

## **CONTENTS**



EXECUTIVE SUMMARY	3
BACKGROUND & METHODOLOGY	6
OVERALL SATISFACTION	10
REGIONAL SATISFACTION	21
NLTP FUNDING OUTCOMES	
WORKING WITH WAKA KOTAHI	30
HOW WAKA KOTAHI COMMUNICATES AND ENGAGES	38
PERCEPTIONS OF WAKA KOTAHI STAFF	44
BUSINESS CASES	51
SAFETY PERFORMANCE	56
ADAPTING THE TRANSPORT SYSTEM	69
APPENDIX	<b>72</b>





# BACKGROUND & METHODOLOGY





### **BACKGROUND / OBJECTIVES**



Waka Kotahi commissioned Kantar Public (formerly Colmar Brunton)<sup>1</sup> to undertake a third stakeholder survey to understand how it is perceived by current stakeholders across a number of areas, and if there has been any changes since the survey in 2020.

The success of most businesses is built on strong relationships that take time to develop, and are based on trust and respect. Waka Kotahi is no exception.

Waka Kotahi has an ongoing need to measure and track its performance on key stakeholder engagement measures.

Specific objectives of this research are:

- To understand how stakeholders perceive current engagement with Waka Kotahi.
- To identify potential improvements from a stakeholder perspective.
- To provide updated measures and change to the baselines found in 2019 to assess shifts in how Waka Kotahi is perceived by stakeholders on a number of metrics included in the agency's 2020/21 Position Statement.



## **METHOD**





309\* online interviews

In order to have a more robust base size for performance measures, partial completes (those who made it to Section F of the survey) were also included in the analysis.



15

minute online survey



#### SAMPLE SOURCE

Respondents were sourced from a list of stakeholders provided by Waka Kotahi. Nicole Rosie, CE sent a prenotification email in advance of the survey invite.



#### **FIELDWORK**



31 May to 25 June 2021

An initial invite was sent on 31 May, with reminder emails sent on 8, 14, and 24 June.

Note: Council stakeholders received their initial invite on 8 June, as 31 May coincided with the announcement of indicative Council NLTP funding.

## ACCURACY

Findings based on the full sample have a margin of error of +/-4.8% (at the 95% confidence level).

RESPONSE RATE

28% (adjusted)

This response rate is broadly in line with Colmar Brunton's expectations based on similar studies, and is in line with 2020 (28%).

The response rate was calculated using the following information.

- Colmar Brunton sent out a total of 1,133 survey invites via email.
- 10 'bouncebacks' (i.e. invalid email addresses) were received from the initial Waka Kotahi CE invite.
- Six percent of those surveyed had not interacted within the last 12 months (used to adjust the response rate).

## NOTES TO READER

Differences are reported both at a total level (between 2020 and 2021) and at a sub-group level.

Any differences reported in this research are significant at the 95% confidence level.

Before the third reminder we cut four banks of questions from the survey in order to reduce the interview length and maximise the response rate. This cut the survey down to 12 minutes in the last week of fieldwork.

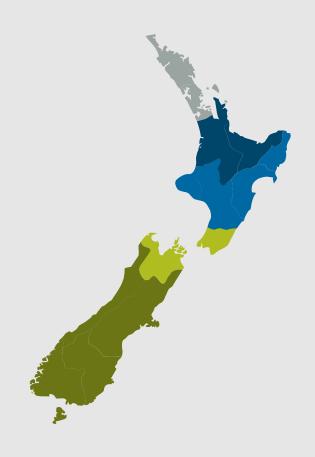
Individual percentages do not always sum to the 'nett percentages'. This is due to rounding.

Nett figures are reported on the full base, however when the 'don't know' responses make up a significant proportion of answers, a nett figure excluding don't know is also included.

### CHANGES TO THE NEW REGIONAL MODEL



In previous years, stakeholders have been grouped by the region that they are involved in, for the purposes of sub-group analysis. To align with the recent regional refresh at Waka Kotahi, these groups have been recategorised for the 2021 survey. The results for 2020 and 2019 have also been recalculated to allow for comparisons.



## New regional groupings:

- 1. Auckland / Northland
- 2. Waikato / Bay of Plenty
- 3. Gisborne / Taranaki / Hawke's Bay / Manawatu-Whanganui
- 4. Wellington / Nelson / Tasman / Marlborough
- 5. West Coast / Canterbury / Otago / Southland



# **EXECUTIVE SUMMARY**



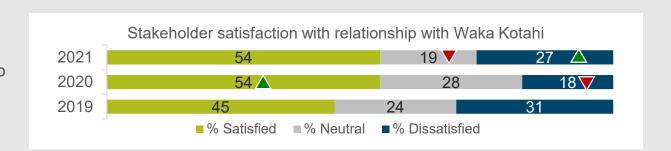


## **EXECUTIVE SUMMARY: REBUILDING REPUTATION OF WAKA KOTAHI**



#### Stakeholder <sup>1</sup> satisfaction in consistent with 2020.

Stakeholders' satisfaction with their relationship with Waka Kotahi has held steady at 54%. However, dissatisfaction has increased to 27%, compared to 2020. This is a general pattern throughout the research, and indicates increasing polarisation in stakeholders' views and experiences of Waka Kotahi. Our analysis indicates that this polarisation is not a result of the timing of the survey coinciding with the most recent round of funding decisions.



