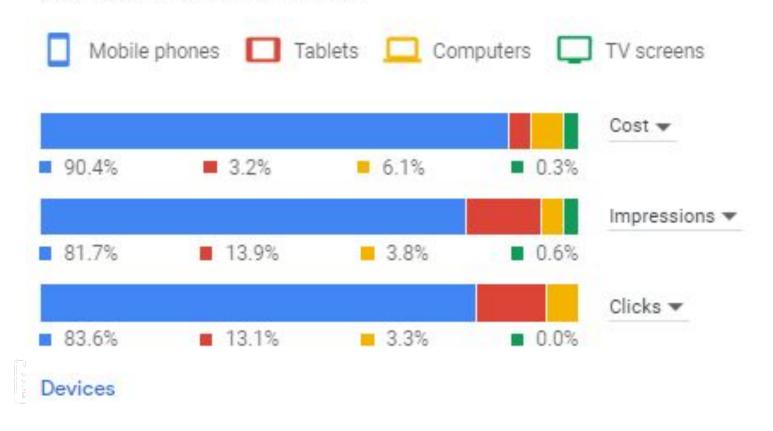
Paid Media Results

Google Ad Performance Across Devices



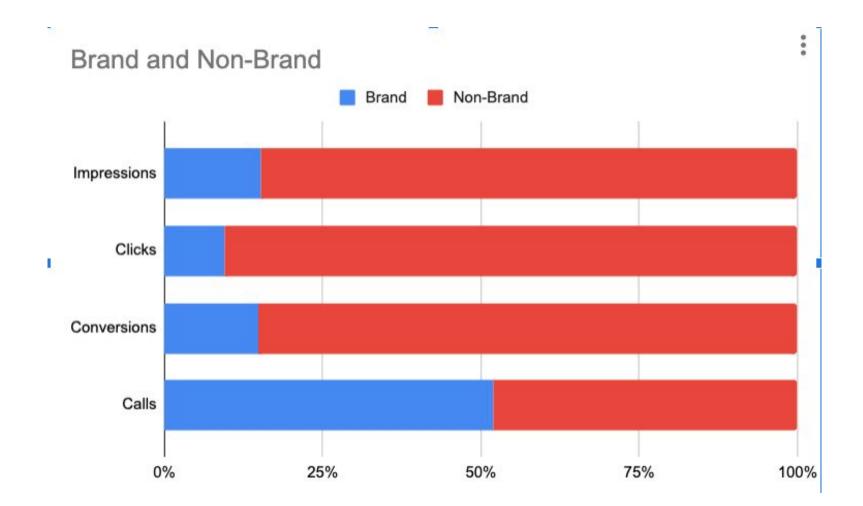
Google Ad Performance Across Devices

Ad performance across devices



Paid Media Results

Google Results Brand vs. Non-Brand



Brand

Ad + www.edgetrighschool.org/enroll-tyoday

Year Round Graduation HS | Try Edge High School | Credit Recovery HS

Get Back On Track With Flexible Lesson Plans And Schedules That Fit Your Lifestyle. Graduate Your Way With A Flexible Learning Plan & The Support You Need To Meet Your Goals. Turtion Free Individual Decision Charter

Get A Tour Today

The Edge Difference

Learn About Us

High School Programs

Call (520) 881-1389

Ad · www.edgehighschool.org/enrollment-open : (520) 881-1389 The EDGE Experience | Now Enrolling Grades 9-12

Edge High Schools Offer Career Planning and Free Tuition for All Students. Start today. Flexible Schedules & Individual Support. Still Accepting Sign Ups For This School Year. Tuition Free. Individualized Learning. Flexible Schedule. Alternative High School. Amenities: Year-Round Availability. Alternative Education, Extracurricular Activity, Computer Resources, Flexible...

Get A Tour Today Campus Tours and Visits Available Call Us To Schedule One Now

Learn About Us

Tucson Alternative School Community Located Northwest & Himmel Park The Edge Difference

AdvancED Accredited High Schools Flexible Schedule - AM/PM Sessions

High School Programs

Girls & Guys Club, Hiking, Running Sports, & Other Seasonal Programs

Google -Paid Media in Action

Non-Brand

Ad - www.edgehighschool.org/enrollment-info : (520) 881-1389 A Public Charter High School | Accepting Enrollment All Year

Edge Is a Local HS With Year-Round Enrollment For All Learners - Get Ready To Graduate. Design Your Own Schedule, Get Support From Teachers & Staff, Earn Your Diploma. Tuttion Free Individualized Learning. Charter School in Tucson. Alternative High School. Amenities: Year-Round Availability, Alternative Education, Extracumcular Activity, Computer Resources, Flexible...

