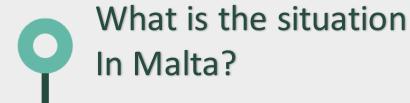


NATIONAL WATER
CONSERVATION
CAMPAIGN FOR THE
MALTESE ISLANDS







Challenges and Opportunities

WHY the need for a National Water Conservation Campaign



Overview of the Campaign

Integrated Marketing communication Strategy



The Bigger picture: Impact of the distribution of Kit

Pilot Programme: Water Champion

Domestic and Agriculture sector results



To get you in the picture of the situation in Malta:

The biggest challenge

in the Maltese water sector, is the scarcity of natural freshwater.

The Mediterranean climate,

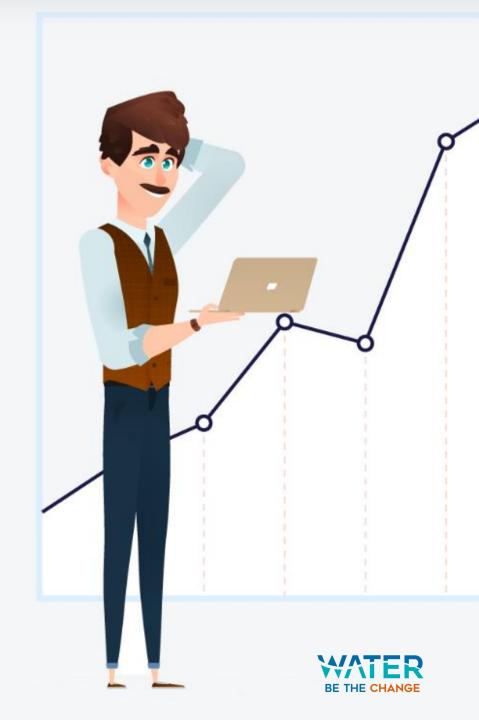
with low levels of rainfall and high temperatures, results in low natural water availabilities and significant losses through evapotranspiration

The density of the population

in Malta is about 1400 people per square KILOMETER.

Nature can give only about half of our total needs,

therefore the Energy & water agency effort is to provide the tools and knowledge to contribute in water-saving efforts.



Water production Malta

Producing potable water from seawater requires energy.

60% Reverse Osmosis 40% Ground Water

Plan Reduce it to 30%

We often take our tap water for granted due to the reliable supply achieved through years of diversifying water sources and improving distribution. However, widespread wasteful usage can limit our capacity to produce sufficient water, despite having the capability to meet our needs.



The water user is focal in this driving as, we consume around 50 billion litres of water per year. Around 20 million litres of that is for domestic use only!

It is a bit of a challenge in communicating out there this behavioural shift, since water is less tangible thus saving can only be seen once they receive the water bill.

But people are understanding this need and are getting smarter about their water consumption and are getting informed on technologies, tips and designs available that will help reach this common goal.



WHY?

The aim of the 3 year National Water Conservation Campaign is to deliver an effective educational and awareness raising campaign on the optimised and efficient use of water resources to facilitate a cultural shift in people's behaviour towards water conservation on the Maltese Islands.

IN SEPTEMBER OF 2019 WE HAVE LAUNCHED THE NATIONAL WATER CONSERVATION CAMPAIGN.

There are so many small ways by which we can do our individual part to conserve water and reduce waste.

Using simple water conservation techniques can help to significantly reduce the amount of water we consume.

So, by simply thinking ahead, being aware of water and making small changes like taking shorter showers, closing taps when brushing teeth, the list is endless.



If we do a little bit together, it will be a lot for each other.

Our daily water consumption is relatively low (110L/person) compared to other EU countries.

Improved living standards and economic activity are steadily increasing our national water demand.