Despite a lack of growth in satisfaction, there have been some areas of success for Waka Kotahi in 2021.



Stakeholders with a Māori affiliation have higher than average satisfaction (62%). They also rate Waka Kotahi more positively than average across a number of measures.



Stakeholders are increasingly mentioning strong or improving working relationships with Waka Kotahi. They are also more likely to feel that they have access to staff than they did in 2020. This, combined with fewer stakeholders saying that they have no point of contact at Waka Kotahi, indicates the good work that the agency is doing in engaging with their stakeholders.

However, there is work to be done in order to standardise the experience that stakeholders are having, and curb the polarisation of their views.

Increasing negative ratings on almost all measures, yet consistent positive ratings, indicate a disparity in the engagement that stakeholders are receiving from Waka Kotahi.

It is possible that this baseline of negative sentiment is creeping up due to teething issues with the recent introduction of the regional model at the operational level. A number of stakeholders spontaneously mention issues with the reorganisation (such as losing their contacts within Waka Kotahi) as detrimentally impacting their relationship with the agency. Additionally, a greater proportion of stakeholders reference communication issues as a negative aspect of their relationship than in 2020.

Waka Kotahi needs to work to ensure that stakeholders have a clear understanding of who they can engage within their region as a result of the reorganisation. While there are some improving relationships, ensuring that new points of contact and structures are communicated is paramount. This should help to bring negative sentiment back down.

Additionally, those interacting with Waka Kotahi for planning / funding tend to rate the agency less positively than average. Business case submitters are also generally rating the business case process less positively than they did in 2020. Roughly one-third of stakeholders fall under each of these groups, making lessening negative ratings in these areas an important area to work on moving forwards.

<sup>&</sup>lt;sup>1</sup> Normally Waka Kotahi prefer to describe participants as 'co-funders' or 'partners', but for ease-of-reference, we use the word 'stakeholder' to describe the broad group of respondents who participated in this research. 297 stakeholders took part in the survey during the month of June – the bulk of whom are senior decision-makers who interact with Waka Kotahi on a frequent basis. Respondents come from a range of organisations including local government, infrastructure businesses, representative organisations, emergency services, central government, and others (e.g. regulatory organisations, lwi, and research bodies).

<sup>2 |</sup> Māori affiliation includes stakeholders who: work for a Māori business / a business with strong Māori ownership / values, identify as Māori, or work on Māori projects

## **EXECUTIVE SUMMARY: PRIORITY AREAS MOVING FORWARD**



The key pain points for stakeholders remain the same as in 2020. This indicates scope for continued improvement in those priority areas, highlighted below:

## Primary area to focus on and invest

Statistical analysis shows the key opportunity to improve stakeholder satisfaction is around being:



The analysis also shows that there is an opportunity to better:



Agile and Responsive



- . Improving Waka Kotahi process to be **efficient and effective**
- 2. Solving problems and issues when they arise
- 3. Learning from experiences



3. Take stakeholder expertise into account

## Audiences to pay particular attention to:

Throughout the research, some stakeholder groups consistently rate Waka Kotahi lower than average. Waka Kotahi needs to pay particular attention to how it can better support these audiences and build more positive relationships. The audiences include:



Stakeholders with no point of contact<sup>1</sup>



Stakeholders from Industry / Representative organisations



Stakeholders involved in regional transport planning and funding/investment decisions<sup>2</sup>



Stakeholders from District / City Authorities



## OVERALL SATISFACTION AND PERCEPTIONS OF WAKA KOTAHI

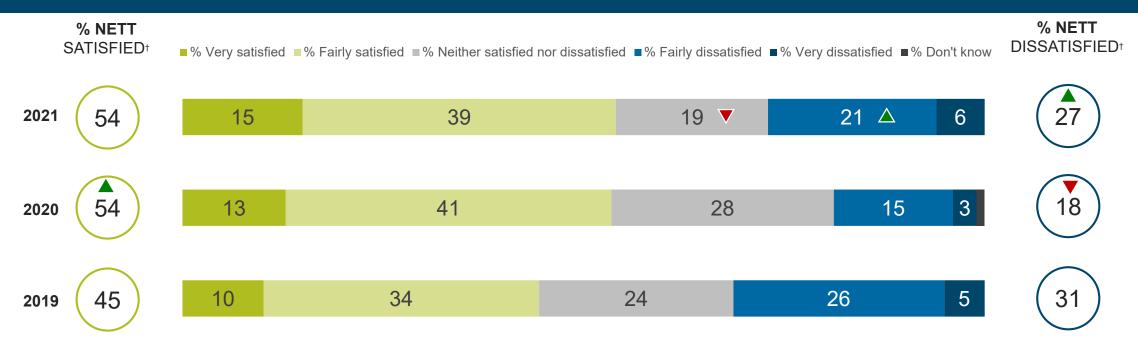




## **OVERALL SATISFACTION**



Stakeholders' satisfaction with their relationship with Waka Kotahi has remained stable following the significant improvement seen in 2020. Overall satisfaction is consistent with 2020, sitting at 54%. However, there is greater polarisation in 2021, with the proportion dissatisfied with their relationship having increased from 18% in 2020 to 27% in 2021. As in previous years, satisfaction with Waka Kotahi is lower than the average for other similar public sector stakeholder studies.