Get A Tour Today Campus Tours and Visits Available Call Us To Schedule One Now

Learn About Us Tucson Alternative School Community Located Northwest & Himmel Park The Edge Difference AdvancED Accredited High Schools Flexible Schedule - AM/PM Sessions

High School Programs Girls & Guys Club, Hiking, Running Sports, & Other Seasonal Programs

Ad • www.edgetigradioelorg/alternative/ta
Tucson School District HS Now Enrolling Grades 9:12 Try Edge High School
Individualized Learning Plans, Compassionate Staff - Edge Is Here For You, Learn More, Rejecting Stigma, Fostering Inclusivity, A HS Thet Cares About You, Join Us Today Turton Free, Endwid all and Learning, Charter School In.
Get A Tour Today
The Edge Difference
Learn About Us
High School Programs
t _a − Call (520) 801-1309

Facebook Paid Media Results



Impressions

The number of times your ads showed on someone's screen.

Reach The number of people who saw your ads.

146,414



Frequency

A ratio showing how often the average user saw your ads. The more they see an ad the more likely they are to remember your brand or click the ad to see more.



Clicks

When someone clicks a link, likes, comments or shares, clicks to your Facebook page or Instagram profile, or clicks to expand a photo or video, this counts as an ad click.

WHO SEES YOUR ADS AUDIENCES/CAMPAIGNS/ TARGETS?



Parents of students grades 9-12

 \checkmark

Local expansion



School and education Interest



Students in grades 9-12

Paid Media Results Facebook/Instagram

Static Ad



Edge High School

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Supportive Teachers & Staff Help Tackle Any Barriers To Graduation. Get Ready To Succeed! Enroll today. Tuition-free.



edgehighschool.org Free Public Tucson HS Edge HS in Tucson, AZ

Learn more

Boosted Post

Edge High School and the second Sponsored · 🕄

...

100% of Edge parents agree that kids feel safe at our school.



EDGEHIGHSCHOOL.ORG Are You Safe? - Edge High School What does it mean to feel safe? How do we creat...

Learn more

Video Ad



Edge High School Sponsored · @

... X

Students Are Safe at Edge. Plus, Edge Provides Support For Every Student, Every Learning Style. Get Ready To Graduate AndSee more



edgehighschool.org Safety Is Our #1 Concern KETING | 27

Learn more

Facebook -Paid Media in Action

J TikTok Paid Media Results



Impressions

How often your ad is shown. An impression is counted each time your ad is shown on a search result page or other site on the Google Network.

Clicks

When someone clicks your ad, like on the blue headline or phone number of a text ad, Google Ads counts that as a click.

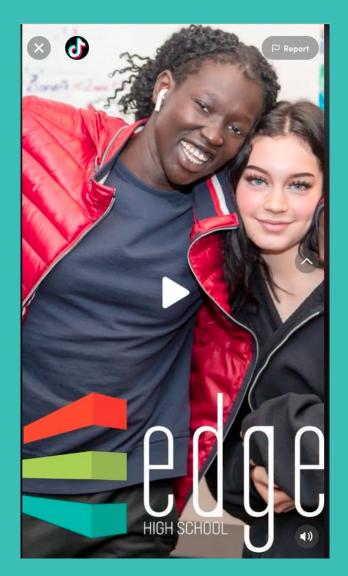


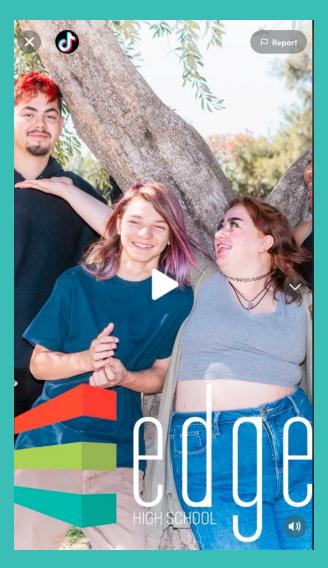
CTR

A ratio showing how often people who see your ad end up clicking it. Clickthrough rate (CTR) can be used to gauge how well your keywords and ads are performing.

TikTok -Paid Media in Action

TikTok Video Ads





YouTube Paid Media Results



Impressions

How often your ad is shown. An impression is counted each time your ad is shown on a search result page or other site on the Google Network.

Clicks

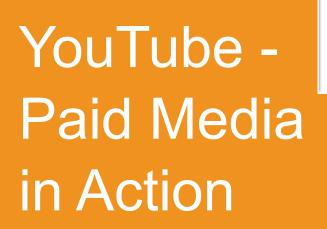
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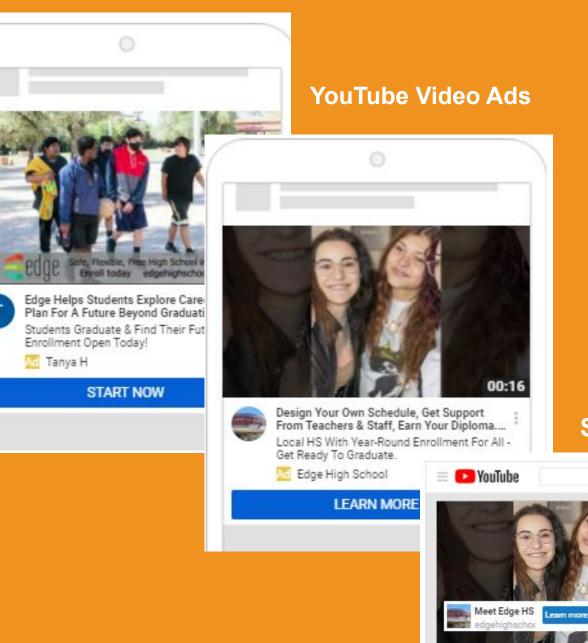
761



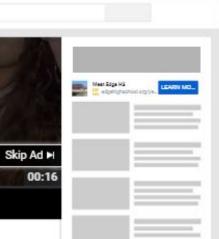
Conversions

An action that's counted when someone interacts with your ad and then takes an action that you've defined as valuable to your business, such as filling out an enrollment form or calling your school.





