# **SNAPping Stigma Out of SNAP**

07 | 16 | 2024

For a future without senior poverty.





# Agenda

The Supplemental Nutrition Assistance
Program helps millions of households
purchase food each month, yet more than
16 million adults over 50 are eligible for the
but not enrolled. Learn how a behavior
change marketing campaign was designed
to reduce stigma around SNAP and
increase enrollment in the program.

- AARP Foundation Overview
- Older Adult SNAP Enrollment Gap
- SNAP Stigma Research
- SNAP Stigma Campaign
- Discussion



# Senior poverty is the problem. We're here to solve it.

More than 37 million older adults are either already living in poverty or only one life event away from slipping into it. Those who have suffered systemic racism and discrimination face compounded difficulties.

AARP Foundation works for and with vulnerable people over 50 to end senior poverty and reduce financial hardship by building economic opportunity. As a charitable affiliate of AARP, we serve AARP members and nonmembers alike. Through vigorous legal advocacy and evidence-based solutions, and by strengthening supportive community connections, we foster resilience, advance equity and restore hope.

To learn more, visit aarpfoundation.org or follow @AARPFoundation on social media.





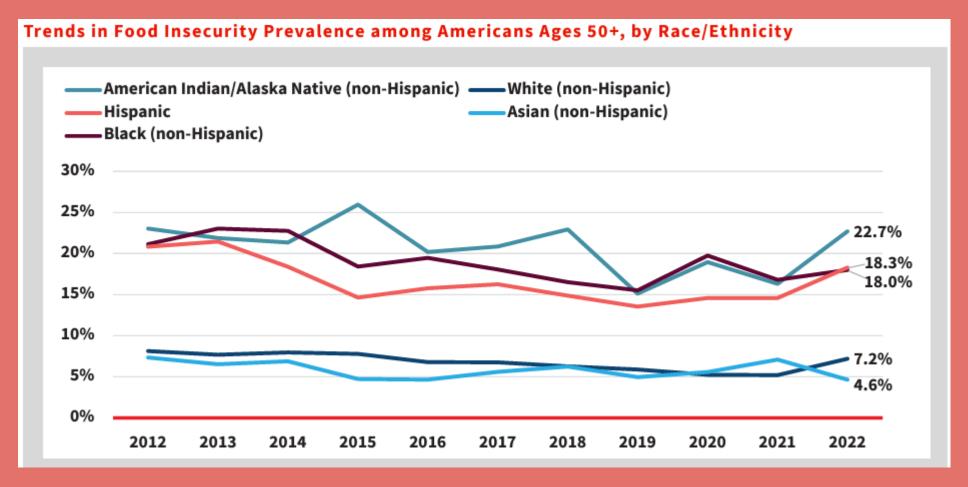
**AARP Foundation** 

# Older Adult SNAP Enrollment Gap



## In 2022, 11.8 Million Older Adults were Food Insecure

Food insecurity is associated with poorer health outcomes among older adults, including diabetes, high blood pressure, congestive heart failure, asthma, and depression





## **FY19 SNAP Participation**

63%

Of adults over 50 who were eligible for SNAP were unenrolled

\$200

1 in 5 older adults who were eligible but not enrolled in SNAP were likely eligible for more than \$200/month



# **SNAP Improves Food Security Among Older Participants**

Why does the older adult SNAP enrollment gap matter?

SNAP enrollment among older adults is associated with:

- Fewer hospital stays, emergency room visits, and long-term care admissions
- Decrease in Medicaid expenditures- on average \$2,360 less per person per year



# Older Adult SNAP Journey

1 Awareness/Outreach

#### **Outreach Sources**

- SSI or other benefit application process
- Medical staff
- Social worker from human services agency or AAA service providers
- Food bank or SNAP outreach
- Social media ads
- Friends and relatives

2 Application

#### Steps

- 1. Obtain application by phone, online, or in person
- 2. Complete application
- 3. Provide documentation
- 4. Schedule interview

# Interview/Eligibility Certification

#### Interview

Usually available by phone, but sometimes done in person; usually occurs within 14 days of submitting an application

#### More Documentation

Often, additional documents are necessary, such as pharmacy or other medical receipts; this can cause a delay in processing the application

#### Certification of Eligibility

# 4 Benefit Usage

Receive and Activate EBT Card Maintain PIN access number

#### Use benefits

- At local stores
- At farmer's markets
- To order and receive delivered groceries

# Periodic Checks & Recertification

**Notice Sent to Home Address** 

Time Limit to Return an Enclosed Form

May Require an Interview Every 12, 24, or 36 Months

### Barriers

- Social Isolation
- Lack of Information
- Perceived burdens (e.g., paperwork, security)
- Stigma
- Feeling undeserving or others need it more
- Low benefit levels
- Fear of scams

- Transaction costs (e.g., automated phone systems, hold times, transportation)
- Internet access/ability to function online
- Cognitive limits (e.g., memory issues, literacy levels)
- Complex eligibility rules

- Transportation
- Paperwork burden
- Sensory limitations (e.g., sight, hearing)
- Cognitive limits (e.g., memory issues, literacy levels)
- Need for individual assistance

- Cognitive Limits (e.g. remembering pin)
- Transportation
- Food preparation
- Affordability of fresh produce
- Limited delivery

- Change in household status or income
- Sensory limitations (e.g., sight, hearing)
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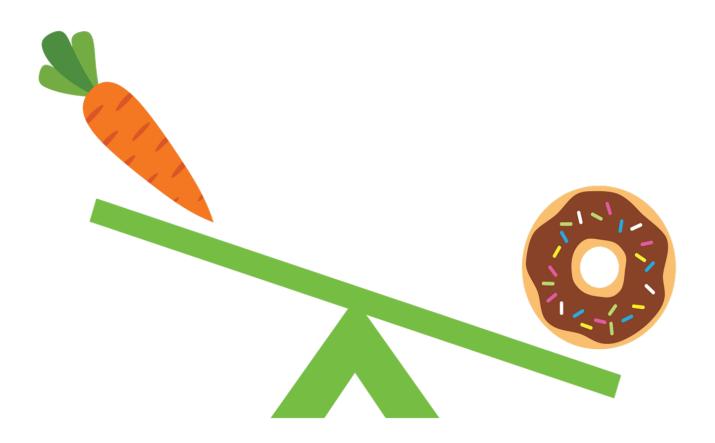
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# **Overview of Anti-Stigma Campaign**



## We see behavior as a choice





# **Knowledge is only part of the picture**





# **Building blocks of behavior change marketing**

**AUDIENCE** 

Who are you trying

to reach?