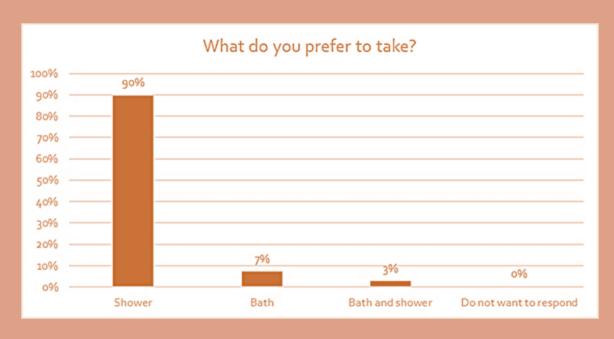
- Water conservation means using our limited water supplies wisely and effectively.
- It does not mean reducing our standard of living it means maintaining our current level of comfort, whilst using less water.

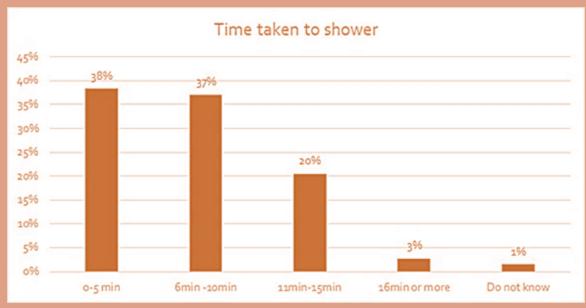


RESEARCH STUDY

- Get to know more our target audience?
- What is their Persona? To help us find our campaign voice.
- What is the best way to effectively reach them?
- What is their level of awareness and knowledge on water usage?
- What is their behaviour at home, at their farm, at school/work?

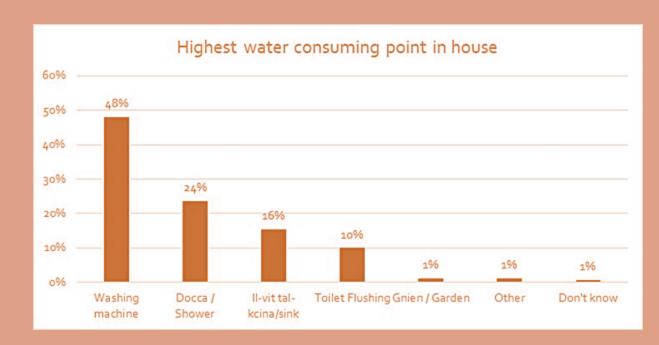
DOMESTIC

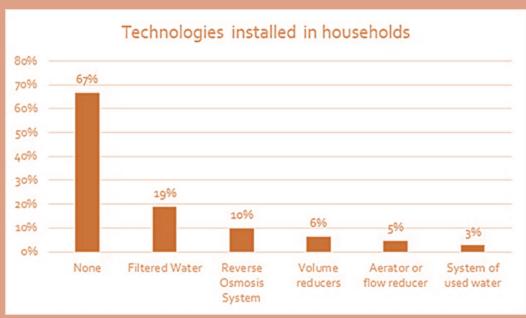




Research showed that 90% of respondents prefer showers over baths, so we focused on shower duration in our messaging.