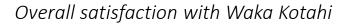


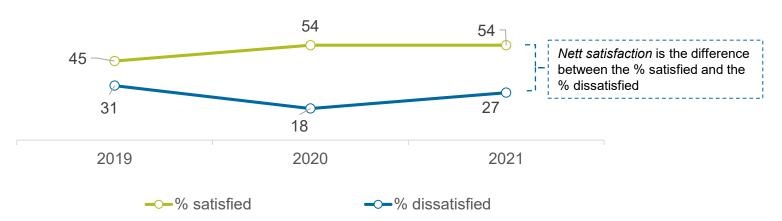
**KANTAR PUBLIC** 

## **OVERALL SATISFACTION: NETT SATISFACTION**



The pattern of stable satisfaction but increased dissatisfaction with Waka Kotahi is evident across a number of different stakeholder groups. Presented below are the stakeholder groups with the most notable declines in *nett satisfaction* (i.e. the proportion who are satisfied minus the proportion who are dissatisfied). Groups such as Industry / Representative organisations, and District / City Authorities (part of the Local Government group), are among the key priority areas in 2021, with some of the lowest nett satisfaction levels.





Nett satisfaction is sitting at +27 in 2021. This is a decline from +36 in 2020.

Nett satisfaction has been included as a point of analysis in 2021 due to the growth of dissatisfaction in this wave. This is an important pattern to take note of in the research this year, that belies the stable satisfaction rate amongst stakeholders.

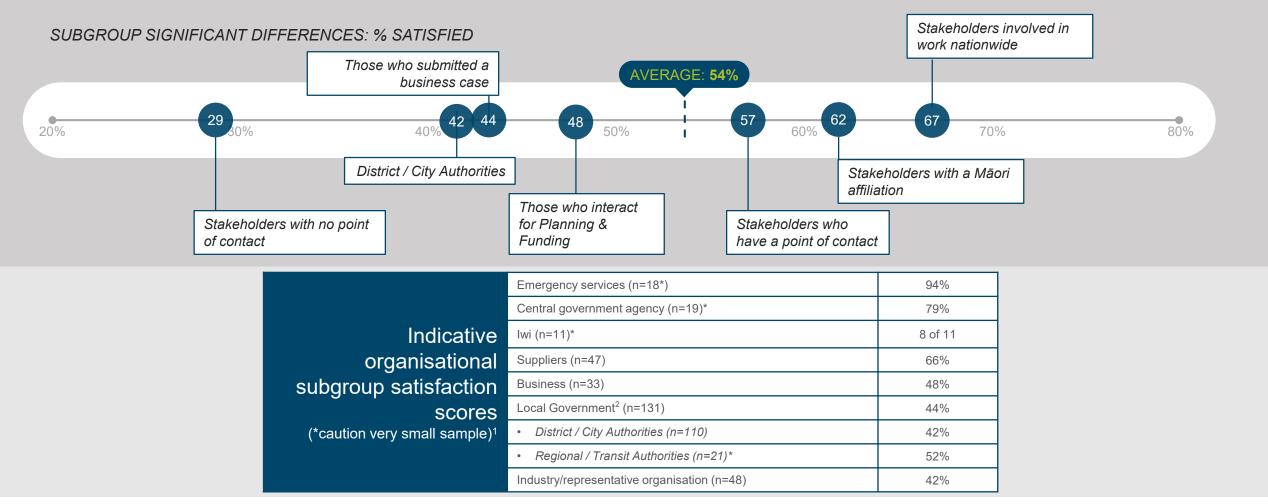
#### The following groups have had notable declines in their nett satisfaction (% satisfied minus % dissatisfied) since 2020:



## **OVERALL SATISFACTION: SUBGROUP CHANGES AND DIFFERENCES**



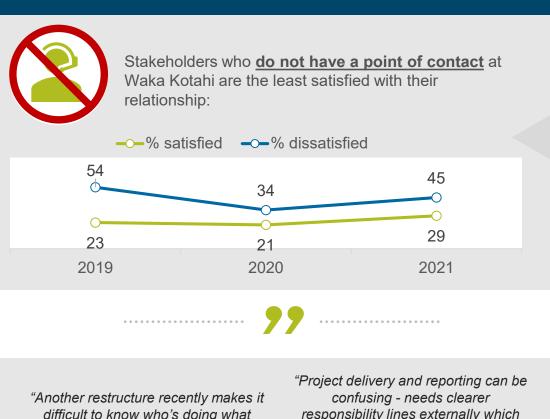
Stakeholders involved in work nationwide, those with a Māori affiliation, and those with a point of contact at Waka Kotahi are more likely than average to be satisfied. Stakeholders with no point of contact, District / City authorities, those who submitted a business case, and those interacting in the Planning & Funding space are less likely than average to be satisfied.



