UConn Rudd Center for Food Policy and Obesity Food Marketing Series: Teen Module Sources

Slide 2: Food companies spend a massive amount of money

• Federal Trade Commission. A Review of Food Marketing to Children and Adolescents: Follow-Up Report. 2012. <u>www.ftc.gov/os/2012/12/121221foodmarketingreport.pdf</u>.

Slide 3: Food companies market products to teens

- Teen spending
 - Lindell, C. Report: Teens' spending tops \$91 billion. Candy Industry. May 14, 2014. <u>https://www.candyindustry.com/articles/86224-report-teens-spending-tops-91-billion</u>
 - Peterson, H. How teens are spending money, what they like, and where they shop. Business Insider. April 15, 2015. http://www.businessinsider.com/how-teens-arespending-money-2015-4
- Always connected
 - The common sense census: Media use by tweens and teens. Common Sense Media. 2015. <u>https://www.commonsensemedia.org/sites/default/files/uploads/research/census_executiv</u> <u>esummary.pdf</u>
- Influence other teens
 - Beall, G. 8 keys to connecting with teens on social media. business2business. March 31, 2017. <u>https://www.business2community.com/social-media/8-keys-connecting-teens-social-media-01807524</u>
- Lifelong consumers
 - Zollo, P. Wise Up to Teens: Insights into Marketing and Advertising to Teenagers, 2nd edition (Ithaca, N.Y.: New Strategist Publications, 1999).
- Impact family purchases
 - How much influence do teens wield over their parents' purchase decisions? MarketingCharts. June 23, 2015. <u>http://www.marketingcharts.com/traditional/how-much-influence-do-teens-wield-over-their-parents-purchase-decisions-56068/</u>

Slide 4: TV food advertising to teens

- Frazier W, Harris JL. Trends in television food advertising to young people: 2016 update. 2017. <u>http://www.uconnruddcenter.org/files/TVAdTrends2017.pdf</u>
- Powell LM, Schermbeck RM, Chaloupka FJ. Nutritional content of food and beverage products in television advertisements seen on children's programming. *Childhood Obesity*. 2013; 9:524-531.
- Rudd Center analysis of Nielsen data (2017)

Slide 5: Product placements

Slide 6: Celebrity endorsements in advertisements

Slide 7: Food companies reach teens on smartphones

- TV time down
 - The state of traditional TV: Updated with Q2 2017 Data. MarketingCharts. December 13, 2017. <u>https://www.marketingcharts.com/featured-24817</u>

- Mobile use up
 - The common sense census: Media use by tweens and teens. 2015. <u>https://www.commonsensemedia.org/sites/default/files/uploads/research/census_executiv</u> <u>esummary.pdf</u>

Slide 8: Food companies are active on social media

• The social media statistics reported for Coca-Cola, KFC, Red Bull, and Oreo are based on number of fans and followers per brand as of November 21, 2017.

Slide 9: Twitter polls and Instagram replies

Slide 10: Hashtag campaigns

• Mendoza, L. US Coca-Cola Persuading teens to 'Share a Coke'. Starcom Mediavest Group. https://www.mrs.org.uk/pdf/US_COCA_COLA_-_FINAL_TWO.pdf

Slide 11: Celebrity endorsements on social media

 Heine, C. Selena Gomez's Social Media Posts Are Evidently Worth \$550,000 Apiece. Adweek. July 19, 2016.
<u>http://www.adweek.com/digital/selena-gomezs-social-media-posts-are-evidently-worth-550000-apiece-172552/</u>

Slide 12: YouTube videos

Slide 13: Apps on smartphones

Slide 14: Food marketing works

- Institute of Medicine. Food Marketing to Children: Threat or Opportunity? Washington, DC: National Academies Press, 2006. <u>www.iom.edu/~/media/Files/Report%20Files/2005/Food-</u>Marketing-to-Children-and-Youth-Threat-or-Opportunity/KFMOverviewfinal2906.pdf
- Harris JL, Bargh JA, Brownell KD. Priming effects of television food advertising on eating behavior. *Health Psychology*. 2009; 28(4):404-413.
- Andreyeva T, Kelly I, Harris JL. Exposure to food advertising on television: Associations with children's fast food and soft drink consumption and obesity. *Economics and Human Biology*. 2011; 9(3):221-233.

Slide 15: Targeted marketing to Black and Latino teens

 Harris J, Shehan C, Gross, R. Food advertising targeted to Hispanic and Black youth: Contributing to health disparities. UConn Rudd Center for Food Policy and Obesity. 2015. <u>http://www.uconnruddcenter.org/files/Pdfs/272-</u> 7%20%20Rudd_Targeted%20Marketing%20Report_Release_081115%5B1%5D.pdf

Slide 16: Brands that advertise the most to Black teens

- Harris J, Shehan C, Gross, R. Food advertising targeted to Hispanic and Black youth: Contributing to health disparities. UConn Rudd Center for Food Policy and Obesity. 2015. <u>http://www.uconnruddcenter.org/files/Pdfs/272-</u> 7%20%20Rudd Targeted%20Marketing%20Report Release 081115%5B1%5D.pdf
- Rudd Center analysis of Nielsen data (2017)

Slide 17: Brands that advertise on Spanish-language TV

- Harris J, Shehan C, Gross, R. Food advertising targeted to Hispanic and Black youth: Contributing to health disparities. UConn Rudd Center for Food Policy and Obesity. 2015. <u>http://www.uconnruddcenter.org/files/Pdfs/272-</u> 7%20%20Rudd Targeted%20Marketing%20Report Release 081115%5B1%5D.pdf
- Rudd Center analysis of Nielsen data (2017)

Slide 18: Black and Latino celebrity endorsements

Slide 19: Not all neighborhoods look the same when it comes to food marketing

Slide 20: Targeting teens with junk food and sugary drinks

- Harris JL, Schwartz M, Munsell CR, Dembek CR, Liu S. Fast food FACTS 2013: Measuring progress in nutrition and marketing to children and teens. UConn Rudd Center for Food Policy and Obesity. <u>http://fastfoodmarketing.org/media/FastFoodFACTS_Report.pdf</u>
- Harris JL, Schwartz M, LoDolce ME, Munsell C, Fleming-Milici F. Sugary drink FACTS 2014: Some progress but much room for improvement in marketing to youth. UConn Rudd Center for Food Policy and Obesity. <u>http://sugarydrinkfacts.org/resources/Targeted-marketing-sheets-Black-Hispanic.pdf</u>

Slide 21: It doesn't have to be this way: make a difference

Slide 22: Examples of teens making a difference

- In Howard County, Maryland: Waseem, F. Ad campaign in Howard targets sugary drink industry. Baltimore Sun. February 1, 2017. <u>http://www.baltimoresun.com/news/maryland/howard/columbia/ph-ho-cf-horizon-campaign-0202-20170201-story.html</u>
- In Colorado: Local Lafayette youth stand up for kids. Boulder County. October 18, 2017. https://www.bouldercounty.org/news/local-lafayette-youth-stand-up-for-kids/
- In Hartford, CT: <u>https://www.facebook.com/growhartfordyouthprogram/</u>