Skippable Video Ad



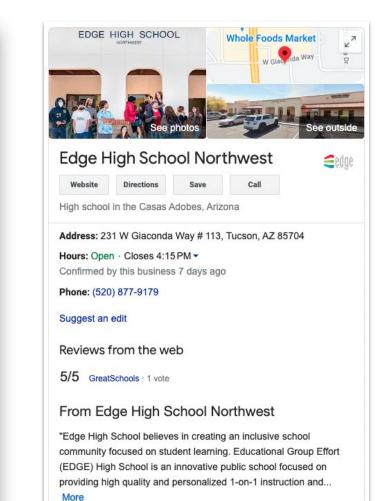
Google Business Profile

Results

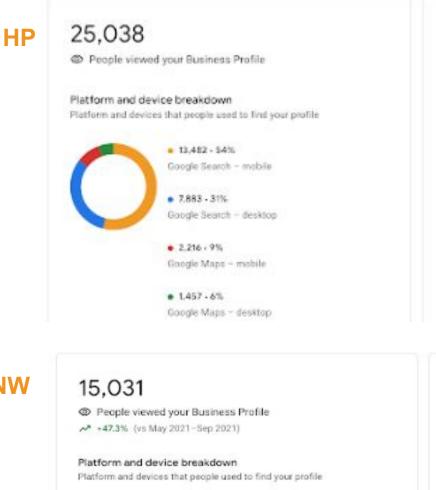


Edge High School is a public alternative high school in Tucson, Arizona, operated by The Edge School, Inc. It operates two campuses in the Tucson area. Edge Himmel Park opened in 1985 and is named after the nearby city park. It is the largest campus and home to the administrative offices. Edge Northwest opened 2004. Wikipedia

Address: 2555 E 1st St #106, Tucson, AZ 85716 Hours: Closed · Opens 7:30 AM Fri ▼ Phone: (520) 881-1389 District: Edge School Inc. The Founded: 1985 School type: Secondary school Lowest grade: Ninth Grade Highest grade: Twelfth Grade



GBP: Brand Search + Discovery Success



6.887 - 46%

NW

Google Search - mobile 5.763 - 38% Google Search - desktop

1.574 · 10% Google Maps - mobile

 807 - 5% Google Maps - desktop 9,546

Q. Searches showed your Business Profile in the search results

Searches breakdown Search terms that showed your Business Profile in the search results.

1.	edge high school	1.691
2	edge	937
3	edge learning	\$32
4.	high schools in tucson	825
5.	high school	744

7.818 Q Searches showed your Business Profile in the search results

→* +86.2% (vs May 2021-Sep 2021)

Searches breakdown Search terms that showed your Business Profile in the search results

12	secondary	1,214
2	secondary school	1,135
3.	new millennium secondary school	1,084
4.	high school	671
5.	new millennium	434

Supporting Your Ground Game

- Referral Postcard
- Flyer
- T-shirt
- Stickers
- Attendance Posters
- Enrolment Banner
- Bus Shelter Ads

Ground Game - Flyer



Ground Game - Postcard



Be You. With Us. At Edge.



Share this card with a friend and you can qualify for a free Chromebook!*

*restrictions apply, email robp@edgehighschool.org for details

Edge is a tuition-free, charter high school with 2 campuses in the greater Tucson area.

We provide a safe, supportive and judgment-free environment to learn. We help tackle challenges like credit recovery, diverse learning styles, and the impact of alienation on motivation alongside our students in a flexible, shorter school day.

What Are You Waiting For?

At Edge, we believe you have a choice in your education. Our purpose is to help you meet your individual goals in a small school environment where everyone knows your name. From credit recovery to learning resources to counseling support-we are here for you!

Your Past Doesn't Define You -**Your Future Starts Today**

Over 95% of Edge students say they'd recommend Edge to a friend



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Ground Game - Sticker and T-shirt





Ground Game - Enrollment Banner



Ground Game - Attendance Posters

GOING!

Your effort and attendance matter.



Be You. With Us. At Edge.



Be You, With Us, At Edge,

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Attendance matters.



Be You. With Us. At Edge.

YOU Attendance works.

LOOKS

LEARNING

GOOD ON



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Ground Game - Bus Shelters / Benches

Summary

12 week campaign focusing on Speedway and surrounding area. (3) bus shelters and (20) rotating benches generated 5MM impressions





Discussion

Working Together

- What worked well in our partnership?
 - What could be better?
 - What marketing activities or materials did you think hit the mark?
 - What activities or materials didn't work well?

 Were there other kinds of support or marketing materials that you wished you had?