STORYTELLING IN SPACES:
DESIGNS & TOOLS TO
ENGAGE STAKEHOLDERS &
REINFORCE PROGRAM GOALS
SESSION I



### ADVENT®

ADVENT CREATES EXPERIENCES THAT MOVE PEOPLE ®

# El Arroyo Lustin

### ACCIDENTALLY DRANK INVISIBLE INK, I AM NOW AT THE HOSPITAL WAITING TO BE SEEN



### COLLEGE CHOICE STUDY

LEARN WHAT DRIVES A PROSPECTIVE STUDENTS CHOICE



collegechoicestudy.com

### COLLEGE CHOICE STUDY

LEARN WHAT DRIVES A STUDENT-ATHLETE'S CHOICE







#### DR. DARIN WHITE



# DRIVER OF DRIVERS

# AS A STUDENT PERCEIVES THE QUALITY OF AN ACADEMIC BUILDING TO INCREASE

THE PERCEPTION OF THE QUALITY OF THE FACULTY ALSO INCREASES.

## THE BETTER THE BUILDING

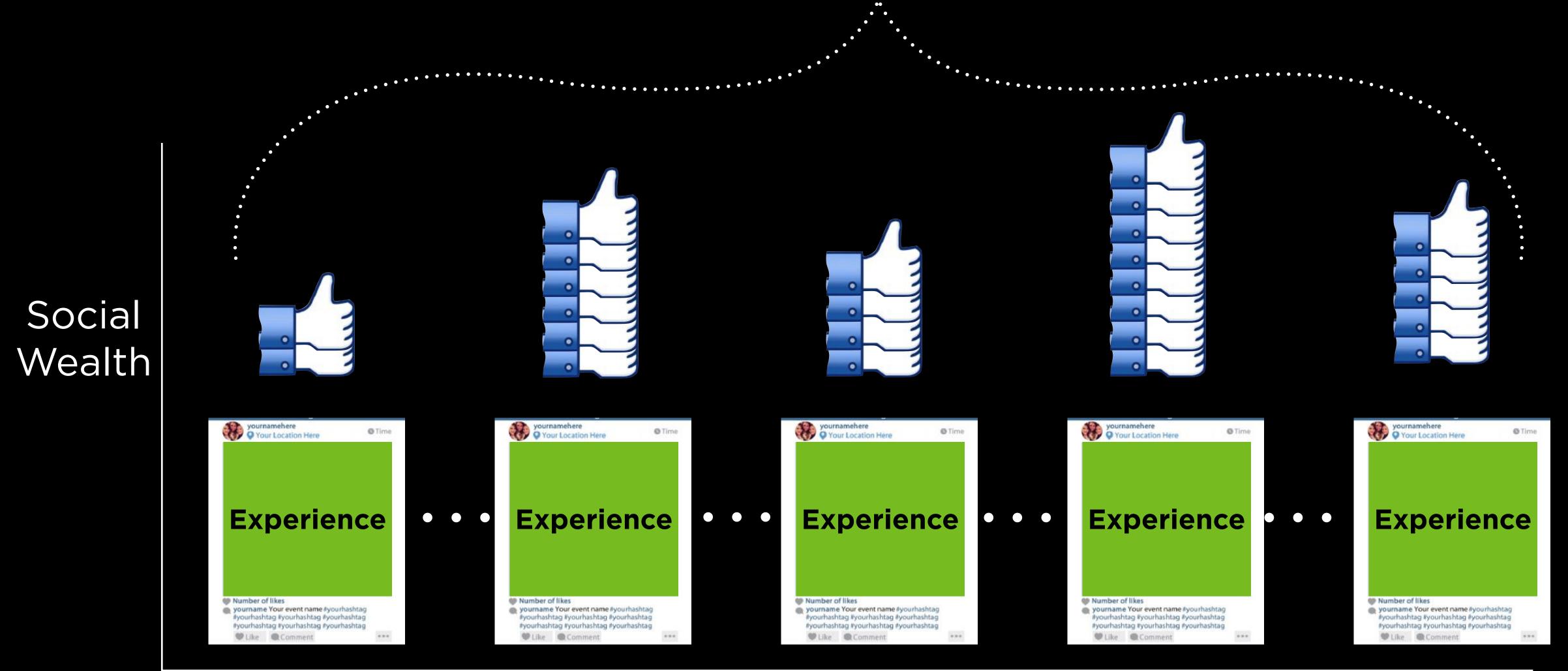
## THE BETTER THE FACULTY





#### CURATORS

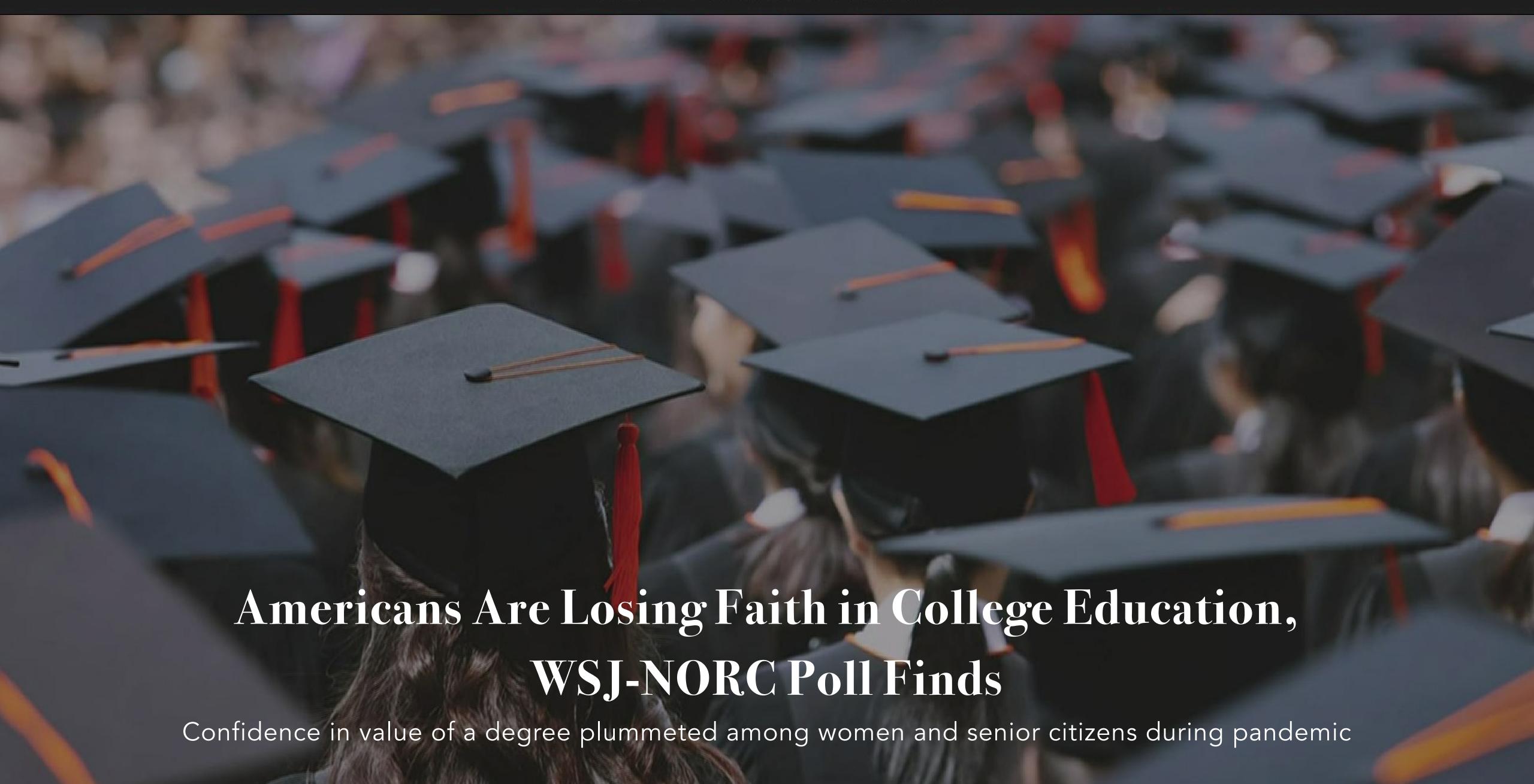
**STORY** 



Time

### YOU FACE SOME TOUGH CHALLENGES

#### THE WALL STREET JOURNAL.

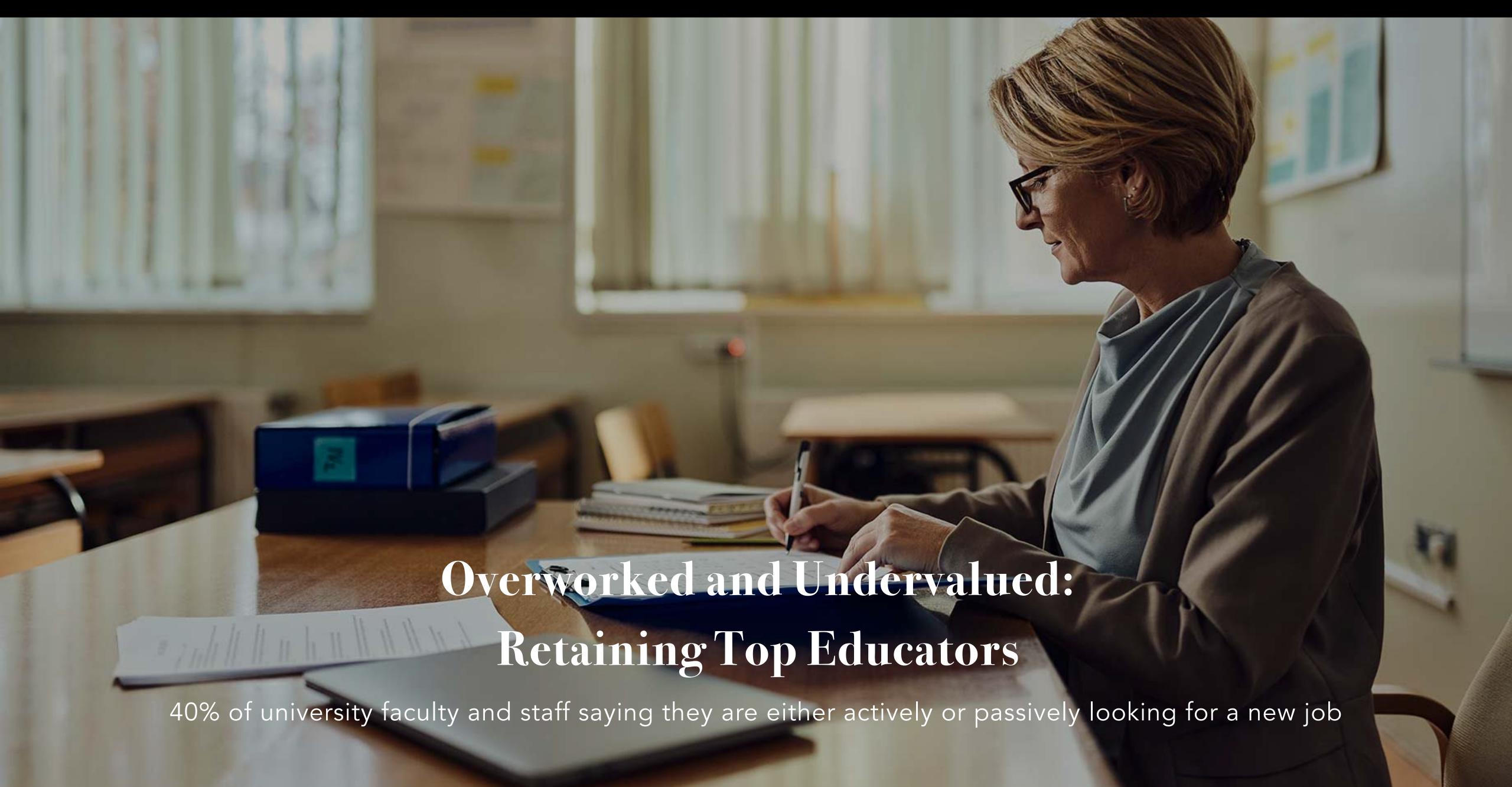


#### **Forbes**

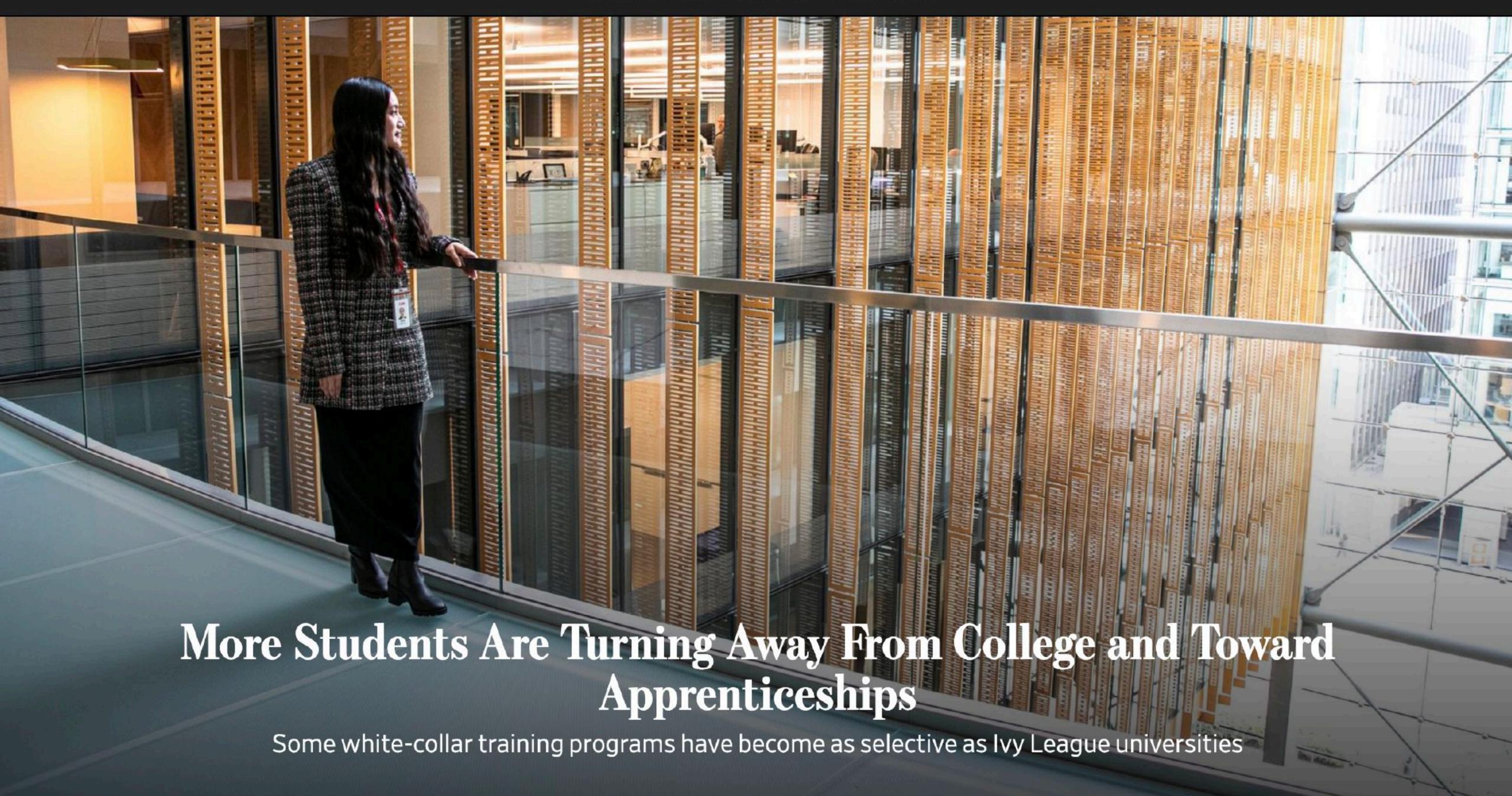


Donations of \$100 of less made up 43% of all charitable gifts to higher education institutions in fiscal year 2023.

#### GALLUP°



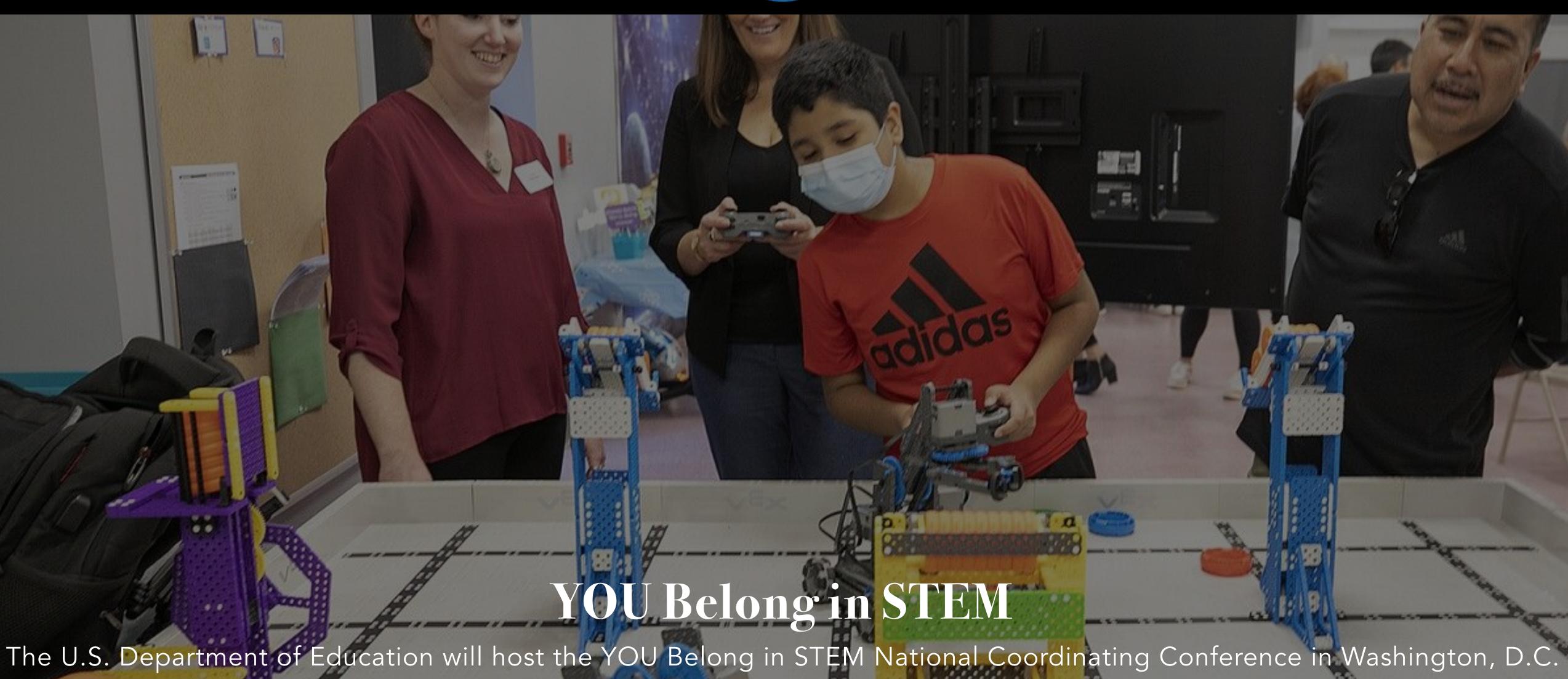
#### THE WALL STREET JOURNAL.