## PRIORITY GROUP: THOSE WITH NO CONTACT POINT REMAIN THE LEAST SATISFIED



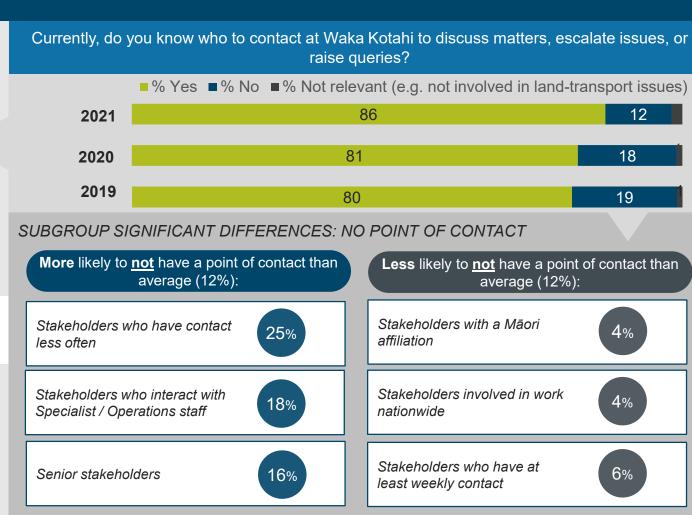
Stakeholders without a point of contact continue to be the least satisfied with Waka Kotahi, indicating the need for easy access to staff. Positively, this group has been growing smaller year-on-year, although they remain a priority area for 2021.



difficult to know who's doing what again."

responsibility lines externally which will reduce escalations to senior executives."

"It is hard to find the actual decision makers within the organisation."



## HOW TO IMPROVE OVERALL SATISFACTION FOR WAKA KOTAHI IN 2021



This slide summarises the two key areas to focus on to improve overall satisfaction. The next few slides describe how we identified these satisfaction drivers. The key areas of focus are in line with 2020.

1 Agile and Responsive

Optimise internal processes to maximise support to stakeholders

Stakeholders continue to see opportunities to **improve the way that Waka Kotahi works with them** by:

- Improving Waka Kotahi processes to be efficient and effective
- · Solving problems and issues when they arise
- Ensuring Waka Kotahi learns from its experiences

2 Partner



Treat stakeholders as partners rather than customers Stakeholders continue to see opportunities to **improve the way that Waka Kotahi uses their information** by:

- Ensuring Waka Kotahi takes the time to understand stakeholders organisation's needs
- Prioritising those needs appropriately
- Taking stakeholder expertise into account



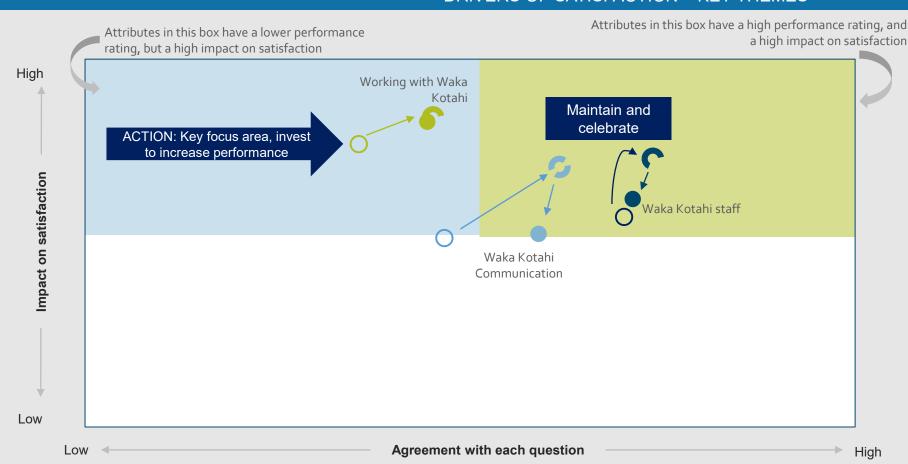
Stakeholders continue to want Waka Kotahi to see them as valued partners, and to enjoy a two-way relationship. Waka Kotahi needs to ensure that stakeholder needs are met by demonstrating their value, whilst also showing the importance of stakeholder knowledge and expertise in the work that Waka Kotahi does. For some, this relationship is currently more transactional than mutually beneficial.

## **DRIVERS OF SATISFACTION: 2021**



We have undertaken statistical analysis to determine how important different survey items are in determining overall satisfaction. We then mapped their relative importance against performance to help determine priority actions. The way in which Waka Kotahi works with stakeholders remains a primary area for action and investment. While staff and communication are areas of strength for Waka Kotahi, they have slightly less of an impact on satisfaction than in 2020.

