

Designing Multi- Use Content







Most State DOTs have limited time, money, and personnel dedicated to outreach.

The good news is a single research project can generate multiple pieces of content, each serving different audiences or purposes.

My goal today is to show how to design and repurpose content to maximize reach without adding additional resources.



Outline

- ▶ How to Think About Your Project Communication
 - •Reuse in Mind
- ▶ How to Repurpose Existing Content Into New
- Examples
- ▶ Tips
- ▶ Q&A



© 2025 Applied Research Associates, Inc. | ARA Proprietar



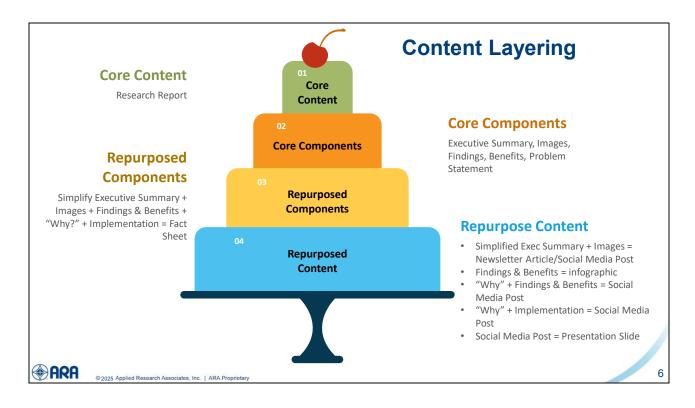
Design your content with reuse in mind. When you create sections or subheadings, ask yourself if they could stand alone as another piece of content.

Plan your future content with the current content.

Think in chunks. Executive summaries, visuals, benefits, and key findings can all be reused in multiple places for different types of content.

Creating content this way also keeps your messaging consistent.





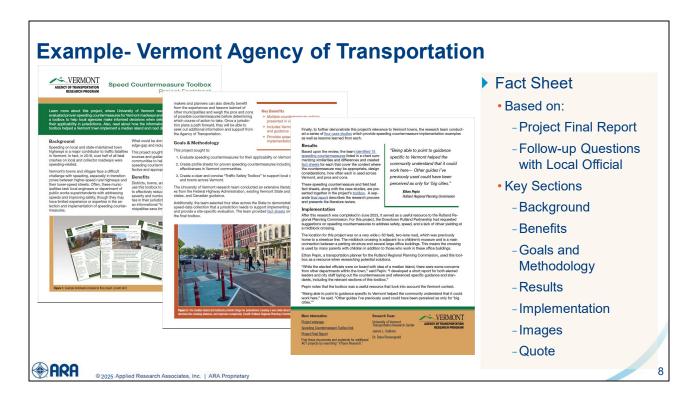
- Layer 1 Core Content: Research report
- Layer 2 Core Components: Executive Summary, Images, Findings, Benefits
- Layer 3 Repurpose Components: Simplify Executive Summary + Images
 + Findings & Benefits + "Why?" (problem it's trying to solve) +
 Implementation = Fact Sheet



Let's walk through an example of what we're talking about here.

This is something you'll all be familiar with- a research report.

This is what we'd refer to as "core content." It has 50+ pages of information, some very technical, but also the information we'll need to build all of our content from. At this stage, the executive summary is extremely important. It will guide "level one" content creation. You identify the nuggets you want to tell folks about then dig through the pages to flesh out anything that needs more detail.



Once we identify those core components from the report, we can repurpose those components and generate our first piece of content.

In this example, this is, what we call, an enhanced fact sheet, probably similar to what many of you have seen, but a little more in-depth than a 1-pager.

Some of the key sections include project background, project benefits, goals & methodology, results, implementation, images, & quotes.

Example-Vermont Agency of Transportation

Implementation

After this research was completed in June 2023, it served as a useful resource to the Rutland Regional Planning Commission. For this project, the Downtown Rutland Partnership had requested suggestions on speeding coun

The location for this project was on a very wide (~50 feet), two-lane road, which was previously home to a streetcar line. The midblock crossing is adjacent to a children's museum and is a main connection between a parking structure and several large office buildings. This means the crossing is used by many parents with children in addition to those who work in these office buildings.

Ethan Pepin, a transportation planner for the Rutland Regional Planning Commission, used this tool-box as a resource when researching potential solutions.

"While the elected officials were on board with idea of a median island, there were some concerns from other departments within the town," said Pepin. "I developed a short report for both elected leaders and city staff laying out the countermeasure and referenced specific guidance and standards, including the relevant sections of this toolbox."

Pepin notes that the toolbox was a useful resource that took into account the Vermont context.