DOMESTIC

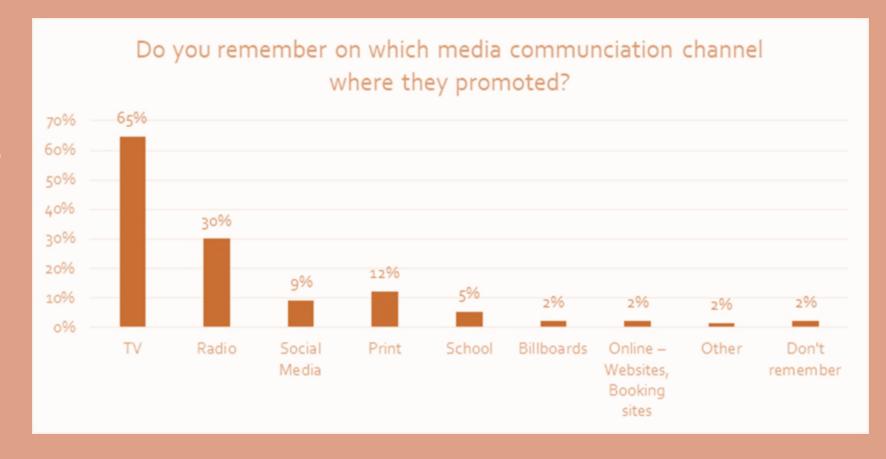


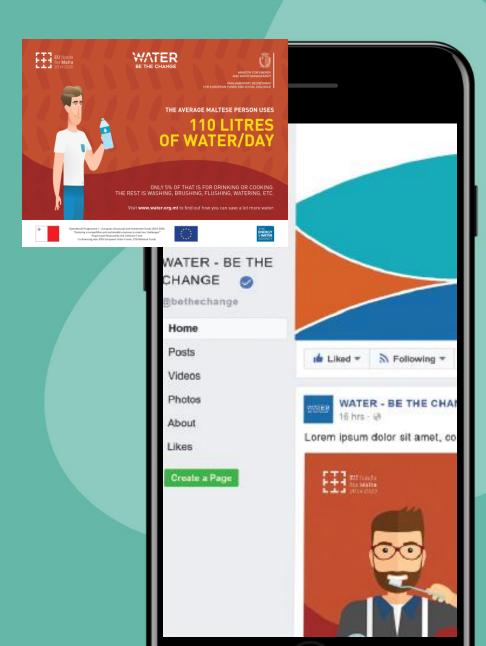


Research found that only 10% knew toilets are the highest water consumers, with 67% not considering water-saving technologies.

WHICH?

Research has enabled us to identify and prepare effective marketing messages using the right integrated marketing communication tools.





How?

We used various platforms and tools to educate and engage our audience in a nationwide water conservation campaign, encouraging small daily changes for significant savings.



BROADCAST Media

TV PROGRAMMES

- 1-minute documentary in Maltese and English: Introduces the awareness campaign's purpose and highlights water conservation.
- Thirteen 3-minute videos (Maltese and English): Discuss water conservation issues and tips using animation and footage. Released between March and May 2020 (Maltese version).
- Thirteen 15-minute TV features called "GĦAJN" (Maltese with English subtitles): Covers Malta's water conservation history and different supply systems, featuring interviews with experts.
- Thirteen 5-minute TV-animation features, "A Word on Water" (Maltese and English): Targets the younger generation, explains water conservation elements, and follows two children learning from a water droplet about topics like aquifer processes and climate change in an easily understandable way.







BROADCAST Media

TV COMMERCIAL

Over a 3-year campaign, we created nine 15" TV ads in both Maltese and English, featuring our Water Champions, Chris Dingli and Stephanie Spiteri. These ads combined footage and animation to maintain a consistent visual identity. Each year, we produced three ads, each conveying various water conservation tips and campaign features, such as door-to-door distribution.





BROADCAST Media

RADIO

We produced nine 30" radio ads in both Maltese and English. These ads featured our Water Champions, written in rhyming style, and aimed to share water conservation tips and campaign information.



When it comes to Water... a little bit of thinking goes a long way. Like, for example, the shower that you have ever day. Keep it down to five minutes and you'll save quite a lot. Up to 25 litres per shower, on the trot.

If it's teeth that you're brushing, even toilets that you're flushing. Spare a little thought, and keep your water use short. A little saving here and a little saving there and there'll always be enough water for all of us to share.

Visit www.water.org.mt. Water – Be the change.



Online

SOCIAL MEDIA

Digital media promotion began right after the campaign launch, utilizing Facebook, Instagram, YouTube, and Twitter. We maintained regular posting on all four platforms throughout the campaign. On Facebook, we followed a format of one video per month and six static posts per

month, each with a 4-5 day lifespan.



Online

GOOGLE DIGITAL NETWORK ADVERTISING

During the campaign, we created Google banners to convey campaign info, water conservation tips, and promote the Water Champion Application. We updated banners monthly, aligning them with quarterly seasonal water conservation messages.



Online

ONLINE MEDIA ADVERTISING - NEWSPORTALS

We designed Google banners for the campaign, covering info, water conservation tips, and the Water Champion App, changing them monthly with seasonal water conservation messages.