#### DRIVERS OF SATISFACTION - KEY THEMES



#### **EXPLANATION OF DRIVER ANALYSIS**



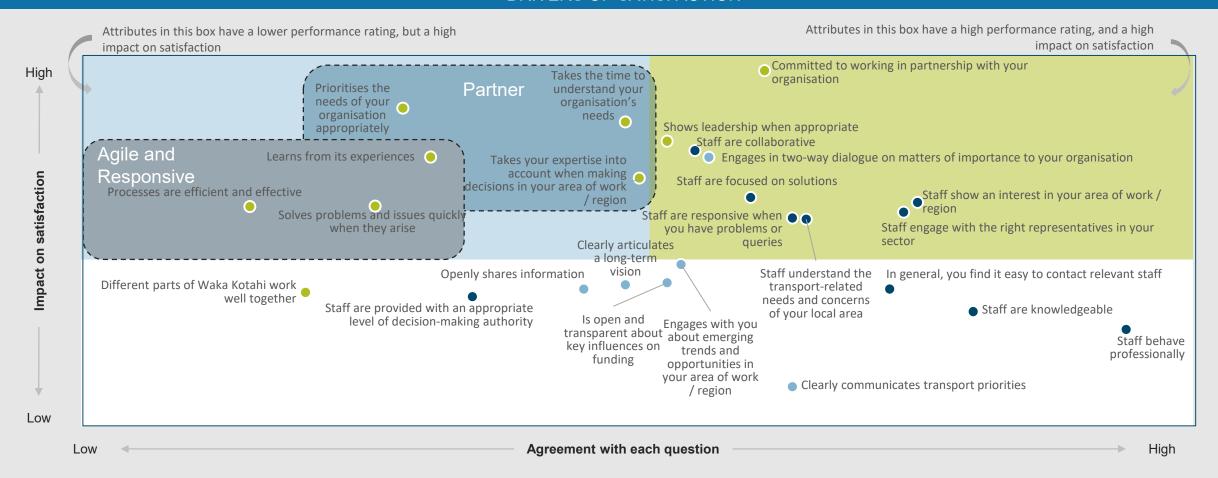
The drivers of satisfaction have been determined through a correlation analysis. We do this by measuring the association between two continuous variables (in this case the question / measure, e.g. Waka Kotahi staff, and overall satisfaction). The magnitude of the correlation coefficient indicates the strength of the association. A standardized beta coefficient compares the strength of the effect of each individual independent variable on satisfaction. The higher the absolute value of the beta coefficient (indicated on the Y-axis), the stronger the effect.

## DRIVERS OF SATISFACTION: BUILDING RECIPROCAL RELATIONSHIPS



In line with both 2020 and 2019, having efficient and effective processes, solving problems quickly, and learning from experience all have a high impact on overall satisfaction, but low performance. Therefore, investing in these areas continues to be a priority in order to increase stakeholder satisfaction. Improving how Waka Kotahi partners with stakeholders – by prioritising their needs, taking the time to understand their needs, and taking their expertise into account, remains a second priority investment area.