**BEHAVIOR** 

What do you want them to do?

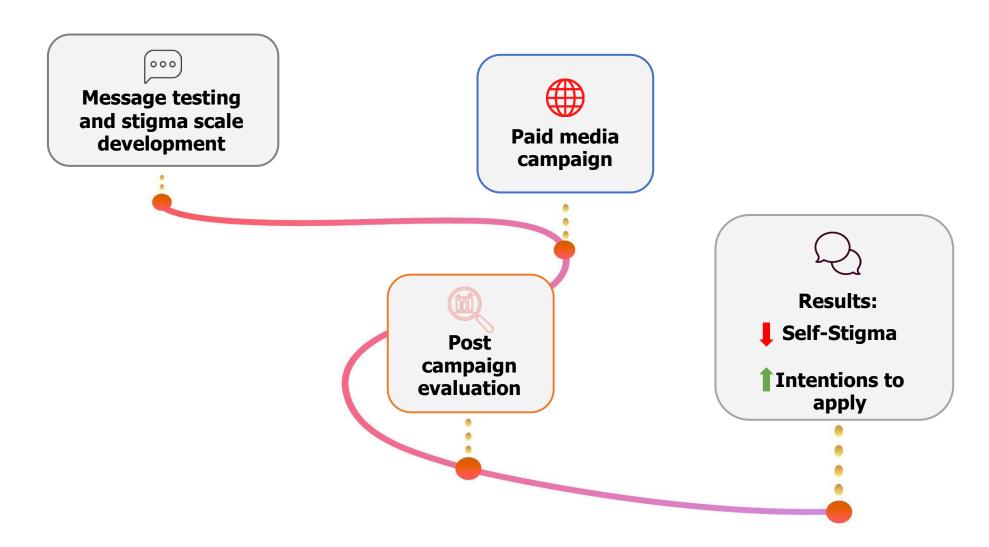
**WANTS & NEEDS** 

Why would they do it (really)?



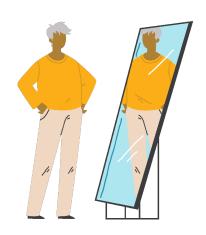
## **Overview**

How we tested our hypothesis that reducing stigma could increase enrollment





# Hypothesis: There are two key types of stigma



## **Self-Stigma**

"How do I feel about MYSELF using SNAP?"



# **Community Stigma**

"How do I feel about OTHERS using SNAP?"



### **Research Process**

### Gathering formative, baseline and evaluation data

# Qualitative insights (n=37)

In-depth interviews with residents and enrollment facilitators in metro
Atlanta and Houston to:

- Understand barriers and benefits to enrollment
- Test message frames and behavioral determinants

### **Pre-Survey (n=1,496)**

Statewide surveys in Georgia and Texas to:

- Gather formative insights
- Set baseline measures
- Validate stigma scales
- Test creative

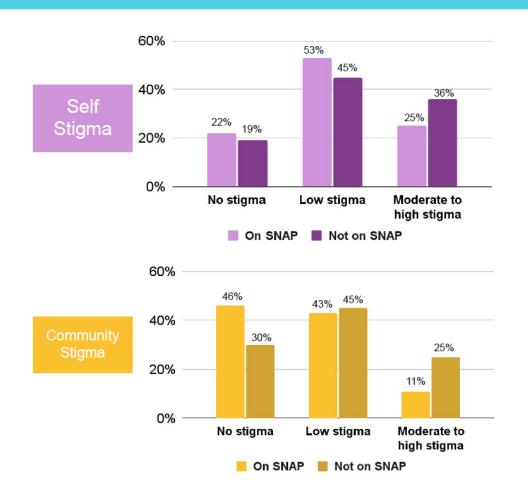
### Post-Survey (n=538)

Evaluation survey in Houston metro area to:

- Evaluate impact of message campaign
- Confirm
   predictive model
   for stigma and
   enrollment



## **Stigma levels**



Most participants reported low levels of stigma (or even zero stigma).

Current SNAP recipients reported lower levels of stigma than those not on SNAP.

Levels of self stigma were higher than levels of community stigma.



## Stigma was related to attitudes and experiences with SNAP

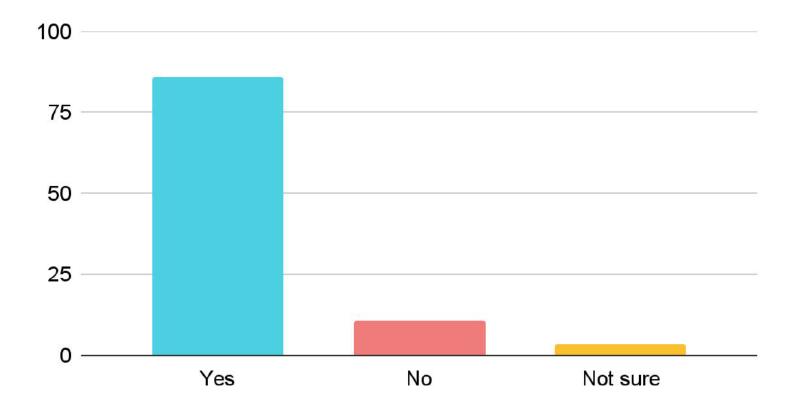
### Levels of both self stigma and community stigma were higher among:

- Participants with lower overall exposure SNAP
  - Have not heard of SNAP
  - Do not know anyone on SNAP
  - Have not heard anyone talk about SNAP
- Participants with less positive attitudes toward SNAP and food stamps
- Participants who believed they were ineligible for SNAP even though they WERE eligible



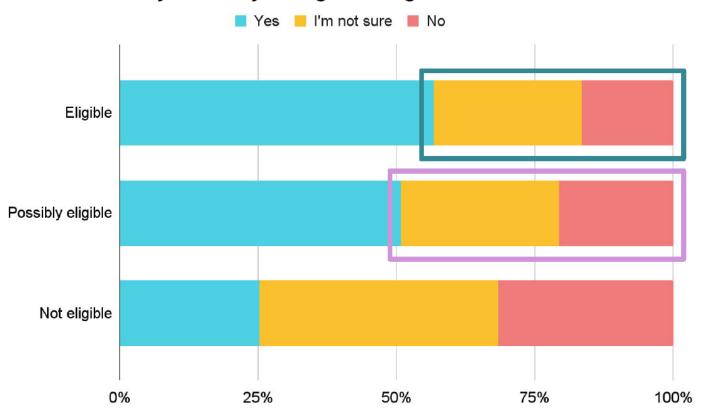
## 85% of people not on SNAP were aware of the program

Have you ever heard of SNAP, the Supplemental Nutrition Assistance Program?