#### The Harvard Gazette

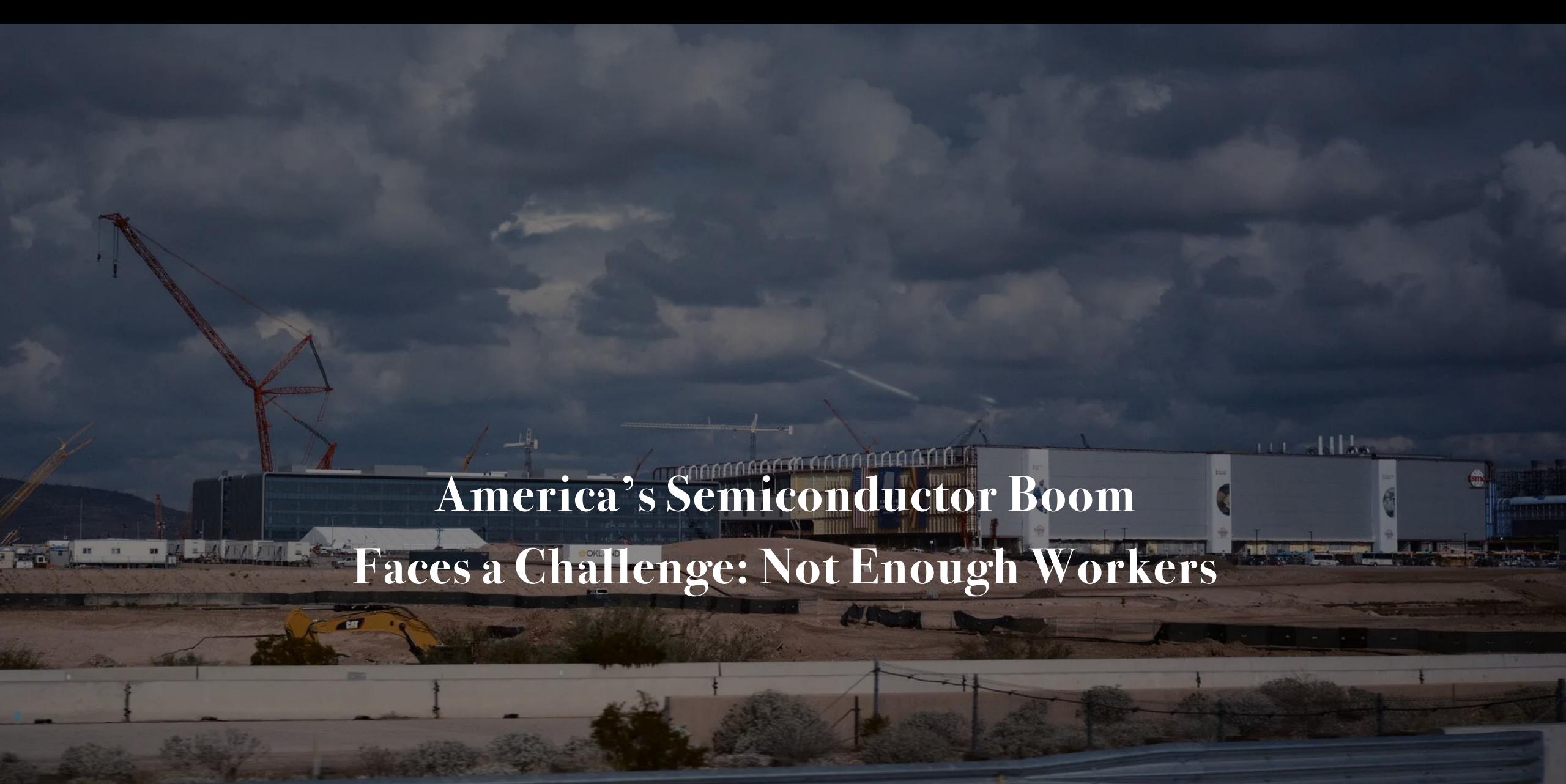






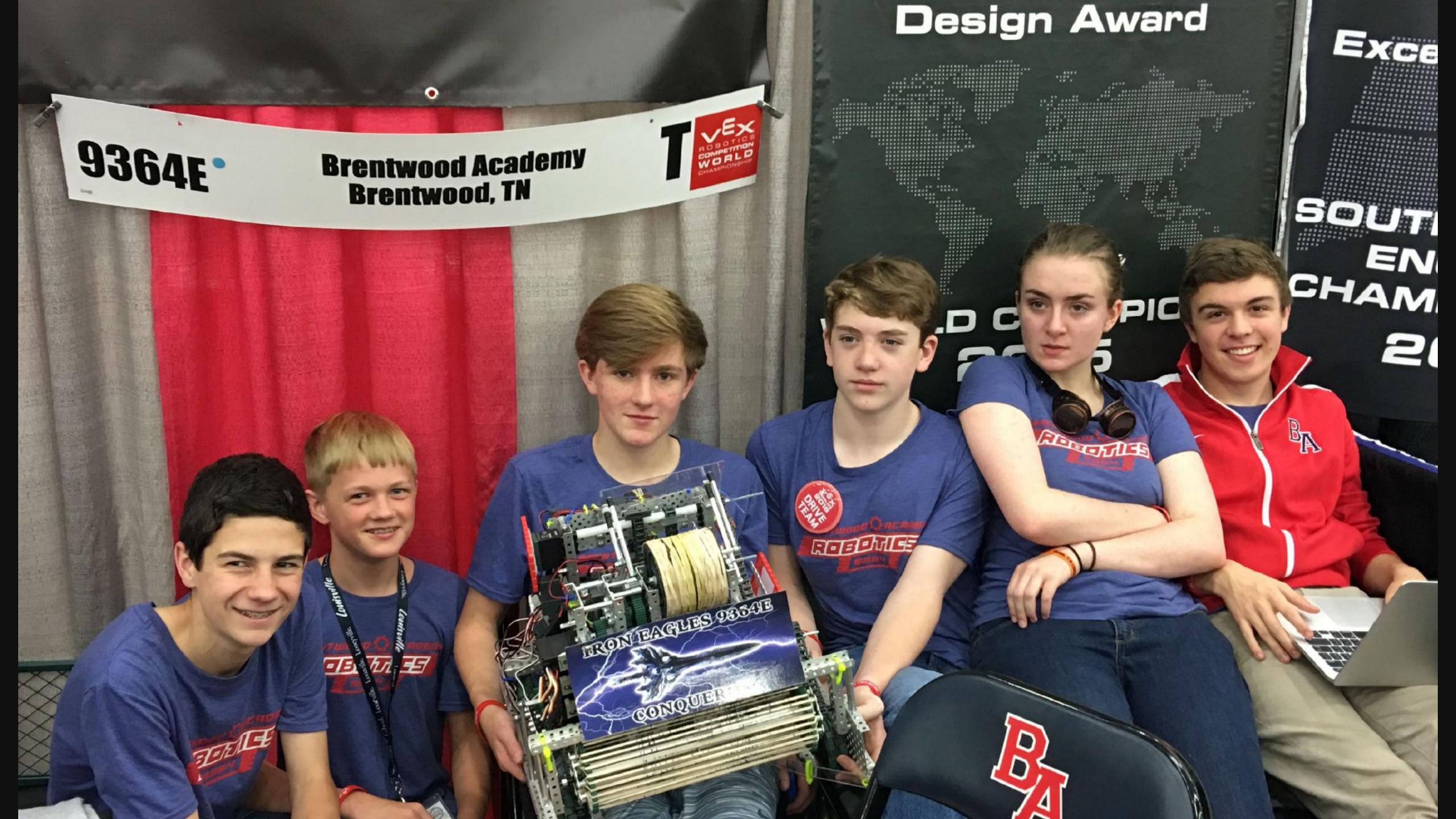
as a key initiative for the Biden-Harris Administration.

### The New York Times



### YOUR WORK MATTERS, NOW MORE THAN EVER

# YOUR WORK MATTERS TO ME! IT'S PERSONAL





#### TRADELINE THREE

- 1. Spaces are where the stories are made real, so be intentional about the stories you're telling.
- 2. Stories can become a competitive advantage in obtaining research funding.
- 3. Breaking down the barriers between the work you're doing and the stories you're trying to tell.







SCAN HERE FOR VIDEO









# Richardson Family Conference Room



### THE STORY OF A BUILDING

# THE STORY OF A BUILDING IS ABOUT THE PEOPLE

# THE STORY OF A BUILDING IS ABOUT THE ACCOMPLISHMENTS

## THE STORY OF A BUILDING IS ABOUT RESEARCH

## THE STORY OF A BUILDING IS ABOUT WHAT'S NEXT

### THOSE STORIES

### TRADELINETHREE

#1: SPACES ARE WHERE THE STORIES ARE MADE REAL, SO BE INTENTIONAL ABOUT THE STORIES YOU'RE TELLING.

### **WE LISTEN**

Define the Project Uncover Your Distinctives Elevate Your Uniques

### **WE CREATE**

Solve Problems Develop Strategy Design Solutions

### WE REFINE

Sample Materials Assimilate Content Define the Details

### WE BUILD

Fabricate Displays Install Experience Exceed Expectations

### **WE SUPPORT**

Analytics & Updates Maintenance Engagement Support

## UNDERSTAND. CREATE. DEVELOP. IMPLEMENT. SUSTAIN.

### **WE LISTEN**

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### STORYMINING



MEHARRY MEDICAL COLLEGE | SCHOOL OF APPLIED COMPUTATIONAL SCIENCES



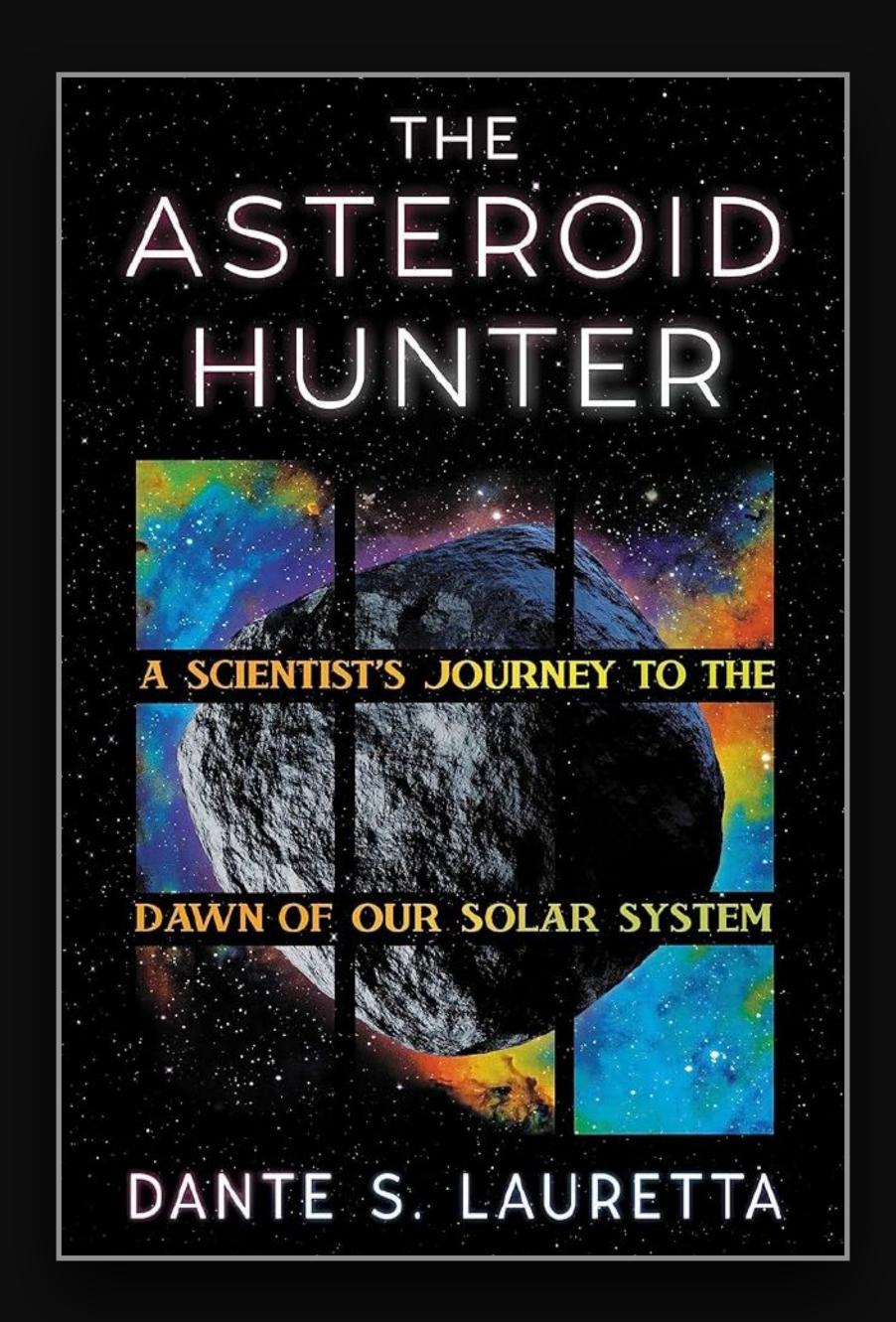








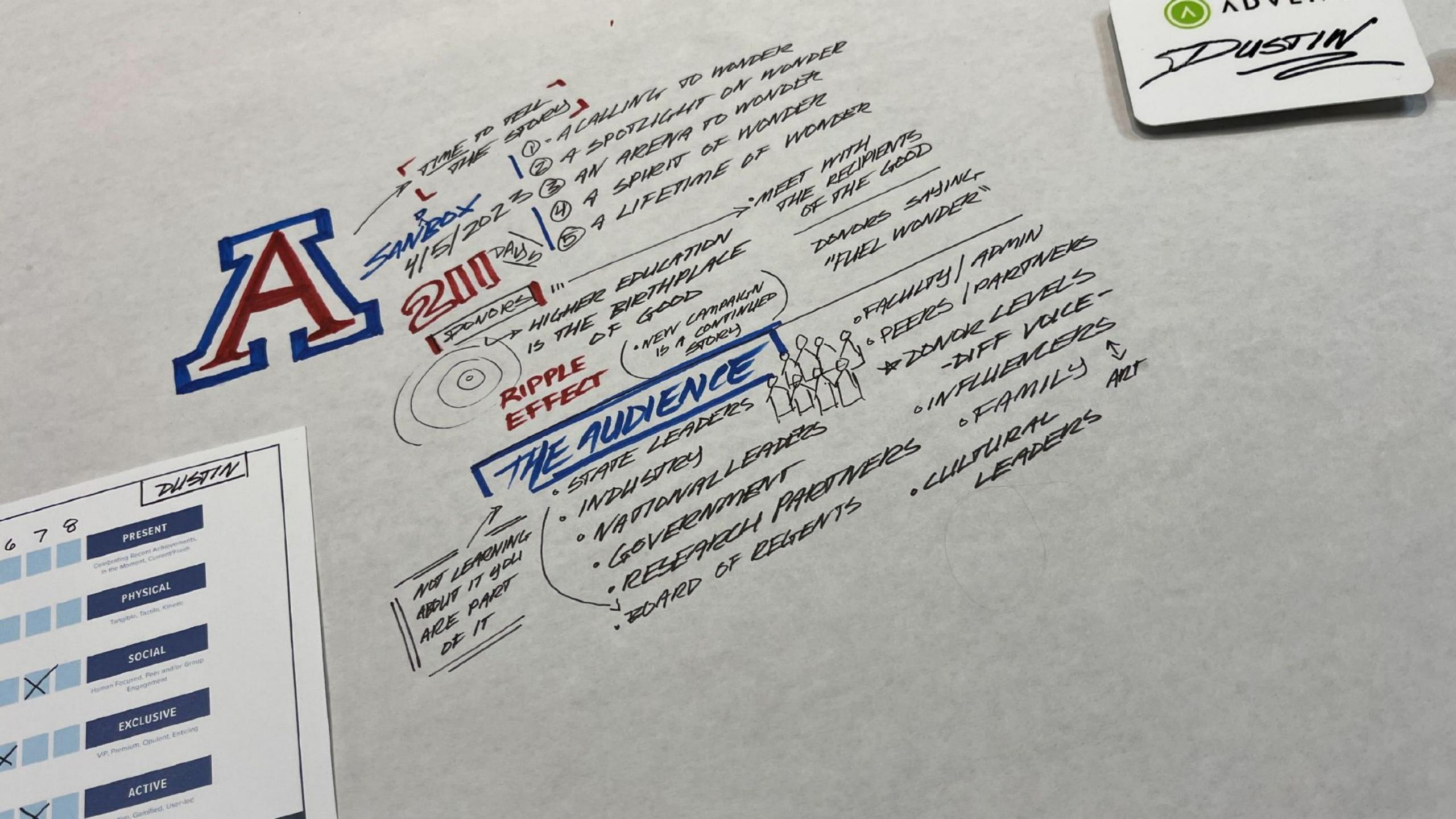














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### NashvillePost



LATEST

BUSINESS POLITICS

**SPORTS** 

MAGAZINE

**EVENTS** 



### Belmont receives \$15M gift, ties largest in university history

Donation secured naming rights for new home of the Belmont Data Collaborative

KATHRYN RICKMEYER DEC 13, 2021



Image: Belmont University

### **Trending**

- 1 Would Titans consider trading up for Darius ...
- 2 How strongly should Titans consider trading ...
- 3 Subscribers only
  Giarratana lands \$232.3M loan for Church Str...
- Subscribers only

Three months after being announced, the Belmont Data Collaborative's future

### AUDIENCE JOURNEY

### **AUDIENCE INSIGHT:**

Audiences represent who you are trying to reach, both in general and specific terms. We seek to understand WHY audiences resonate with your brand and HOW those emotional connections last over time.