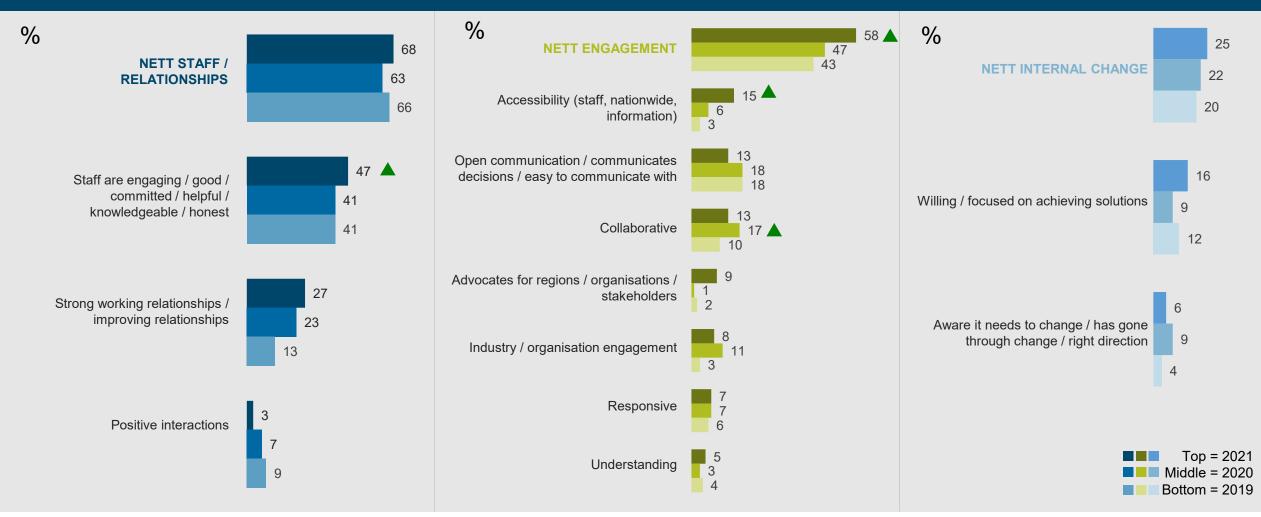
#### DRIVERS OF SATISFACTION



## POSITIVE ASPECTS OF RELATIONSHIP



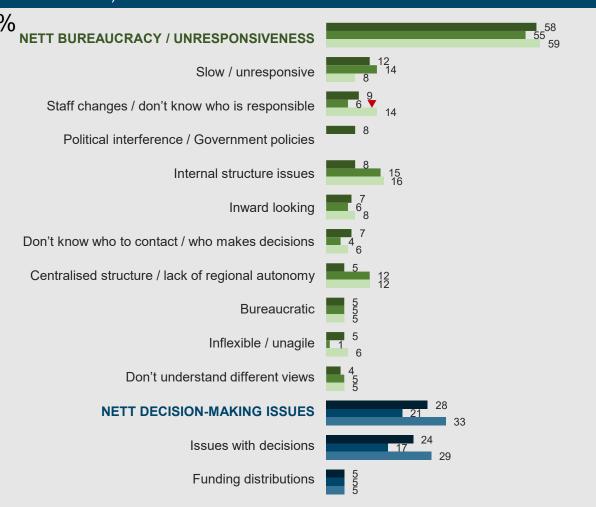
Fifty-eight percent of stakeholders are able to spontaneously name a positive aspect of their relationship with Waka Kotahi. Of these stakeholders, 68% mention Waka Kotahi staff, once again referencing the strong staff performance ratings. More stakeholders mention positive engagement than in previous years, with references to accessibility and Waka Kotahi advocating on stakeholders' behalf having increased since 2020.

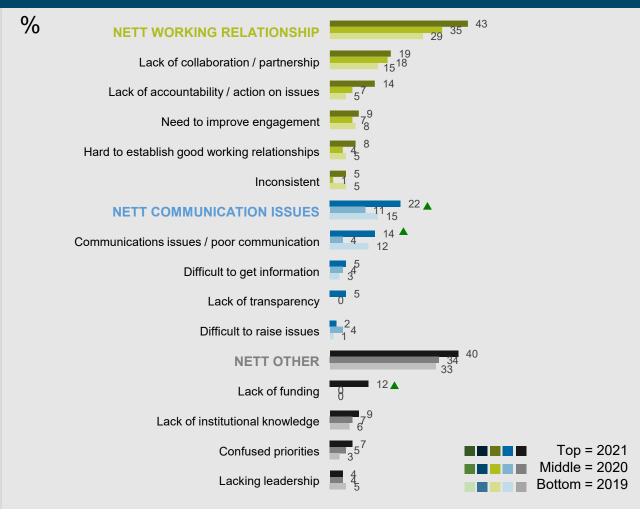


### **NEGATIVE ASPECTS OF RELATIONSHIP**



Fifty-three percent of stakeholders are able to spontaneously name a negative aspect of their relationship with Waka Kotahi. This is higher than in 2020 (47%), reinforcing the higher levels of dissatisfaction. Of these 53%, 58% mention something related to bureaucracy or a lack of responsiveness (reflecting the need to invest in responsive systems). Positively, fewer stakeholders mention internal structure issues than in 2020. However, more stakeholders reference communications issues (22% compared to 11% in 2020).



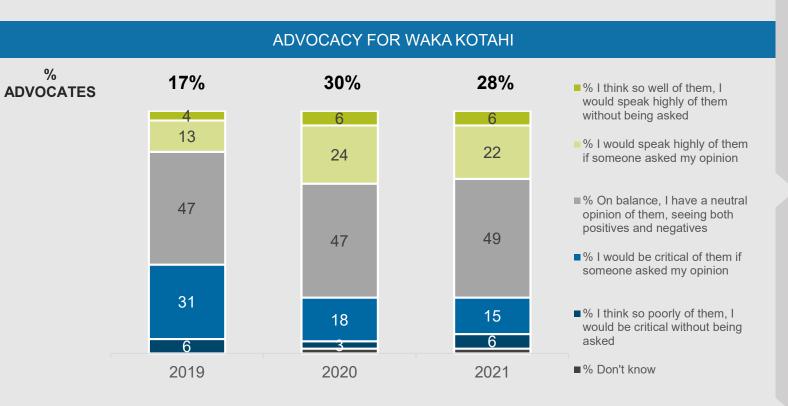


previous year

## **ADVOCACY**



Just over one quarter (28%) of stakeholders are willing to advocate for Waka Kotahi – in line with 2020. The proportion of critics remains the same as in 2020 (21%). Advocacy levels also remain notably lower than for similar public sector stakeholder studies. A number of groups are more likely than average to advocate for Waka Kotahi, including: Operations-level stakeholders, suppliers, those interacting in the Safety & Regulation space, those interacting with the Auckland / Northland offices, those with a Māori affiliation, and with a point of contact.



**ADVOCATES** 

28%

**CRITICS** 

21%

#### SUBGROUP DIFFERENCES

#### More likely than average to be **advocates**:

Operations-level stakeholders	50%
Suppliers	48%
Those interacting in the Safety & Regulation space	42%
Those interacting with the Auckland / Northland offices	38%
Stakeholders with a Māori affiliation	38%
Those with a point of contact	31%

#### Less likely to be advocates:

Those with no point of contact	5%
Industry / Representative Organisations	15%
Those interacting with the Tauranga / Hamilton offices	17%
Stakeholders with no Māori affiliation	21%



# REGIONAL SATISFACTION

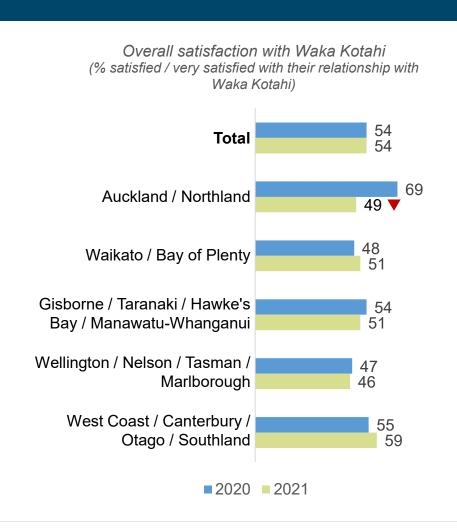




## **REGIONAL COMPARISONS**



This slide compares stakeholders' overall satisfaction with their relationship with Waka Kotahi and advocacy scores for the regions in 2020 and 2021.