### Do you think you might be eligible for SNAP?



People who are eligible reported thinking they they are ineligible because:

- They do not live with children (37%)
- Some other reason (37%)

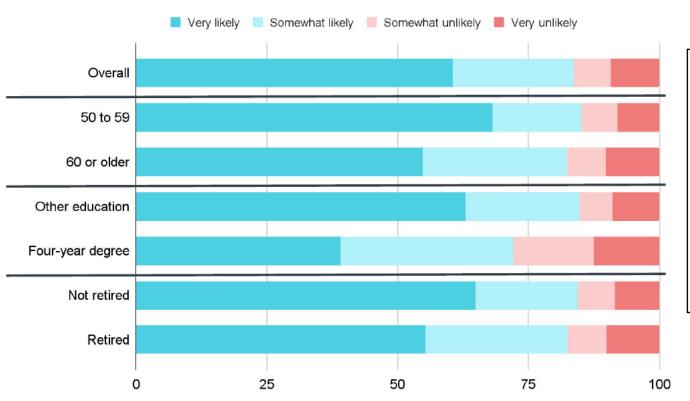
People who might be eligible reported thinking they are ineligible because:

- They have too high income (47%)
- They do not live with children (35%)



## Most people without SNAP are likely to apply if eligible

If you found out that you were eligible for SNAP, how LIKELY would you be to apply?



# Some were more likely to apply if they found out they were eligible:

- Adults age 50-59
- Those with education status that was not a four-year degree ("less than high school", "high school/GED", "some college", "Associate's degree", "post grad degree")
- Those who are not retired



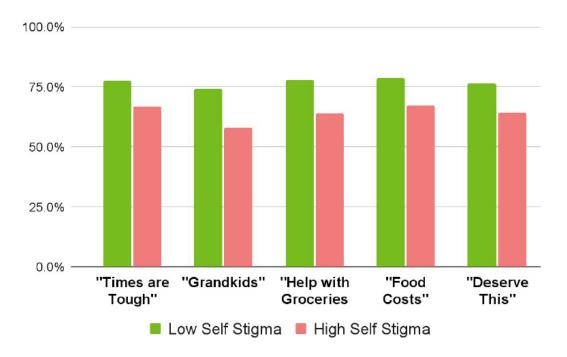
## **Creative Testing**

### Which behavioral determinants could reduce stigma and drive enrollment?

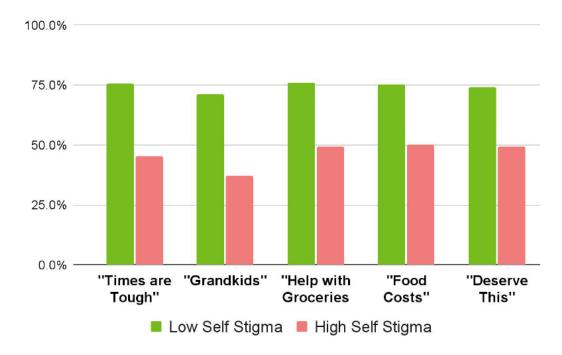
Theme	Times Are Tough (Audio)	Grandkids (Audio)	Get help with your groceries	Food costs rising? SNAP can help	You deserve this
Determinant	Self-standard: "I can get by"	Reward: Food as medicine	Social Norms & Reduced Friction: Most people do this and it's easy	Social Norms & Social Permission: Most people do this and I know what I might get	Reward: "Getting what's mine"
Ad			Get help with your groceries  SNAP helps millions of adults 50 and older boost their grocery budget. And Texas has made it easier than ever to sign up.  Friendly & convenient  - SNAP specialists help at every step Your SNAP card works just like a debit card. Use it at grocery stores, farmers markets and other approved locations.  SNAP specialists are ready to help! Visit our website or call to see if you qualify.	When you're retired, rising costs can take a bite out of your monthly income. That's why millions of adults 50 and older use SNAP to boost their grocery budget.  Yest our website or call to see if you againfy for an average of \$135 per month.  So when the cost of living rises, you can still buy what you need.	You've spent your life paying taxes. Now it's your turn to get something in return.  SHAP benefits booty your grocep budget so you can worry less about hashing ends meet. It's your reward for a lifetime of working and giving to others.  Vitit our website or call to see iff you qualify.



# Percent who reported that the ad made them feel much more positively about SNAP



# Percent who reported that the ad made them much more likely to apply for SNAP





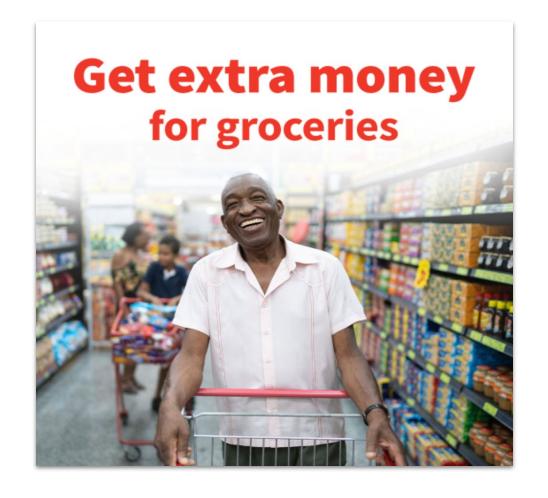
# **Top-performing Test Creative**

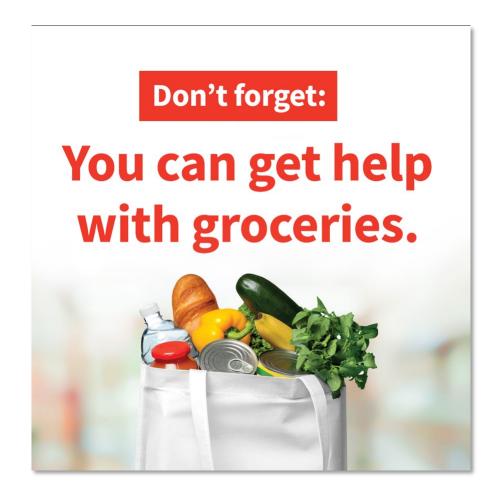
### **Normalizing SNAP Enrollment**





# **Creative Overview: Digital**







### **Creative Overview: Out of home**





# **Get extra money** for the items in your cart!

With food costs rising, people over 50 are using SNAP to boost their grocery budget.