"Being able to point to guidance specific to Vermont helped the community understand that it could work here," he said. "Other guides I've previously used could have been perceived as only for 'big

- Implementation Section
- Image
- Reuse Possibilities?
 - Social Media Posts
 - "Research in Action" section of Newsletter
 - "Implementation Update" email blast
 - Webinar example
 - Presentation Slide



© 2025 Applied Research Associates, Inc. | ARA Proprieta

9

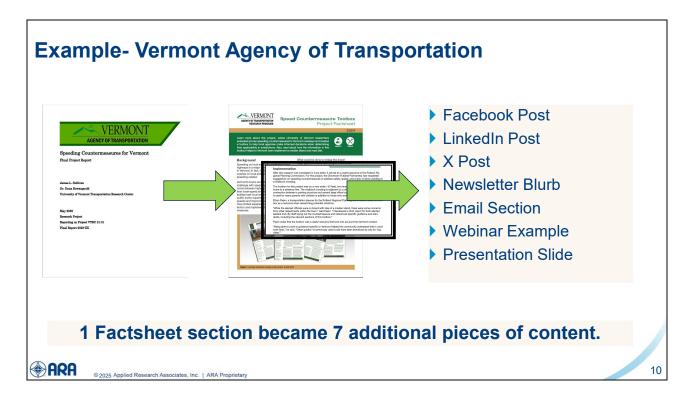
What's next?

Let's key in on this section and add to it an image.

Where can we go from here? What are some ideas?

I think this is perfect for writing a social media post from. In fact, you could write a Facebook post, a LinkedIn post, and post on X, all slightly different based on audience and length, from this section.

Additionally, I could see it fitting into a newsletter or email, or even becoming a section in a webinar.

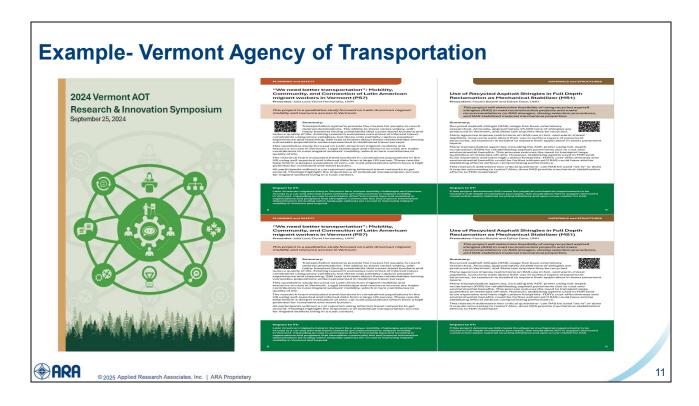


We took a single report and generated a fact sheet.

Then, we took 1 section of that fact sheet and generated an additional 6 pieces of content.

Now take this method and apply to other sections. You can see how quickly you could have more content than you know what to do with.

That's a good problem to have!



Now, let's think bigger.

Last year, for Vermont's Annual Research Symposium, we put together a booklet that outlined more than 20 research projects. We used core components from research reports and four follow-up questions to the research teams to generate one-page summaries of the projects and their impacts to the state.

Using our same model as before, how many pieces of content do you think you could generate from something like this?



Now for a few tips...



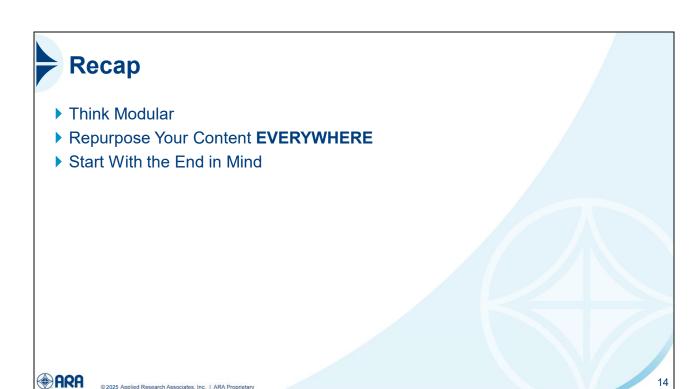
Tips

- Start with the End in Mind
 - Revisit Your Fact Sheet Templates
 - -Do They Facilitate This Type of Repurposing?
- ▶ Ask Researchers Targeted Questions
 - Incorporate as part of workflow, e.g. an exit survey.
 - "What is the biggest problem you think this project can solve for our state?"
 - "What is the biggest benefit you think our State could see from this project?"
 - -Etc.
- Use Answers as Quotes



© 2025 Applied Research Associates, Inc. | ARA Proprietary

13





Are there any questions?