PROSPECTIVE STUDENTS & FAMILIES



CURRENT STUDENTS & FAMILIES



ALUMNI, FACULTY & STAFF



NASHVILLE/ GLOBAL COMMUNITY

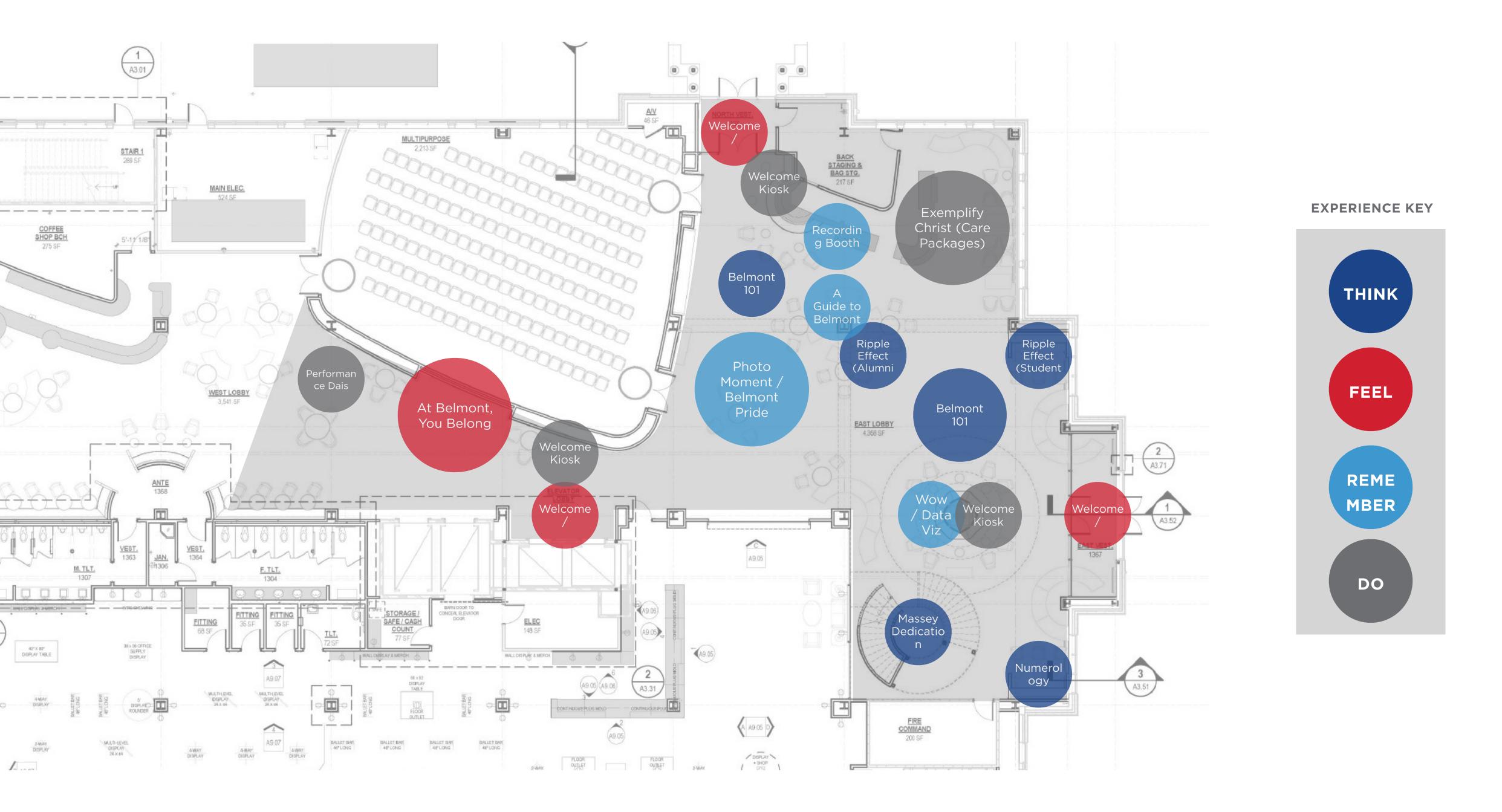


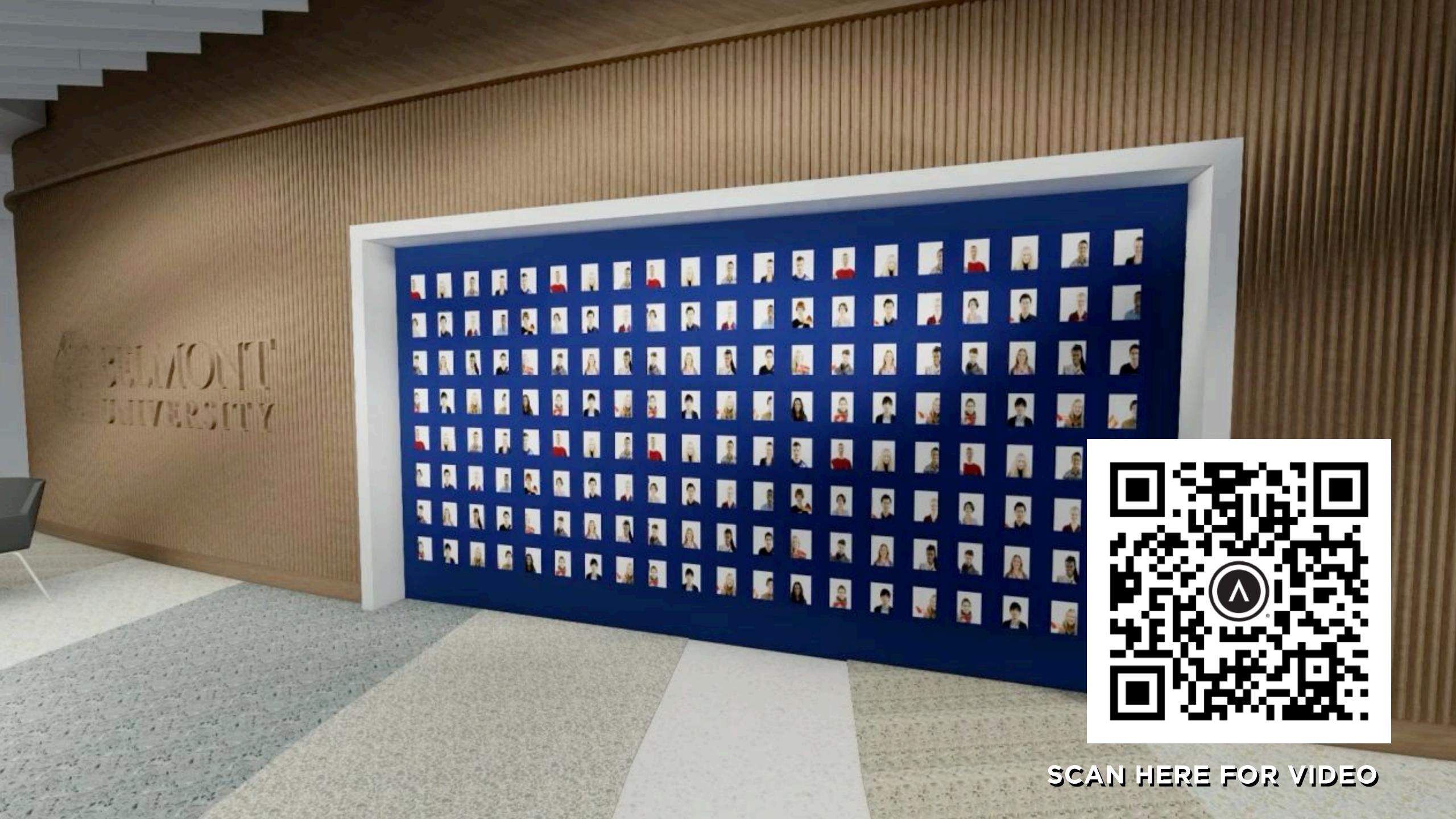


### **BRAND EXPERIENCE:**

THINK. Appeal to logic and rational. FEEL. Emotional connections. REMEMBER. Keep and share. DO. An action, not a transaction.

STORY MAP | ADMISSIONS





### **WE LISTEN**

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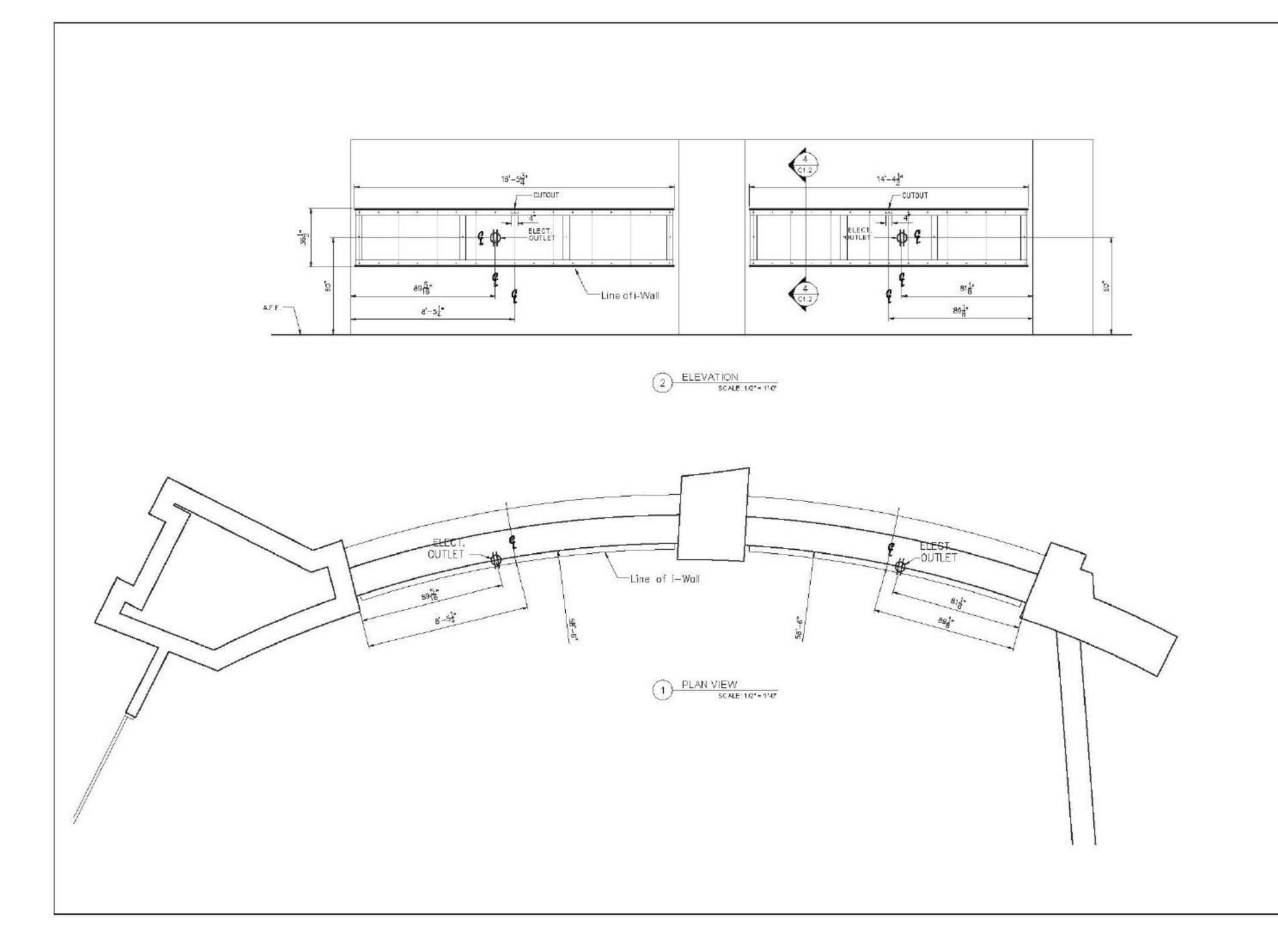
Analytics & Updates Maintenance Engagement Support

# UNDERSTAND. CREATE. DEVELOP. IMPLEMENT. SUSTAIN.











APPROVED BY:

DIGNESS NO SERVADO CONTESTO ARETHE PROPERTY OF LYBOR SCHEINSLASS BUTTOT SERVED OF SER

SHEET # 1 OF 1





### UW TIMELINE PRIMARY INTERACTIVE EXHIBIT

### Category Navigation:

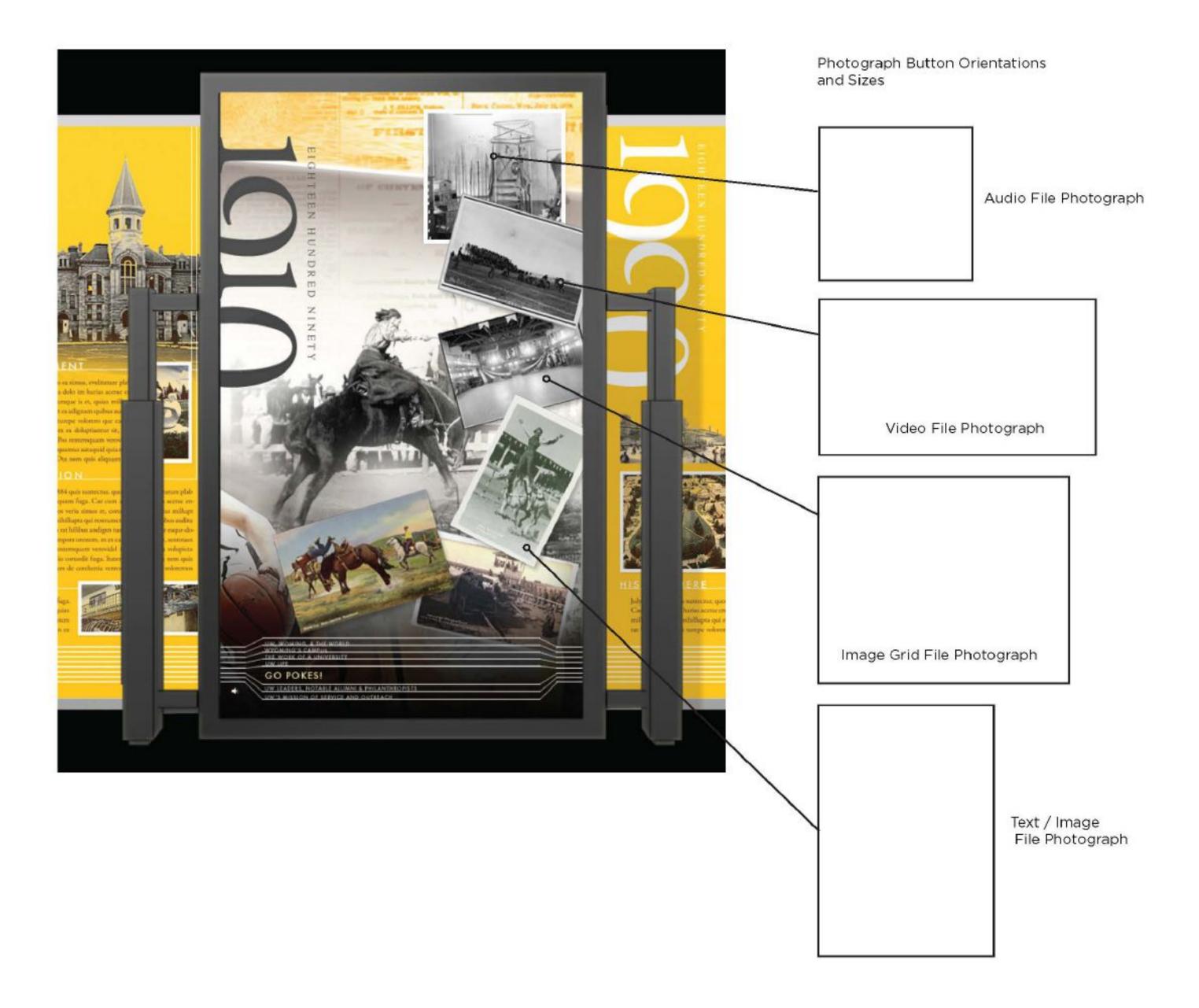
- Once the User presses the category item he or she desires, a series of photographs, from 2-6, will slide organically onto the screen, as though someone softly distributed them there. These will be our navigation links to the final content.
- NOTE: this is a change to the structure we have laid out in the Google Docs - while the content is still being gathereed according to that structure, the actual display and navigation will be simpler - we are asking that UW constrain themselves to 6 pieces of information for each category in each decade.
- This seems like a viable solution for both creating modules that can be easily changed between content types, and easly reconstructed for different numbers of items of content. If there are only 4 interesting things in 1920 under Campus, then only 4 photos slide in.
- Upon touching one of the photographs, I imagine the background fading to dark gray, the unselected photographs fly off the screen smoothly, and the remaining photograph becomes the presentation module for the content attached.

### UI Design Notes:

- What we need now, based on this initial graphic design work, are content presentation modules for:
  - Video Files
  - Audio Files (with a graphic/image background)
  - Text Files (with a graphic/image background and 2-3 content managed images)
  - Image files (presented like Heritage Hall in a thumbnail grid of some sort with a background texture consistent with the design motifs shown here)

ADVENT CONCEPTUAL DESIGN PROJECT:

UW: INTERACTIVE EXHIBIT UI DESIGN GUIDE



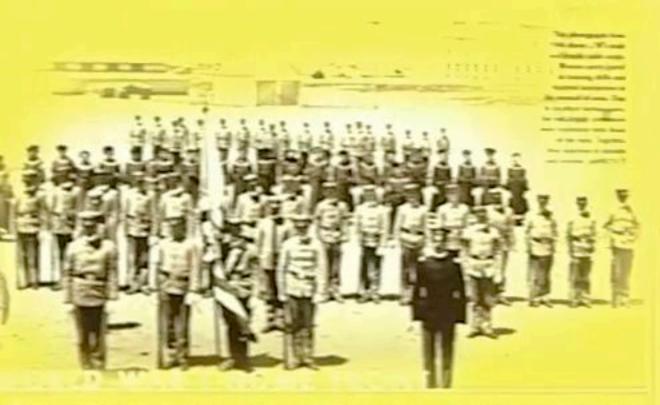
## UW TIMELINE PRIMARY INTERACTIVE EXHIBIT

### Notes on Photograph Size and Orientation:

- The photographs representing each content type should reflect the final presentation of content in orientation and aspect, i.e., if it's a video file, the photograph should be 16:9 and landscape; if it is a photo and text, it should be 16:9 and portrait; an audio file could be a square photograph that floats over the player controls when it opens; and an image grid file might be a random size to add variety

ADVENT CONCEPTUAL DESIGN PROJECT:





The Morrill Act required the teaching of military science, which was compulsory for all male students between 1891 and 1965. UW was also one of the first universities to apply for a Reserve Officer Training Corps, or ROTC, unit in 1916. World War I brought many changes to campus. Buildings and grounds were used for

military training, and courses were changed in accordance with the war effort. Social functions were curtailed.



the university since its founding in order to "prepare teachers for the schools of the schools." f teachers in Wyoming caused standards for teacher education to be virtually utation of elementary and secondary units around the turn of the nineteenth zining nue. Therefore, UW began to offer a summer school rquired to undergo further training.



the female professors who pioneemd the way for other female faculty at ene Grace Raymond Hebard and June Erra Downey.

race Raymond Hebard stands out for the diversity of her accomplishments. he broke new ground as a university administrator, historium, and social activist. She spearheaded her own one-woman progressive movement by giving speeches, organizing historical associations, conducting createship classes for immigrants, participating in the women's suffrage movement. and lobbying for child-welfare laws.

e first woman to head an academic department in the U.S., June Erra my began her carrier as an English instructor at UW and worked her

up to department head and professor of Philosophy and Psychology. Laramie-born, the a prolific scholar and tracker. Her research focused on handwriting and personality types. och Heband and Downey are buried at Laramie's Goverhill Cementy.







During the Great Depression, the university budget was repeatedly car. In early 1953. the Branding Just even fraced the "run of the mannatum." UW surveyed but paid a heavy safe Married waters were suspended from employment, the Department of Mining Engineering was less, familing for departments discover, and employees suffered 12- to or usary reductions. President Crase established a student employment community

and secured funding from the Federal Relief Administration Program (FERA) to traders jobs. In 1934, FERA jobs for women included assembling an material. iging books, schubillearing the museum, and ryping law beiefs. Mor painted the an of campus buildings, constructed concern carbs and garren, and installed ong and electrical lines.

this: Works Ac n Liberal nd the const Soudens now Arms and अके क चेह दार by calming प्रेट अपन ocal quarry at the beam of to new Scraden ne was built ming mudere t







programs. Professor French Historians advertised. a face were course of distinctions.

### **WE LISTEN**

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### WE REFINE

Sample Materials Assimilate Content Define the Details

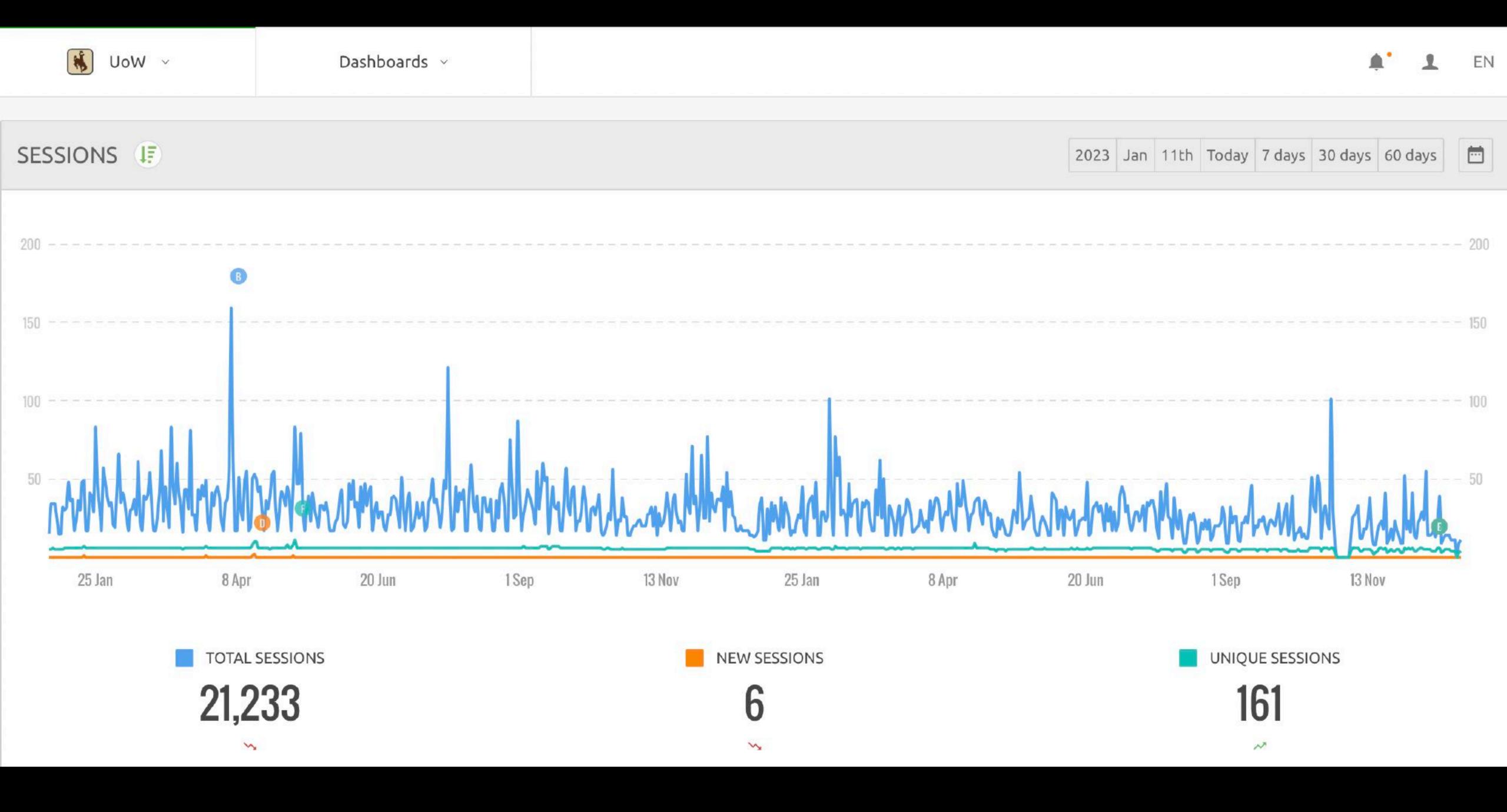
### WE BUILD

Fabricate Displays Install Experience Exceed Expectations

### **WE SUPPORT**

Analytics & Updates Maintenance Engagement Support

# UNDERSTAND. CREATE. DEVELOP. IMPLEMENT. SUSTAIN.









# TRADELINETHREE

#2: STORIES CAN BECOME A COMPETITIVE ADVANTAGE IN OBTAINING RESEARCH FUNDING.