Find out if you qualify

VISIT aarpfoundation.org/SNAPTex
CALL 855-519-2026

Se habla español.





### **Creative Overview: Direct Mail**

## **Get extra money** for groceries

When food costs are on the rise, a trip to the grocery store can take a bite out of your monthly income. Let SNAP boost your grocery budget.

> Find out if you qualify for an average of \$136 a month.

**VISIT** aarpfoundation.org/GeorigiaSNAP CALL 866-463-0684 TEXT Get SNAP 3 to 74544

-AARP Foundation



Direct Mail B - Atlanta

#### Thousands of Georgians over 50

are already boosting their grocery budget with the federal Supplemental Nutrition Assistance Program, or SNAP (formerly known as food stamps).



SNAP specialists are ready to help every step of the way. Apply online, via text, or over the phone.

Se habla español.

AARP Foundation 601 E Street NW Washington, DC 20049

PAID Tallahassee, FL Permit No. 801

### **Get extra money** for groceries

When food costs are on the rise, a trip to the grocery store can take a bite out of your monthly income. Let SNAP boost your grocery budget.

> Find out if you qualify for an average of \$133 a month.

**VISIT** aarpfoundation.org/SNAPTexas CALL 866-913-5121 TEXT Get SNAP 2 to 74544

ARP Foundation houston foodbank



Direct Mail – Atlanta



## Pilot media campaign in Houston



- Increase knowledge and positive views of SNAP
- Reduce SNAP-related stigma



### **Channels**

- Facebook / Instagram
- YouTube
- Programmatic video



### **Audience Targeting**

- Houston area residents 50+ with incomes <\$25K</li>
   (prioritizing 60+ and <\$25K)</li>
- Houston area Black residents 50+ with incomes
   <\$25K</li>
- Houston area Hispanic residents 50+ with incomes <\$25K</li>



# **Evaluation survey methodology**

#### Online survey

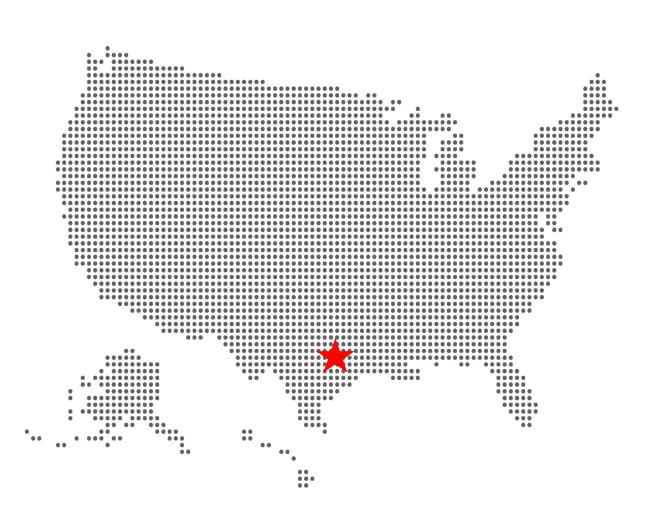
Fielded May 9 - June 7, 2023

#### **Target audience**

- Participants age 50 and older (prioritizing 60+)
- Household Income <\$25,000 (prioritizing <\$15,000)</li>
- Geographic location: Houston

#### **Survey topics**

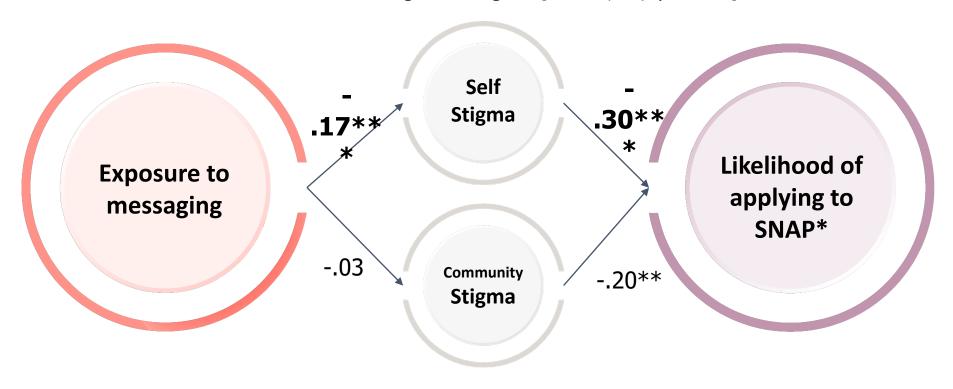
- Awareness and favorability of SNAP
- Attitudes toward and experience with SNAP
- Future SNAP enrollment intentions
- Self- and community stigma
- Exposure to messaging campaign





# Stigma and likelihood of applying for SNAP benefits

Indirect effect through self-stigma: [B=.05(.02), p=.009]



+p < .10 \*p < .05 \*\*p < .01\*\*p < .001

Interpretation: Exposure to ads leads to increased likelihood of applying to SNAP because it reduces self-stigma



## Two surprising findings

- In our baseline survey, 62% of participants said they preferred to apply online.
  - Of those who applied online in our most recent paid media push:
    - 28% were age 70-79
    - 8.5 % were 80+
- Incorrect perceptions about eligibility continue to be a barrier
  - O In the baseline, **4 out 5 said they would be somewhat or very likely to apply** if they learned they were eligible
  - In the evaluation, nearly half of those not enrolled were unsure of their eligibility when every participant likely qualified



## Implications for similar campaigns



Messages normalizing SNAP enrollment and emphasizing ease of applying reduced stigma and promoted program participation

- Exposure to ads predicted lower levels of self-stigma
- Statistical models demonstrated that reduced stigma is associated with increased likelihood of applying



The stigma scales developed for this research could be adapted other topic areas

- The scales were adapted and streamlined from previously validated surveys.
- Self- and community stigma scales had strong measurement characteristics



AARP Foundation

# Discussion



## **Discussion**

- Millions of older adults are missing out on billions of SNAP benefits each year;
- Stigma is just one barrier to overcoming the SNAP enrollment gap;
- 3. We can use behavior change marketing to reduce SNAP stigma.