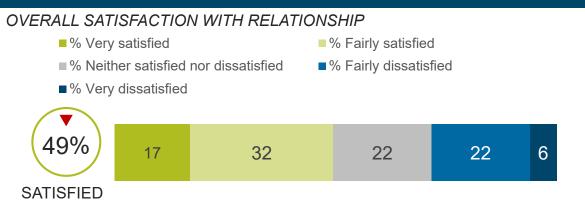


Significantly higher / lower than previous year

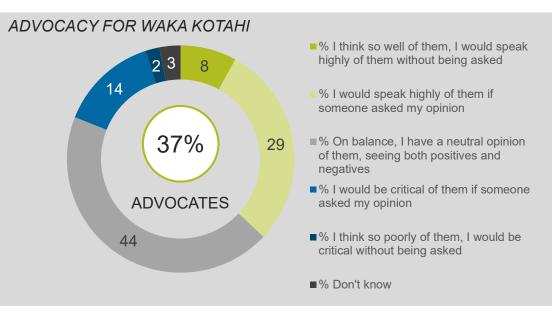
## REGIONAL SUMMARY - NORTHLAND / AUCKLAND

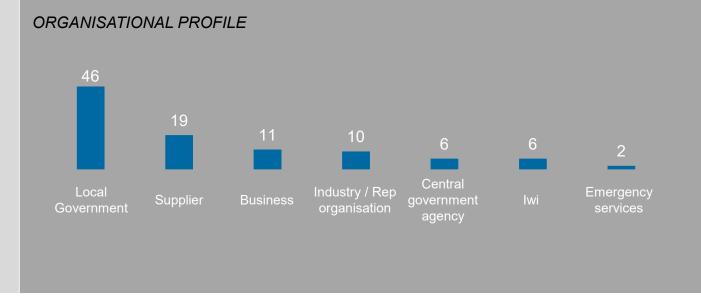


Below are the headline results for the Northland / Auckland region. Satisfaction for the region has declined from 69% in 2020 to 49% in 2021. Both satisfaction and advocacy within the region are in line with the national picture. Advocacy is consistent with 2020.



SIGNIFICANT CHANGES IN AGREEMENT FROM 2020		
ATTRIBUTE	2020	2021
Open and transparent about key influences on funding	73%	44%
Staff behave professionally	81%	62%
Are focused on solutions	58%	35%
In general, you find it easy to contact relevant staff	81%	62%



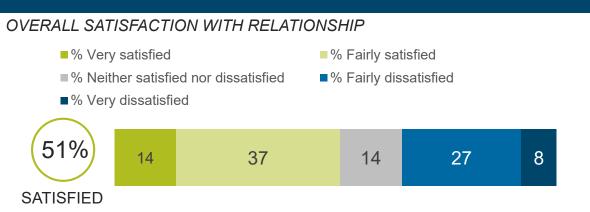


23

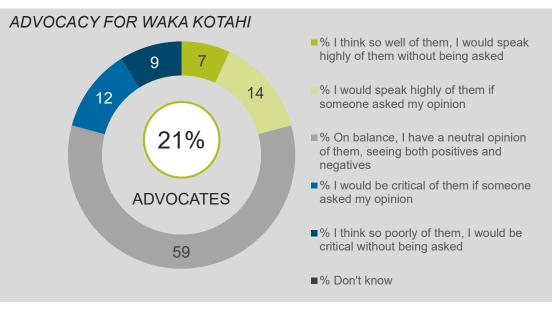
## **REGIONAL SUMMARY – WAIKATO / BAY OF PLENTY**

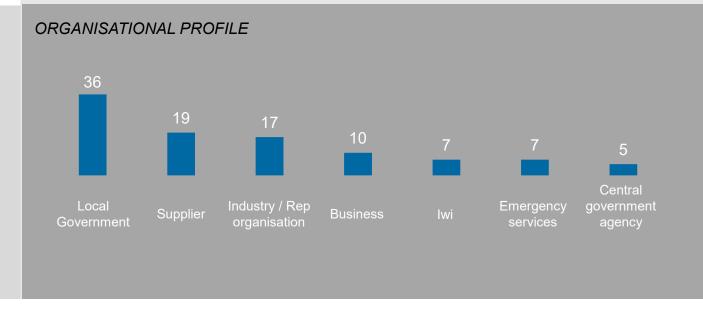


Below are the headline results for the Waikato / Bay of Plenty region. There are no significant changes since 2020. Both satisfaction and advocacy are in line with the national picture in 2021, and with the regional scores in 2020.