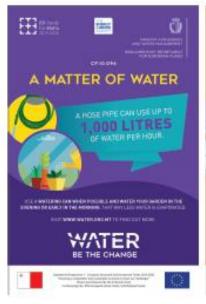


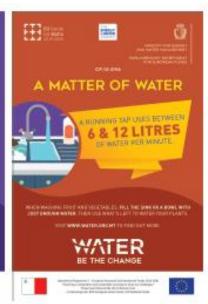
PRINTED MEDIA

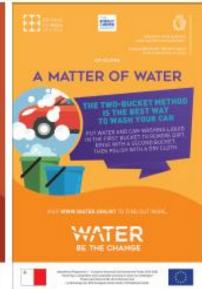
NEWSPAPER ADVERTISING



A MATTER OF WATER COLUMN







PRINTED MEDIA

PRINTED MERCHANDISE

Public Relations (PR)

It played a vital role in the 'Water - Be The Change' campaign by emphasizing water conservation through strategic PR tools and activities. These activities included quarterly PR articles, TV and radio appearances, and monthly blog posts to enhance public awareness and engagement. Daily media monitoring kept the campaign's messaging relevant and impactful.





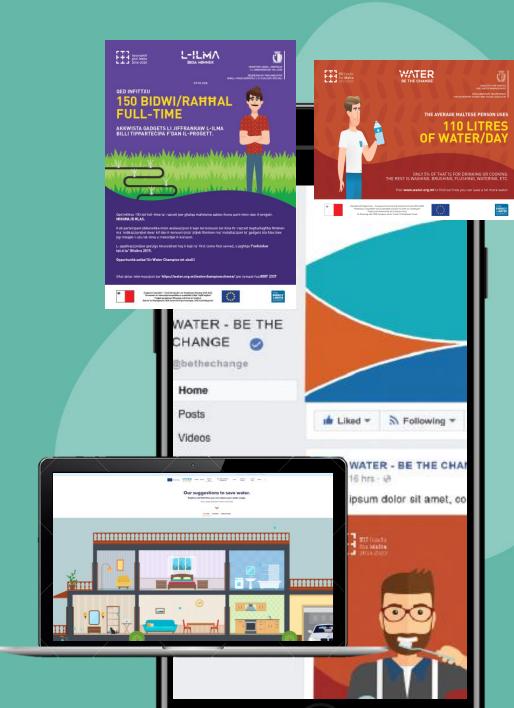


WEBSITE



The campaign website, served as central hubs for digital communication. They were regularly updated with event info, FAQs, resources, and newsletters sent to growing email subscribers, enhancing campaign outreach and engagement.





We aimed to do more than push marketing; we wanted to facilitate change by creating outreach and pilot programs, providing practical tools for longterm transformation.

Be the Change.

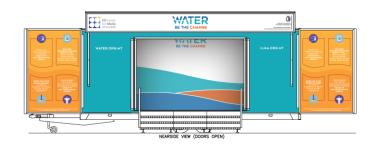


JOIN THE DROPS OUTREACH PROGRAMME

Touring every locality in Malta and Gozo with a Mobile Unit and campaign office (GHAJN) to:

- Raise awareness & educate
- Distribute merchandise
- Be a contact point: Engage face to face.

Public Engagement Activities: Attend to National Local Events, Fairs & Water Weeks
Distribution of the water saving gift packs and kit boxes









EVENTS

- Żejt iż-Żejtun 28-29.9.2019 Żejtun
- Genna ta' Gonna
 13.10.2019
 Floriana
- Chocolate Festival 2.10.2019 Hamrun
- Milied Melliehi 19-22.12.2019 Mellieha
- Festa Ĉitru 2.2.2020 Lija
- Science in the City/Online 2020 28-29.11.2020 Online
- Valletta Green Festival 2021 7-11.5.2021 Valletta
- Fgura Car Free Day 19.9.2021 Fgura
- European Heritage Day 1-3.10.2021 Ghajn, Rabat
- Home & Lifestyle
 Fair
 21-24.10.2021
 MFCC, Ta' Qali
- Science in the City/Online 2021 25-26.9.2021 Online + Valletta