## **Discussion Questions**

- 1. What stood out the most from this presentation?
- 2. How do you think anti-stigma messaging could be applied to other programs?
- 3. What challenges might you have in doing so and how could AARP Foundation help?



# **AARP Foundation Public Benefit Guides**



# **AARP** Foundation

For a future without senior poverty.



# **Appendix**

## **Survey scale questions**

Self stigma: "How do I feel about MYSELF using SNAP?" Community stigma: "How do I feel about OTHERS using SNAP?"

SELF Stigma for <u>SNAP Users</u>	SELF Stigma for <u>SNAP Non-Users</u>	COMMUNITY Stigma
How do you feel about using SNAP? How much do you agree or disagree with the following statements?  (1 = strongly disagree - 5 = strongly agree)		
<ol> <li>I do not want anyone to know I used SNAP to buy food.</li> <li>I feel embarrassed when I use SNAP to buy food.</li> <li>People treat me differently if they know I use SNAP to buy food.</li> <li>I think less of myself for using SNAP to buy food.</li> <li>SNAP is meant for people like me. [reverse scored]</li> </ol>	<ol> <li>I would not want anyone to know I used SNAP to buy food.</li> <li>I would feel embarrassed if I used SNAP to buy food.</li> <li>People would treat me differently if they knew I used SNAP to buy food.</li> <li>I would think less of myself if I used a SNAP card to buy food.</li> <li>SNAP is meant for people like me.</li> </ol>	<ol> <li>They don't know how to manage their money.</li> <li>They're taking the lazy way out.</li> <li>They just need some help putting food on the table. [reverse scored]</li> <li>They are taking help that younger families need more.</li> <li>They've made bad choices in their life.</li> </ol>

[reverse scored]

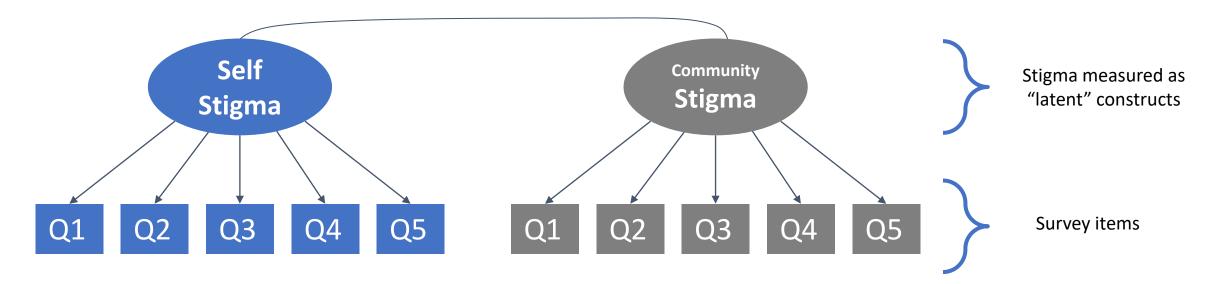
## Evaluation survey demographics (N = 538 participants)

Gender	Age	Race / Ethnicity
Female: 405 (75.3%) Male: 114 (21.2%)	50-59 years old: 261 (48.5%) 60 years old or older: 277 (51.5%)	American Indian/Native Alaskan: 5 (0.9%) Asian: 9 (1.7%) Black: 109 (20.3%) Hispanic/Latino: 53 (9.9%) White: 337 (62.6%) Other: 25 (4.6%)
Household Composition	Income	Education
Total household size One: 209 (38.8%) Two: 193 (35.9%) Three or more: 136 (25.2%)  Living with children under 18 Yes: 72 (13.3%) No: 466 (86.6%)	Under \$10K: 109 (20.3%) \$10,000-\$15,000: 106 (19.7%) \$15,001-\$20,000: 109 (20.3%) \$20,001-\$25,000: 136 (25.3%) \$25,001-\$30,000: 78 (14.5%) \$30,000 or more: 0	Less than high school: 30 (5.6%) High school/GED: 171 (31.8%) Some college but did not graduate: 172 (32%) Vocational/Technical school/Associate's degree: 84 (15.6%) Four-year college degree: 56 (10.4%) Post grad degree (e.g., JD, PhD, MD, Master's, etc.): 25 (4.6%)

## Stigma Measurement Model

### **Confirmatory factor analysis:**

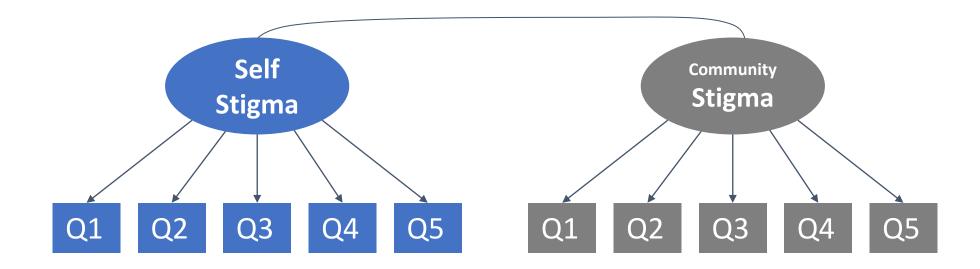
- Tests the strength of associations between individual items and constructs
- Assesses whether "higher-order" constructs are distinct
- Accounts for measurement/method error
- Provides multiple indices of model fit



Source: AARP SNAP evaluation survey, June 2023, n = 538

## **Step 1: Confirm Measurement of SNAP**

- Measurement models for participants enrolled in SNAP and participants who were not enrolled provided excellent fit to the data (see appendices for values).
- Model fit was similar across tested demographic groups (age, education, race/ethnicity).
- Self and community stigma measures were significantly but moderately correlated indicating they represent distinct facets of stigma.
- Similar to baseline assessment, most participants reported generally lower levels of stigma, but scales demonstrated high levels of variability.