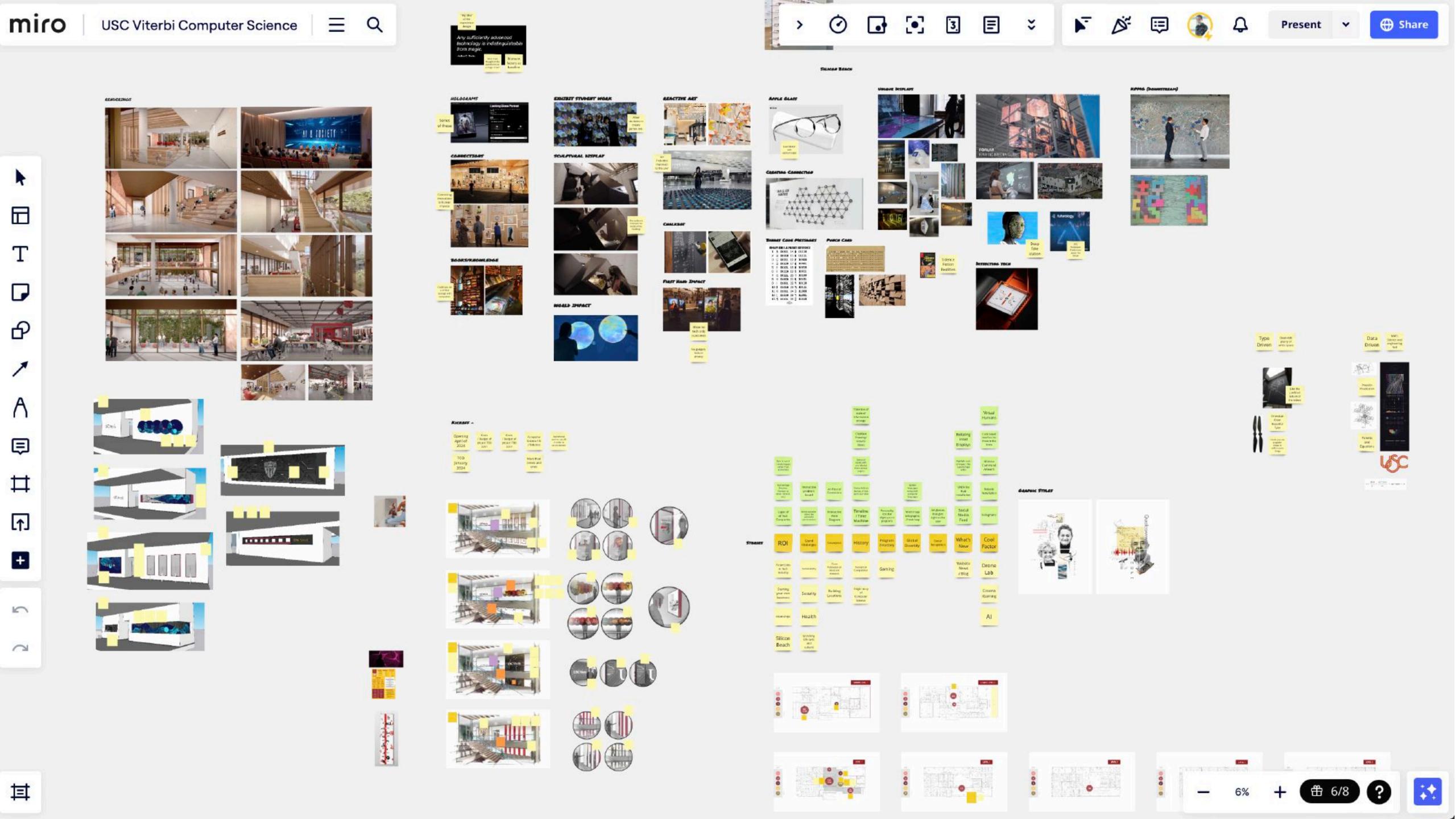


UNIVERSITY OF SOUTHERN CALIFORNIA | GINSBURG HALL









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USC Viterbi Computer Science







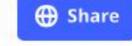


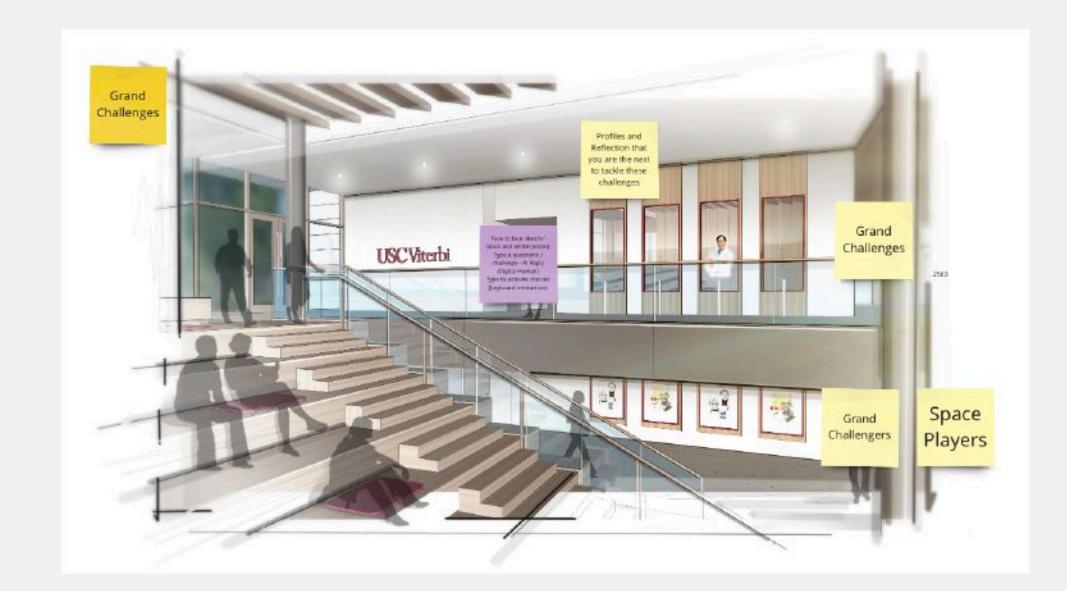


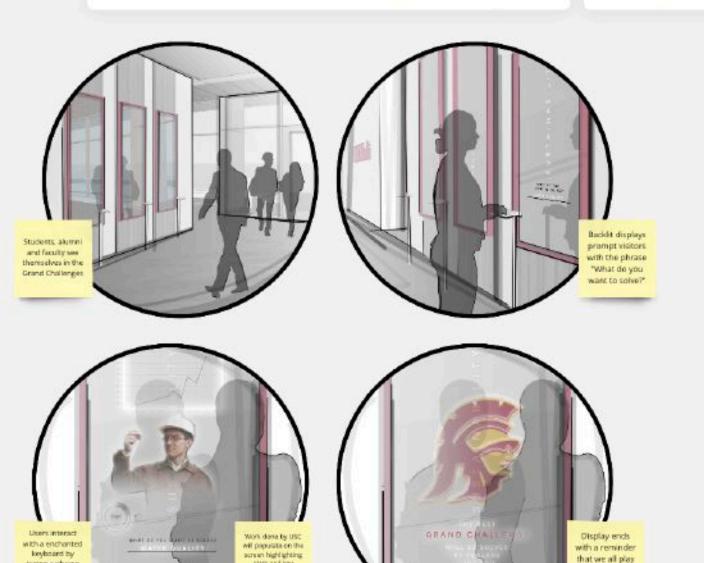






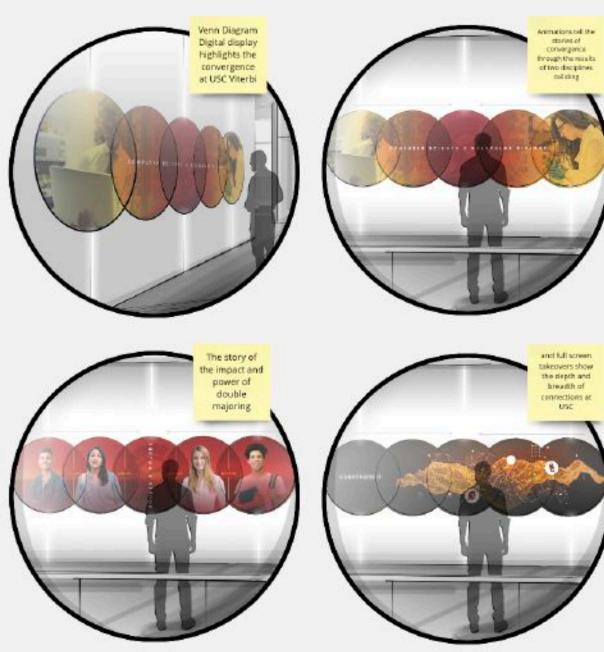
















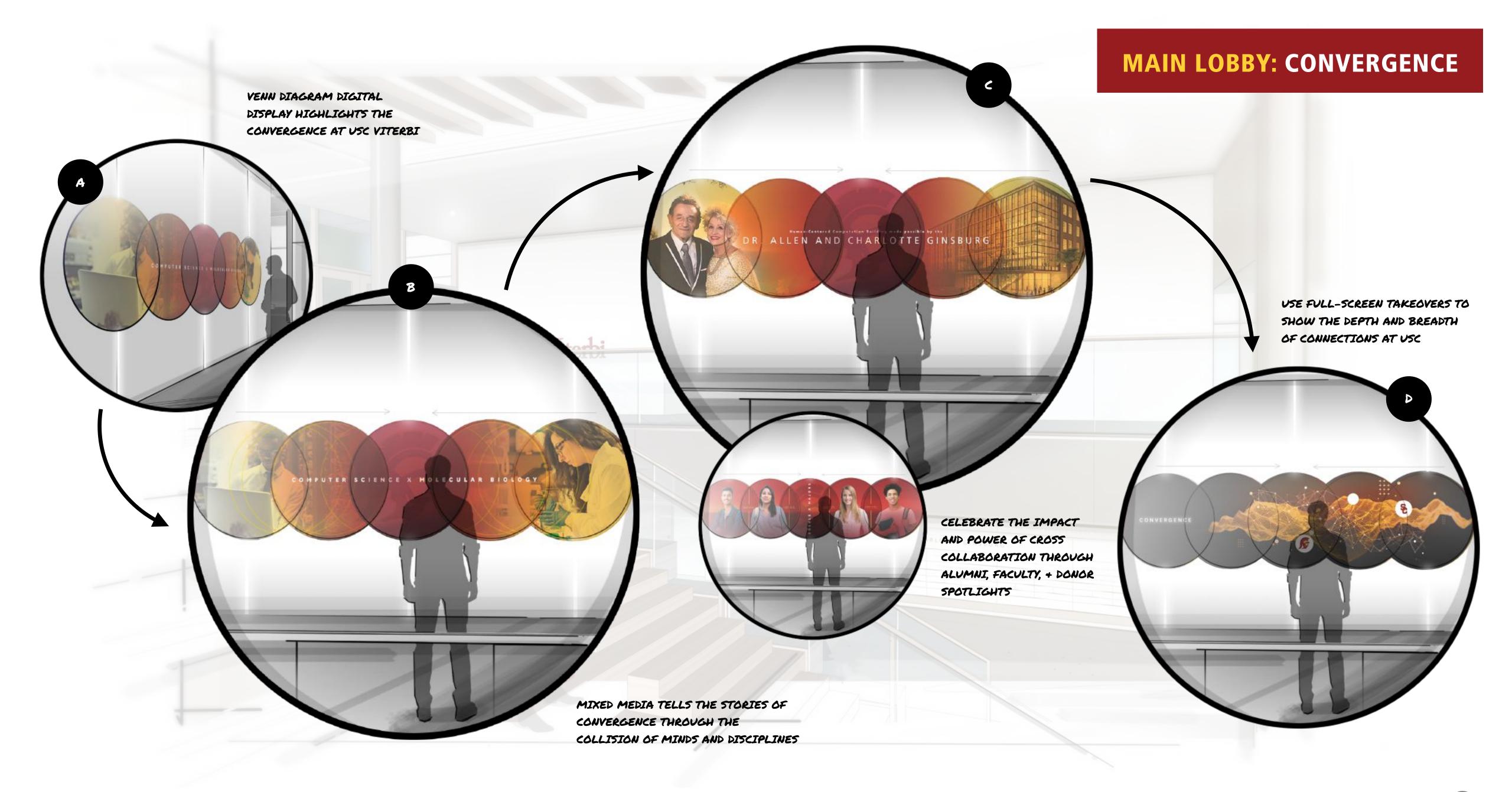






## MAIN LOBBY: CONVERGENCE





SCIENCE/TECHNOLOGY

# Gift from Allen and Charlotte Ginsburg helps establish new building for computer science at USC

Support from ophthalmologist Allen Ginsburg and his wife, Charlotte, will help the USC Viterbi School of Engineering's computer and data science programs continue their dramatic growth.