- Water Day 2022 (week presence) 16-22.3.2022 Valletta
- Earth Day 2022
 22-24.4.2022
 Majjistral Park,
 Mellieha
- Valletta Green
 Festival 2022
 28.4-1.5.2022
 Valletta
- AgriFair 2022 20-22.5.2022 MFCC, Ta' Qali
- MFCC Trade Fair 23.5-3.6.2022 MFCC, Ta' Qali
- Earth Garden 2022 3-5.6.2022 Ta' Qali
- Ritmu Music Festival 10-11.6.2022 Upper Barakka, Valletta
- Malta
 International
 Food Fesitval
 13-17.7.2022
 Tritoni, Valletta

- Wirt in-Natura, Żurrieq 29.7.2022 Żurrieq
- Pinta Beer
 Festival 2022
 25-28.8.2022
 Tritoni, Valletta
- Festa Hut 2022
 11.9.2022
 Marsaxlokk
- Žejt iż-Żejtun 24-25.9.2022 Żejtun
- IrkottaFest 2022
 9.10.2022
 Kirkop
- Wirt in-Natura, Mosta 30.10.2022 Mosta
- MFCC Home
 & Lifestyle/
 Weddings
 27-31.10.2022
 MFCC, Ta' Qali
- Book Fair 23-27.10.2022 MFCC, Ta' Qali

- Milied Skaliz
 2022
 16-18.12.2022
 Marsascala
- Winter Wine
 Festival 2023
 3-5.2.2023
 Montekristo
- Gozo Green
 Energy Expo
 2-4.3.2023
 Gozo Conference
 and Expo Centre,
 Rabat
- Water Week 2023 (week presence) 20-26.3.2023 Rabat, Gozo
- Festa Frawli
 2023
 16.4.2023
 Mgarr, Malta
- Earth Day 2023 (week presence) 17-23.4.2023 Valletta
- Spring Fair 2023 30.4.2023 Floriana
- Valletta Green Festival 2023 2-7.5.2023 Valletta

- Mauccca ttir maż-żmien 6.5.2023 Żejtun
- Iffjurit bil-Ward ifewwah 13.5.2023 Attard
- Mother, Baby and Child Fair 2023 20-21.5.2023 Excelsior Hotel
- Health & Green Fair 2023 21.5.2023 Salini Park
- Festa Fjuri 2023 27.5.2023 Iklin
- Earth Garden 2023 2-4.6.2023 Ta' Qali
- MCAST Open Day1 - Paola Campus 23.6.2023 Paola MSCAT Campus

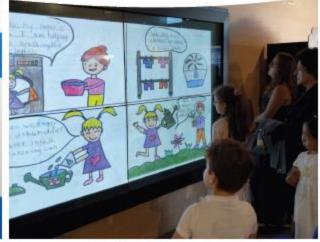
FAIRS





WATER CONSERVATION SCHOOL EDUCATION PROGRAMME & COMPETITION

































CONFERENCES & WORKSHOPS































WATER WEEK ONE EACH YEAR























TOWN TOURS

We've successfully covered all 68 localities.



- Door-to-door distribution of the Gift Pack by a team during the week
 - Mon Sat to all Primary residences in Malta and Gozo.
- If people are home: given gift pack with voucher to redeem kit, informed about how to collect and from where.
- If not home: A Failure Delivery Note is left with instructions on how to redeem the pack and kit



GIFT PACK AND VOUCHER

- A squeegee
- An aerator
- Instruction booklet with water saving tips
- Voucher to redeem the Water Saving Kit







Water saving kit includes

- Kitchen swivel aerator
- Bathroom aerator
- Hand-held shower head
- Shower on-off switch
- Flushing tank bag
- Booklet with instructions and water saving tips

















What is the effect of the Kit distribution?