## Stigma model fit indices and model parameters

### Stigma measurement models

- Models fit well with minimal modifications (removing self item 5, error covariances freed)
- All variable loadings > .50
- Fit:
  - Unenrolled in SNAP:  $\chi^2(25) = 51.55$ , p = .001, CFI = .98, TLI = .97, RMSEA = .056 (.034 .078)
  - Enrolled in SNAP:  $\chi^2(34) = 68.79$ , p < .001, CFI = .95, TLI = .93, RMSEA = .072 (.047 .096)
- No tested multigroup model exceeded a CFI difference of .01, indicating invariance across groups

### Structural models

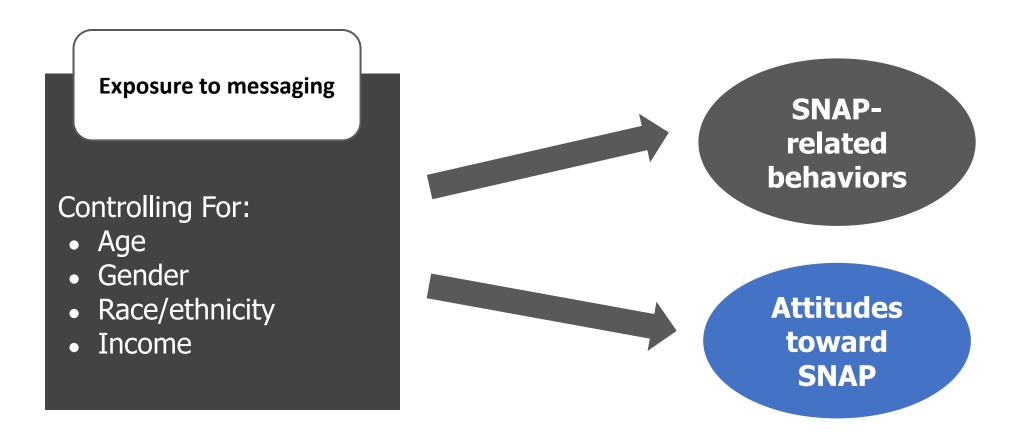
- All models provided good fit to the data (CFI's > .925, RMSEA's < .081)</p>
- For consistency across tested models, no additional modifications were made to improve fit

### . Multigroup structural models

- No tested multigroup models had CFI differences exceeding .01, indicating no moderation
- Unenrolled models for Black and Hispanic were approaching .01 (.005, .007)
  - Parameters were of similar strength and direction for Black and Hispanic participants but prediction of stigma was marginal
  - Post hoc analysis indicated that SE's were larger due to small sample size
  - Overall pattern indicates a lack of moderation across groups

## How do messages impact SNAP behaviors and attitudes?

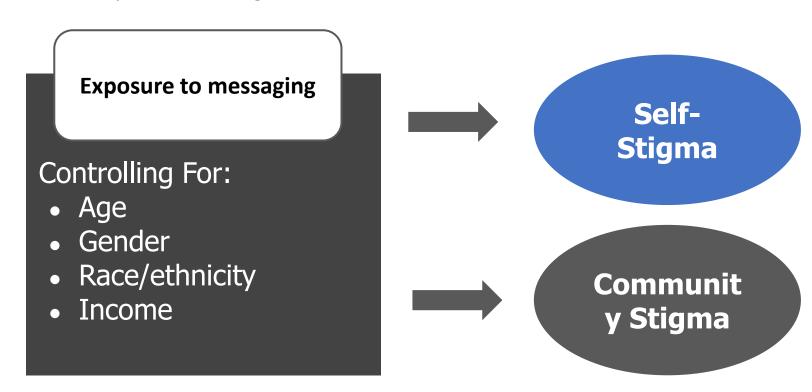
Multiple regression models examined associations between exposure to messaging and measured SNAP behaviors and attitudes



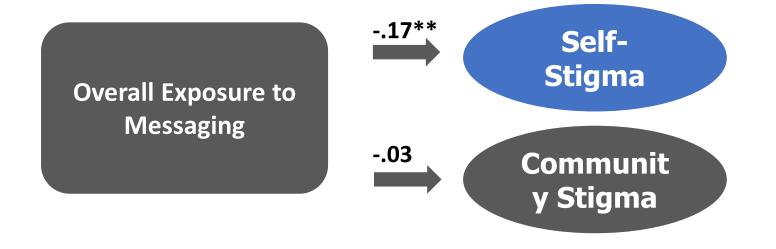
Source: AARP SNAP evaluation survey, June 2023, n = 538

## Step 3: Exposure to messaging and stigma

- Structural models examined associations between stigma measures and:
  - Exposure to the messaging campaign (recall of any ads).
  - Exposure to specific campaign messages (recall of specific ads).
- Models controlled for participant gender, age, income, and ethnicity.
- All tested models provided strong fit to the data.



## **Unenrolled participants**

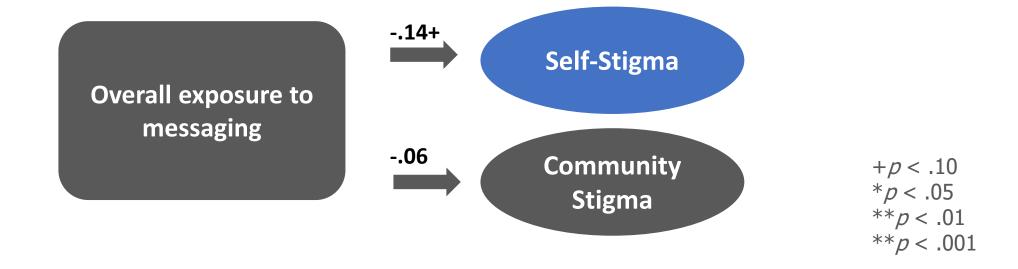


+p < .10 \*p < .05 \*\*p < .01\*\*p < .001

- Combined recall frequency across ads was associated with lower self-stigma.
- In separate models, recall of each of the two ads was associated with lower self-stigma.