ALPHA	TIER 5	TIER 4	TIER 3	TIER 3 TIER 2		
LEAD GIFT	\$7.5M - \$5M	\$4.5M - \$2M	\$1.5M - 750K	\$600K - \$225K	\$200K - 50K	
\$20M MR. AND MRS. NISTLER	\$30M	\$31.3M  12 OPPORTUNITIES  KEY ARCHITECTURAL FEATURES  CENTERS FOR LEARNING	\$5.8M	\$4.6M	\$1.4M	
\$20M LEAD GIFT STATE MATCH	5 OPPORTUNITIES DEPARTMENT LEVEL		16 OPPORTUNITITES CENTERS FOR LEARNING CLASSROOMS LABS	16 OPPORTUNITITES 2ND FLOOR CLASSROOMS SMALL CLASSROOMS CONFERENCE ROOMS	16 OPPORTUNITITES 3RD FLOOR CLASSROOMS SMALL COLLAB SPACES MINI CLASSROOMS	
			SKYWAYS	MEDIUM COLLAB SPACES		

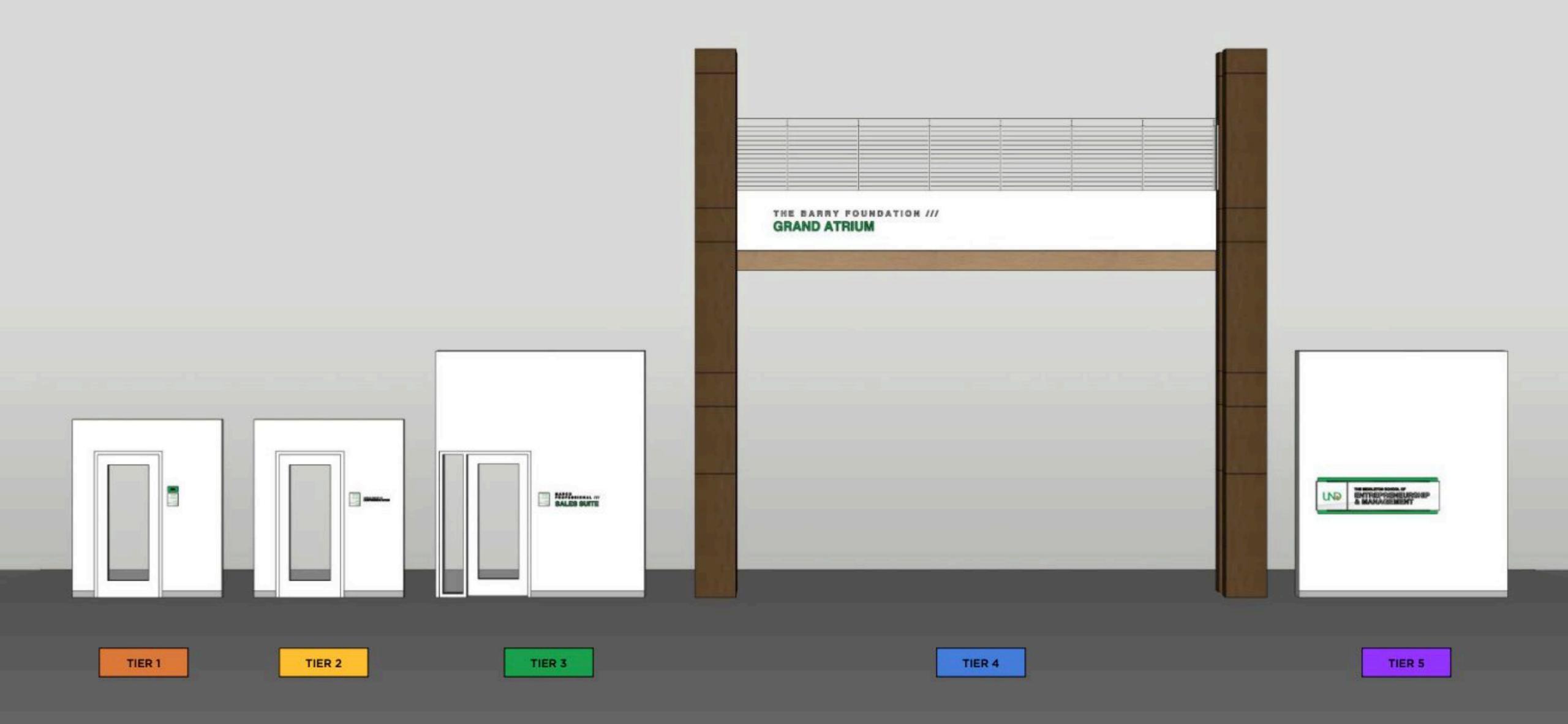


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	Α	Namina Opportunities NCoPPA				1		****	3	K	34	
d	i	Naming Opportunities - NCoBPA	INTERAL USE	ONLY - D	RAFT -	PRICING AND NAM	IES COULD CH	ANGE				#
^	AREA	Recognition Opportunity	Recognition	Donor		as of 7-9-2020						۳
^	ANCA	necognition opportunity	Investment	Investmen								
5	Student Engagement	Student Career Development Center: Dress for Success	unknown	mirestinen	NAMED	3-7.5M						
	Nistler College of Business		\$7,500,000	\$5,000,000								
N	Nistler College of Business	School of Accountancy	\$7,500,000	\$5,000,000	available	<mark>-</mark>						
	Nistler College of Business		\$5,000,000	\$3,333,333								4
	Nistler College of Business		\$5,000,000	\$3,333,333								
	Nistler College of Business		\$5,000,000	\$3,333,333								#
+5	Grand Auditorium Faculty Engagement	Grand Auditorium Investment Trading Center	\$4,500,000 \$3,000,000	\$3,000,000			*					
		Community Engagement Plaza	\$2,500,000	\$1,666,66		2-3M	×					
-		Dean's Suite (2nd floor)	\$2,500,000	71,000,00	TOTALLE		^					Ŷ
S		2nd floor Dean's Suite board room (inside the dean suite)	\$2,500,000	\$1,666,66	NAMED		×					
S	tudent Engagement	Student Career Development Center	\$2,000,000		NAMED		×					
5	tudent Engagement	Student Graduate Center	\$2,000,000				×					
_	Student Engagement	Student Academic Advisement Center	\$2,000,000	\$1,333,33	The state of the s		×					
777	aculty Engagement	Institute for Public Policy & Analytics	\$2,000,000	\$1,333,333			×					1
+		Grand Staircase	\$2,000,000	\$1,333,333			×					
130		Grand Atrium Student Community Worldorge Contar	\$2,000,000	\$1,333,333		1-2M	ž.					-
70	Student Engagement Saculty Engagement	Student Community Workforce Center Entrepreneurship Enterprise (leadership space)	\$1,500,000 \$1,500,000	\$1,000,000		1-2M	×					1
_	aculty Engagement	Professional Sales Lab	\$1,500,000	\$1,000,000								
	aculty Engagement	Accounting/Tax Lab	\$1,500,000	\$1,000,000			· ·					
		Large Tiered Classroom	\$1,500,000	\$1,000,000			×					
F		Landscaping/Outdoor Patio	\$1,500,000	\$1,000,000								
F		Skyway connection to Merrifield Hall (940 sq. ft.)	\$1,500,000	\$1,000,000	available		×					U
+-		Tower Reading Room (top floor tower)	\$1,500,000	\$1,000,000			×					4
300		Skyway connection to Chester Fritz Library (600 sq. ft.)	\$1,200,000		NAMED		×					
+7		Faculty Lounge (4th Floor)	\$1,125,000		NAMED	***	*					
+		Flat Floor Classroom Conference Room (glass enclosed)	\$1,000,000		NAMED	1M	*					
105		Conference Room (glass enclosed) Fireplace	\$1,000,000 \$1,000,000		7 NAMED		×					
+		Café - Coffee shop/Deli	\$1,000,000		available		×					
		Executive Board Room - (outside the dean suite)	\$1,000,000		7 NAMED		Ŷ					
133		Small Classroom 1st Floor	\$750,000		NAMED	250-750K						
		Conference Room (inside student engagement hub) -1	\$600,000		NAMED							
	First Floor	Conference Room (inside student engagement hub) -2	\$500,000	\$333,333	NAMED							ľ
_		Conference Room (inside faculty engagement hub)	\$500,000		NAMED							
		Large Flat Floor Active Classroom (100) 2497 sq. ft.	\$500,000		NAMED							
		Large Computer/Classroom (60) 1909 sq. ft.	\$500,000		NAMED							H
to:		Tiered Classroom #1 (60) 1478 sq. ft.	\$375,000		NAMED							-
		Tiered Classroom #2 (60) 1440 sq. ft.	\$375,000		NAMED							-
		Flat Floor Actiive Classroom #2 (60) 1420 sq. ft. Flat Floor Actiive Classroom #3 (60) 1381 sq. ft.	\$375,000 \$375,000		NAMED NAMED							
		Flat Floor Active Classroom #4 (60) 1380 sq. ft.	\$375,000		NAMED							
		Medium Computer/Classroom (40) 1143 sq. ft.	\$375,000	200000000000000000000000000000000000000	NAMED							11
T		Behavioral Health testing lab w/ 6-testing rooms	\$375,000		available		- 1					
S		Small Classroom #2 (30) 634 sq. ft.	\$250,000		NAMED	150-250K						V.
		Small Classroom #3 (30) 892 sq. ft.	\$250,000		7 NAMED							
S	Second Floor	Mini Classroom #1 (15) 516 sq. ft.	\$225,000	\$150,000	NAMED				11			
21	econd Floor	Mini Classroom #1 (15) 516 sq. ft.	\$225,000	\$150,000	NAMED							
		Small Classroom #3 (30) 892 sq. ft.	\$250,000		NAMED							
		Small Classroom #2 (30) 634 sq. ft.	\$250,000			150-250K						
I		Behavioral Health testing lab w/ 6-testing rooms	\$375,000									



### FIRST FLOOR: DONOR :: INVENTORY





### RECOGNITION

- 1. ALPHA TIER
  - NISTLER STORY
- 2 TIFR
- 3. TIER 4
  - GRAND AUDITORIUM
  - 2. STUDENT ENGAGEMENT CENTER
  - STUDENT CAREER DEVELOPMENT CENTER
  - 4. STUDENT GRADUATE CENTER
  - STUDENT ACADEMIC ADVISEMENT CENTER
  - 6. FACULTY ENGAGEMENT
  - INSTITUTE FOR PUBLIC POLICY AND ANALYTICS
  - 8. INVESTMENT TRADING CENTER
  - COMMUNITY ENGAGEMENT PLAZA
  - 10.GRAND STAIRCASE
  - 11. GRAND ATRIUM

### 4. TIER 3

- STUDENT COMMUNITY WORKFORCE CENTER
- ENTREPRENEURSHIP ENTERPRISE (LEADERSHIP)
- PROFESSIONAL SALES LAB
- COUNTING/TAX LAB
- LARGE TIERED CLASSROOM
- 6. FLAT FLOOR CLASSROOM
- 7. SMALL CLASSROOM
- 8. OUTDOOR PATIO / LANDSCAPING
- FIREPLACE
- 10.CAFÉ/COFFEE SHOP