	Potential Savings after installation (Litres per person)
Shower head	4.6
Shower on-off	50%
Toilet flushing	4.7
Bathroom tap aerator	2.7
Kitchen tap swivel aerator	7
POTENTIAL SAVING OF A KIT (excluding the shower on-off)	19 +
(excluding the shower on-off & hippo bag)	14

Using the shower-on and off method it is estimated it can save up to 50% of water flow. In our study it was estimated a total savings of over 19 liters, with a 64% adoption rate.

The 1-liter hippo bag doesn't fit in 8/9-liter flushing tanks, so it wasn't widely installed. For our calculation here, we assume a savings of 14 liters without the hippo bag.

What is the effect of the Kit distribution?

For a daily use of 110 litres, the annual water consumption is 110*365 =40,150 litres a year, by installing the devices we have reduced the consumption by 14 Litres per day to 96 Litres per person day. Per year this translates to 324,071.1 m3 per year. (assuming that showerhead, bathroom aerator and kitchen aerator where changed)

Savings (L per person per year)	5110L (5.1 cubic meters) which is equivalent 6813 wine bottles (750 millilitres)
Savings % per year	13%
Total number of kits distributed to date around Malta & Gozo (item planned distribution 100,000)	63,419 kits

What is the effect of the Kit distribution on a household size?

Annual savings from kit 5.11 m3 Annual savings from the distribution of 100,000 kits per household size

1		
person per household	27%	137,306m3
2		
person per household	31%	318,149m3
3		
person per household	19%	283,605m3
4		
person per household	16%	334,603m3
5		
person per household	7 %	182,172m3
Total annual effect per		
person by the 100,000 kits in		4.055.004.0
m3		1,255,834m3

Effectiveness depends on household size and occupants, so we allocated persons based on the latest NSO household composition data (187,000) to estimate the annual savings from distributing 100,000 kits.

The last column displays the annual impact of the kit per person.

The total potential water saving from the distribution of the kit for a family of size in a year is equivalent to:



1person per household4904showers



person per household

127
Olympic pools



3person per household10129toilet flushes



person per household
23900
Washing machine full loads



person per household
14013
Baths

Simple technology installations, like a €30 kit, can lead to significant savings, benefiting both individuals & reducing water production costs. It showcases how water-efficient tech can enhance conservation.





CHAMPION I I PROGRAMME

Pilot Study

Domestic
Agriculture
Public Office

WATER CHAMPION PROGRAMME

Applicants were audited, and a professional team suggested budget-friendly interventions. After completion, a two-year monitoring period began for comparison with two-year pre-intervention data.

250 households

total cost intervention: 1,000,0000

Max. Eur 4,000 per household

150 farms

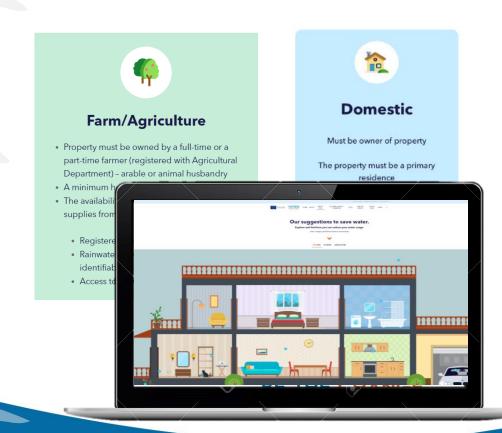
total cost intervention: 750,0000

Max. Eur 5,000 per farm

5 Public Offices

total cost intervention: 200,000

Max. Eur 40,000 per office



DOMESTIC

- 27 types of interventions in domestic sector
- 643 interventions in 212 households
- Benefited 1,369 persons per intervention



3

repair of water leaks

5

people showers



1

Installation of Rain Water Catchment

3

people showers



118

Dual Flush

233

people showers



Modification of Rain Water Catchment System

22

people showers



1

Flushing tank replacement

3

people showers

4

Expansion of Rain Water Catchment System

12

people showers



11

Dish Washer replacement

46

people showers

32

Well Restoration

98

people showers 20

Dish Washer installation

86

people showers

3

Well Cleaning

13

people showers



84

Mixer Installation

131

people showers



42

Washing machine replacement

129

people showers



DOMESTIC

- 27 interventions in domestic sector
- 643 interventions across 212 households
- Targeting 1,369 persons per intervention