Source: AARP SNAP evaluation survey, June 2023, n = 538

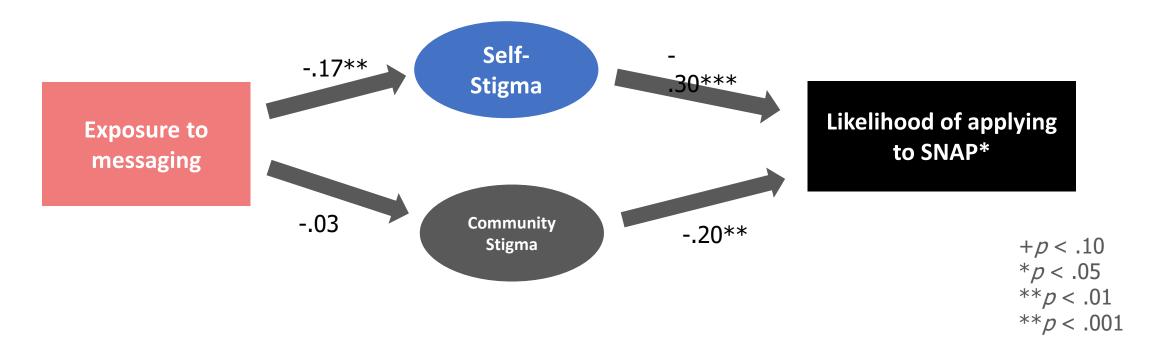
## **Enrolled participants**



• Combined recall frequency across ads was marginally associated with lower self-stigma.

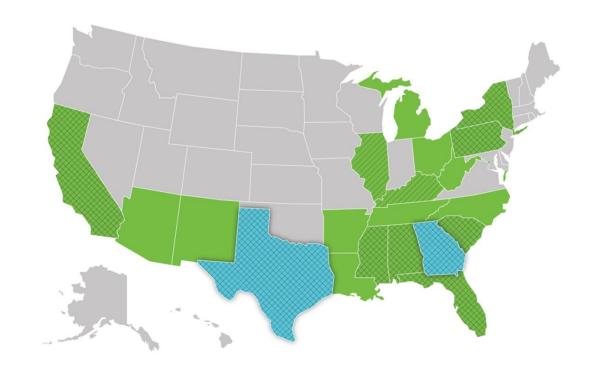
Source: AARP SNAP evaluation survey, June 2023, n = 538

## Stigma and likelihood of applying for SNAP benefits



Higher levels of both self- and community stigma were associated with decreased likelihood of applying to SNAP

## Pilot market selection: Why Georgia & Texas









	U.S.	GA	TX
Food insecurity	7%	8%	10%
Very low food security	3%	3%	4%
SNAP participation among eligible seniors (2015*)	42%	34%	36%

<sup>\*</sup>Most recent state-level data available

## Pilot market selection: Why Atlanta & Houston

# **Primary Considerations**

AARP grantees present in the state

High food insecurity & low SNAP enrollment

SNAP participation among eligible seniors:

- US 42%
- GA 34%
- TX 36%

### Generalizability

Racial-ethnic diversity

Regional representation

#### **Atlanta**

- Majority Black city
- Rural areas similar to other SE state

#### Houston

- 3rd highest Hispanic population in the US
- High percentage of 1st & 2nd generation immigrants

# Feasibility and Impact

Large metropolitan areas to ensure campaign and research can be targeted

Metro-area U.S. population ranks:

- Houston = 5th
- Atlanta = 9th

## Audio Ads: 'Times Are Tough' and 'Grandkids'

Times Are Tough  Determinant: Self-standard [I can get by]	Grandkids Determinant: Reward [food as medicine]
I know how to get by. When times are tough, I'm good at going without.	I love taking care of my grandkids. But wow, can they eat!
But I'm older now. And life isn't supposed to be this hard all the time.	I don't mind doing without to make sure they're fed. But good food is fuel for the body. And I need all the energy I can get to keep up with these kids.
So when a friend told me i could boost my grocery budget with SNAP, I thought, why not?	That's why I'm grateful for SNAP. It boosts my grocery budget so my whole family can eat well — and be well.
Sure, I can ration or skip meals if I have to. But now I don't have to. And you don't have to either. Visit the SNAP website or call to see if you qualify.	See if SNAP is right for you. Visit the website or call to see if you qualify.

## Direct mail: 'Help with Groceries' in Texas & Georgia

### Get help with your groceries

SNAP helps millions of adults 50 and older boost their grocery budget. And Texas has made it easier than ever to sign up.

#### Friendly & convenient

- · SNAP specialists help at every step.
- · Your SNAP card works just like a debit card. Use it at grocery stores, farmers markets and other approved locations.



SNAP specialists are ready to help! Visit our website or call to see if you qualify.

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### Behavioral Determinants:

Reduced friction + social norms

## **Direct mail: 'Food Costs'**





**Behavioral Determinants:** Social permission + social norms

## **Direct mail: 'Deserve This'**

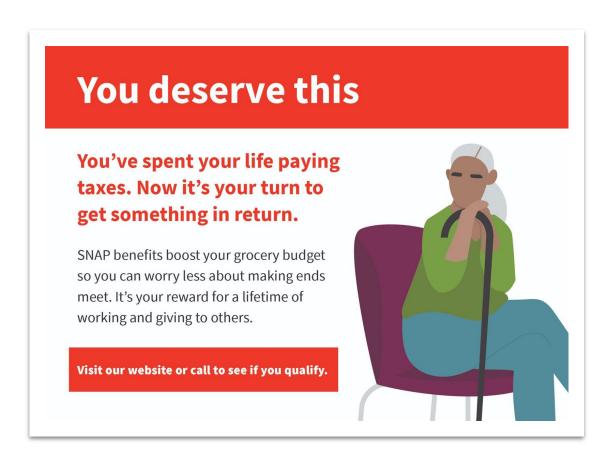
## You deserve this

You've spent your life paying taxes. Now it's your turn to get something in return.

SNAP benefits boost your grocery budget so you can worry less about making ends meet. It's your reward for a lifetime of working and giving to others.

Visit our website or call to see if you qualify.