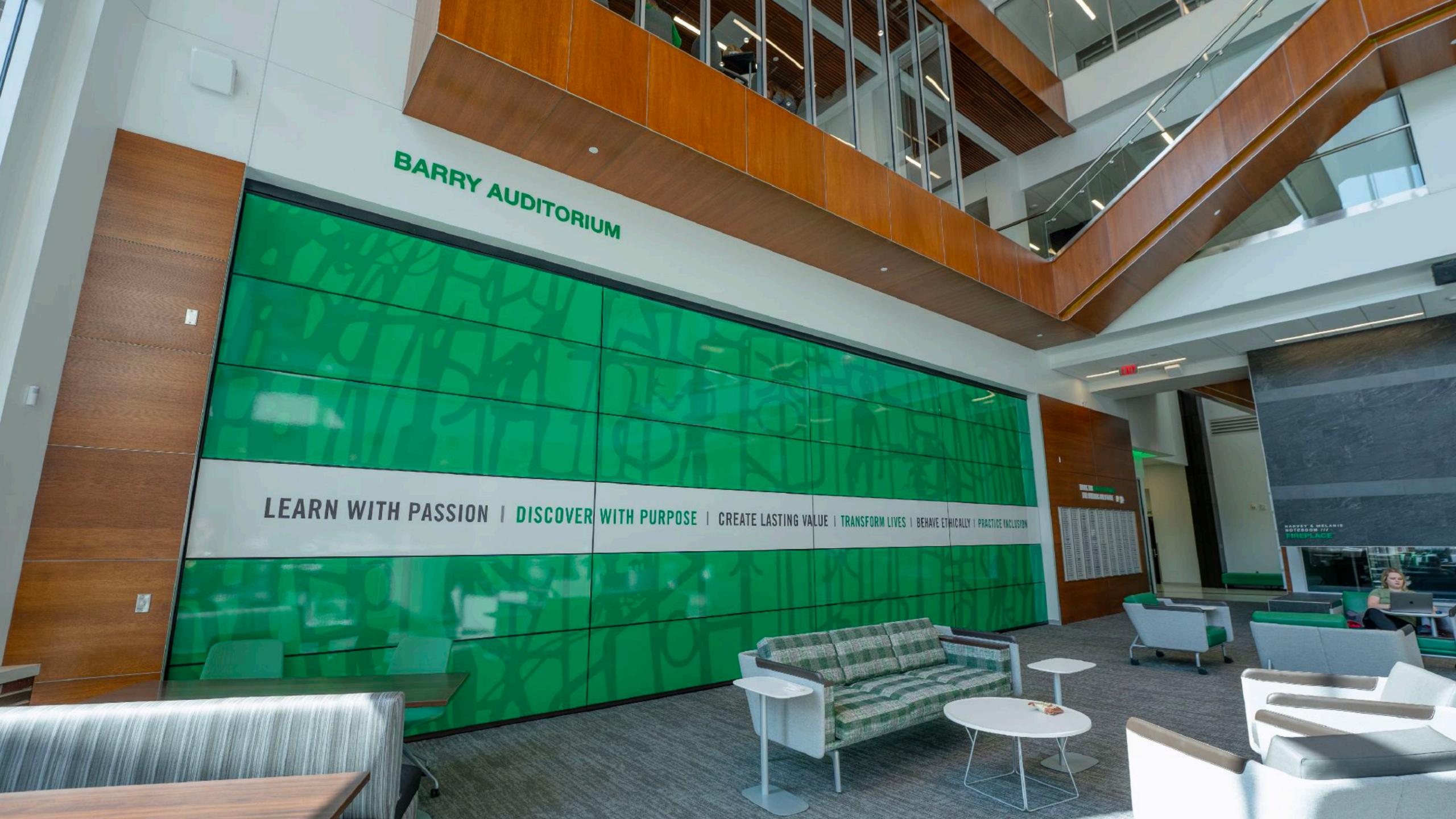
### 5. TIER 2

- CONFERENCE ROOM 1 (STUDENT ENGMT HUB)
- CONFERENCE ROOM 2 (STUDENT ENGMT HUB)
- CONFERENCE ROOM (FACULTY ENGMT HUB)

TIERI















#### SELECT AN OPTION TO EXPLORE MORE



SILVER CIRCLE



MAGILL SOCIETY EXPLORE



DIRECTOR'S CIRCLE



CHAMPION'S CIRCLE



**FACILITIES** 

#### CHAMPION'S CIRCLE

#### The Delta Air Lines Foundation



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MORE DETAILS →



CATEGORIES



## 

#3: BREAKING DOWN THE BARRIERS BETWEEN THE WORK YOU'RE DOING AND THE STORIES YOU'RE TRYING TO TELL.

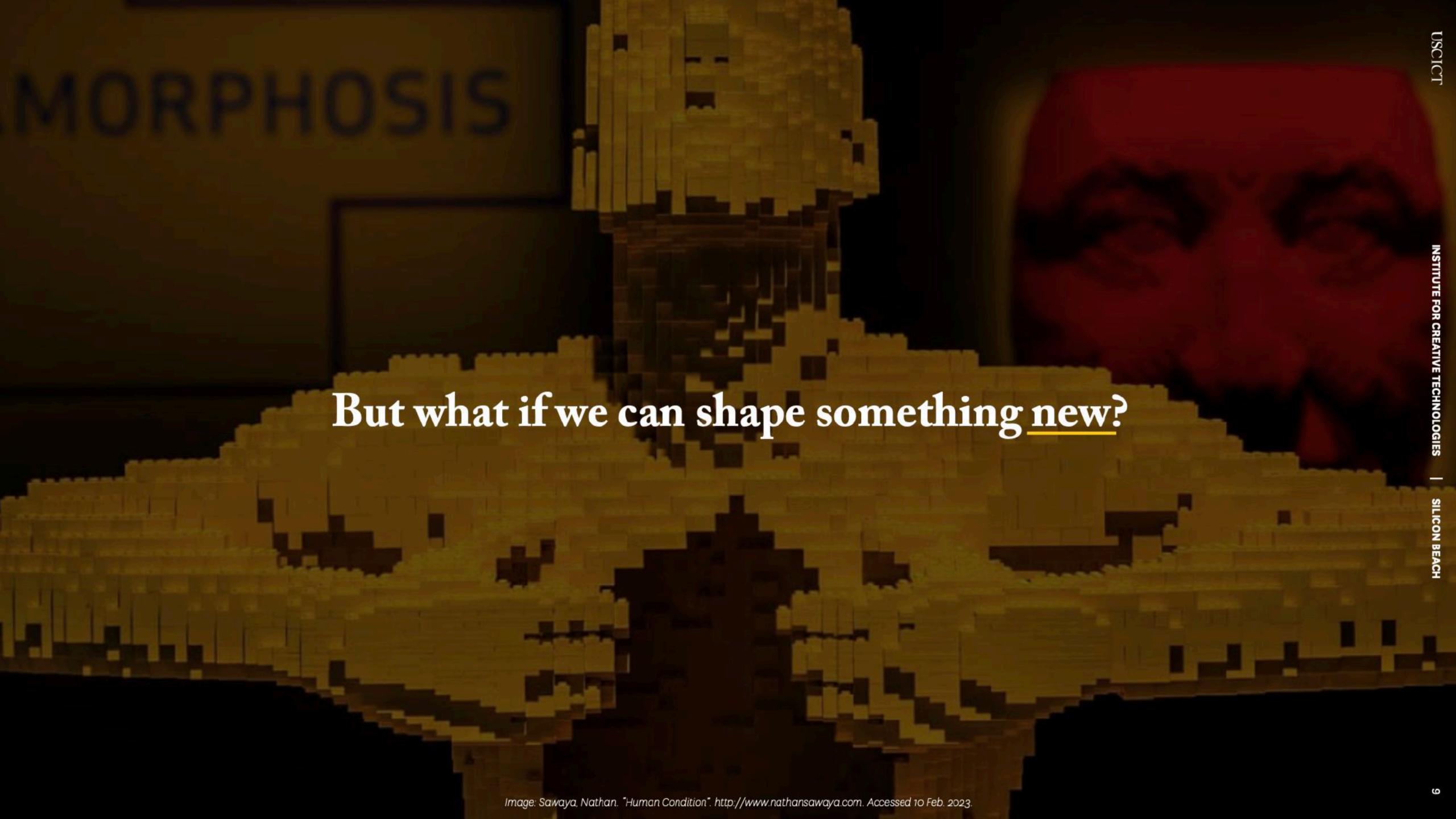


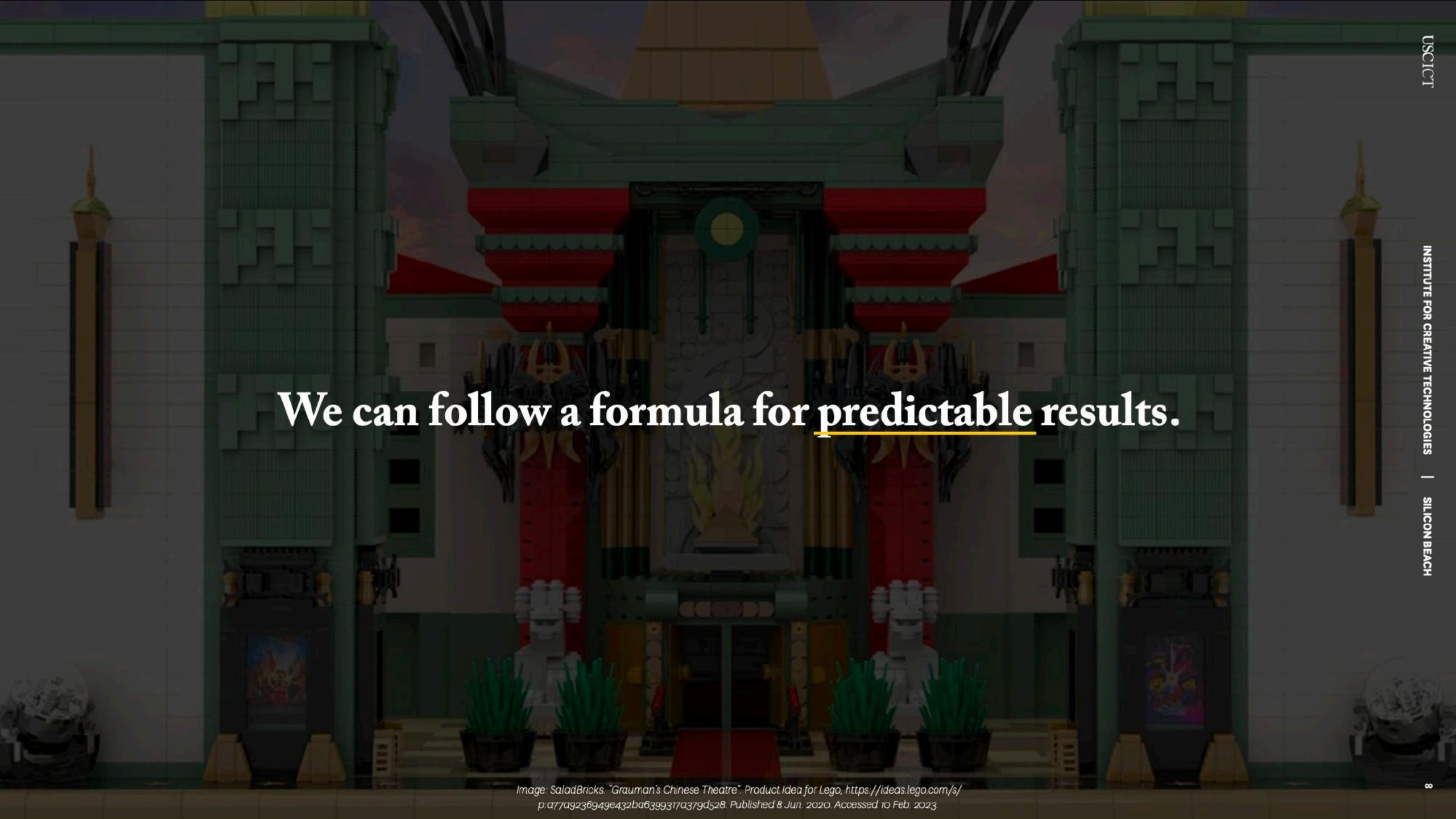
# USC Silicon Beach

Institute for Creative Technologies











# YOUR WORK MATTERS, NOW MORE THAN EVER

# YOUR WORK IS CRITICAL TO YOUR UNIVERSITY'S SUCCESS

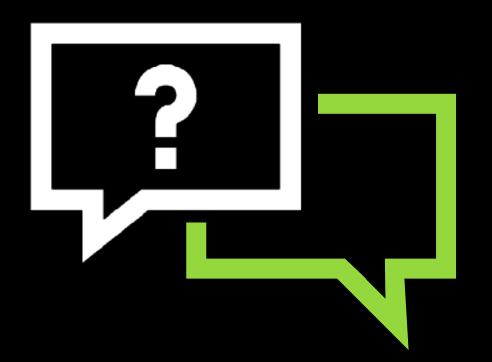
### TRADELINE THREE

- 1. Spaces are where the stories are made real, so be intentional about the stories you're telling.
- 2. Stories can become a competitive advantage in obtaining research funding.
- 3. Breaking down the barriers between the work you're doing and the stories you're trying to tell.

# COLLEGE CHOCKE STUDY \*\*TOTAL COLLEGE\*\* \*\*TOTAL CO



grace.johnson@adventmovespeople.com



Grace Johnson grace.johnson@adventmovespeople.com



John Roberson john.roberson@adventmovespeople.com