6 Installation of Shower cubicle

18 people 71

Showerhead replacement

147 people

14

Restrictor 16

people



Modification of secondary system

23

people

Installation of secondary system

47

people



6

AC Collection

19

people



Pressure Pump replacement

people

13

Pump Installation

38

people

9

Pump replacement

28

people

Overflow system

people



Backwash Collection

5

people

Brine Collection

people

5

Piping

19

people



AGRICULTURE

- 6 interventions in agricultural sector
- 34 interventions across 61 farms
- Targeting 44.08 hectares in total



Well/Reservoir Restoration

12.87
Hectares



Gutter
Modification
13.34
Hectares



Piping
3.79
Hectares



Pump Installation 10.86 Hectares



Drip Irrigation System 71

Hectares



7 Soil Moisture Sensor

2.51
Hectares

We have to keep in mind the size of Malta's agricultural parcels are very small compared to other European countries.

In fact half of Malta's total agricultural parcels are smaller than a football field.



WATER SAVING OF

6,151,000

LITRES PER ANNUM

Water is crucial for agriculture. The Water - Be The Change campaign improved water conservation by fixing, reservoirs, and wells, optimizing plumbing for rainwater usage, and implementing soil moisture sensors and drip irrigation systems.

WATER SAVING OF

4,954,000

LITRES PER ANNUM

IN THE DOMESTIC SECTOR.

To reduce water waste at home. The Water - Be The Change campaign provided kits to residents and installed low-flow aerators, showerheads, and efficient appliances like dishwasher and washing machines. Other interventions encompass piping infrastructure for utilising 2nd class water and implementing rainwater catchment systems.

Domestic reverse osmosis systems waste around 5,000 liters of water per person daily. Don't waste it, re-use

catchment saves around 2,500 liters per person annually



WATER SAVING OF

336,720

LITRES PER ANNUM

IN THE PUBLIC SECTOR.

The Water - Be The Change campaign extended its impact to the Public Sector, implementing interventions such as rainwater catchment systems in public offices to utilize rainwater as an alternative water source. Installation of drip irrigation, soil moisture sensors and collection of RO reject in well for re-use.

> Soil moisture sensors save around 2,800 liters per hectare annually in landscaped areas.



Dual flush saves around 9,000 liters per person annually compared to



Target annual saving of 4000 m³ in water demand

THE INTERVENTIONS UNDERTAKEN HAVE **RESULTED IN A TOTAL WATER SAVING OF**

11,441,720 **LITRES PER YEAR**

11,441.72 cubic meters (m^3)

In Conclusion,

Every small action matters. It's our responsibility to learn about water conservation and incorporate technologies, tips, and designs into our daily lives for a more sustainable future.

We did not stop, we are still continuing creating awareness and education....

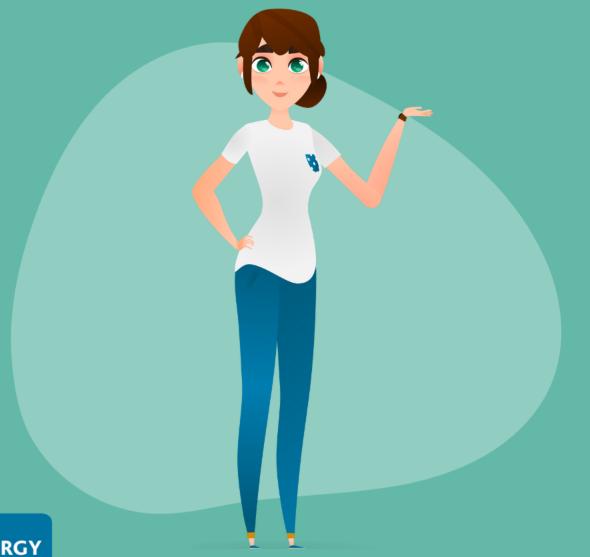








EUROPEAN UNION European Regional Development Fund



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