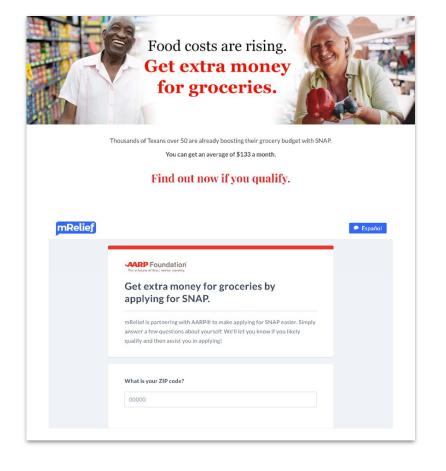




**Behavioral Determinant:** Reward [deserved benefit]

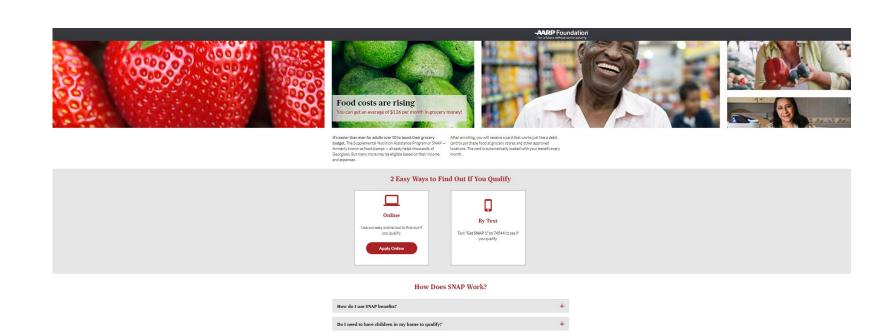


## **Original Landing Pages**





## **NEW Landing Page**



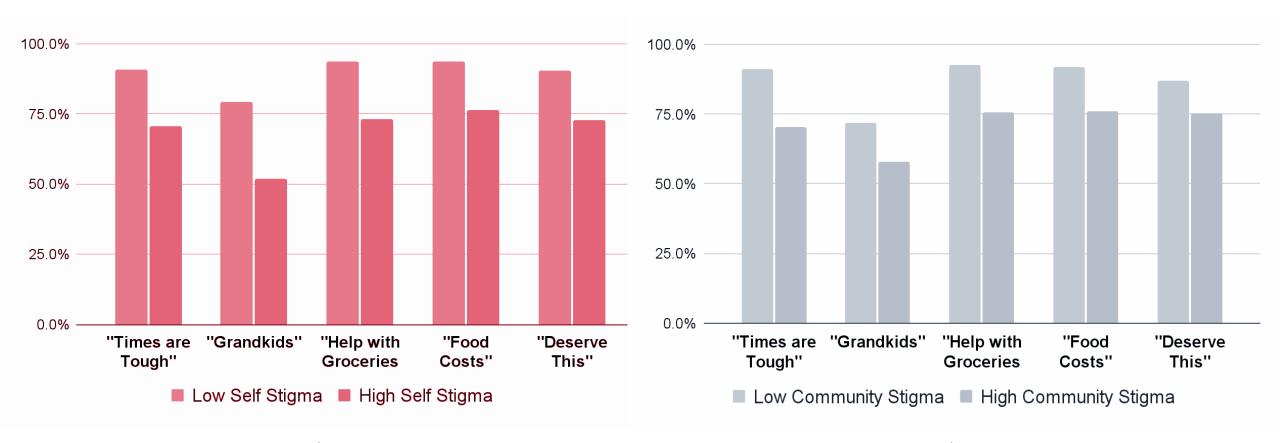
What if others need SNAP assistance more than me?

How much grocery money will I get?

What can I buy with SNAP?

## **Stigma and Personal Relevance**

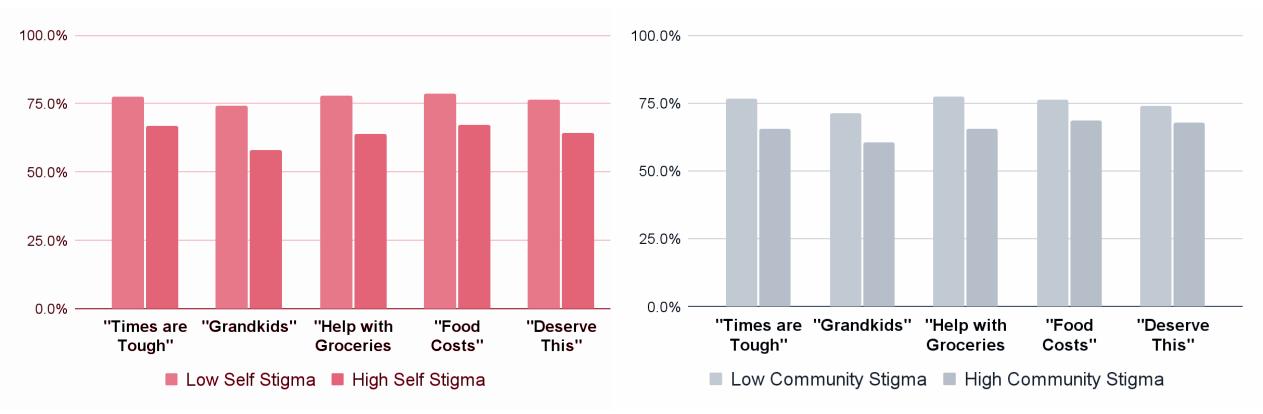
### Percentage who rate ad as highly or somewhat relevant



High self stigma = highest 1/3 of self stigma ratings (n = 503) Low self stigma = lowest 1/3 of self stigma ratings (n = 503) High community stigma = highest 1/3 of community stigma ratings (n = 542) Low community stigma = lowest 1/3 of community stigma ratings (n = 497)

## Stigma and Positive Attitudes about SNAP

# Percentage who reported that ad made them think much more or somewhat more positively about SNAP



High self stigma = highest 1/3 of self stigma ratings (n = 503) Low self stigma = lowest 1/3 of self stigma ratings (n = 503) High community stigma = highest 1/3 of community stigma ratings (n = 542) Low community stigma = lowest 1/3 of community stigma ratings (n = 497)