There are no significant changes in agreement on the main attributes for this region.

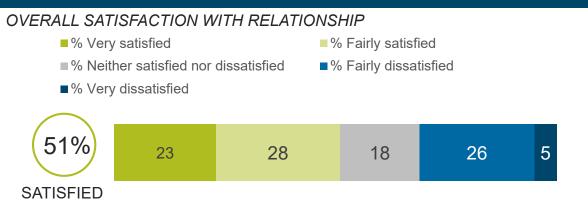




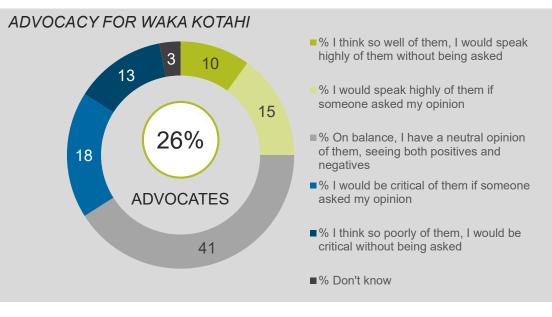
## REGIONAL SUMMARY - GISBORNE / HAWKE'S BAY / TARANAKI / MANAWATU-WHANGANUI



Below are the headline results for the Gisborne / Hawke's Bay / Taranaki / Manawatu-Whanganui region. Results are in line with the average, although fewer stakeholders involved in the region think that Waka Kotahi staff behave professionally than in 2020. Satisfaction and advocacy scores are in line with both the national average, and the regional scores in 2020.



SIGNIFICANT CHANGES IN AGREEMENT FROM 2020		
ATTRIBUTE	2020	2021
Staff behave professionally	94%	79%

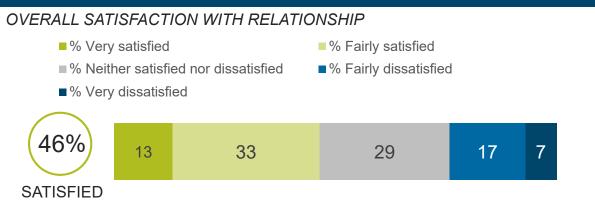




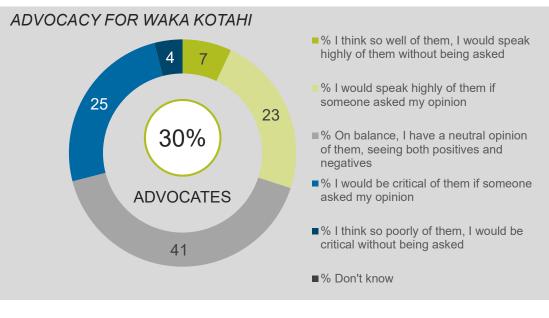
## REGIONAL SUMMARY - WELLINGTON / NELSON / TASMAN / MARLBOROUGH

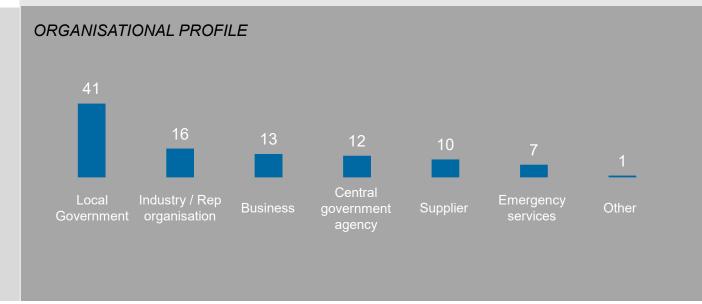


Below are the headline results for the Wellington / Nelson / Tasman / Marlborough region. While satisfaction is in line with 2020 (and the national average), dissatisfaction has increased (25% compared to 11%). Advocacy is in line with both the average, and the regional score from 2020.



SIGNIFICANT CHANGES IN AGREEMENT FROM 2020		
ATTRIBUTE	2020	2021
Waka Kotahi clearly articulates a long-term vision	63%	42%

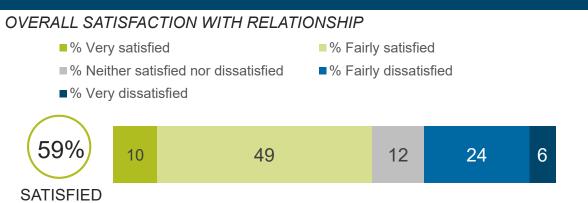




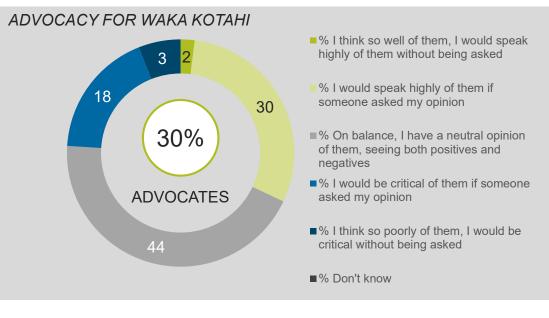
## REGIONAL SUMMARY - WEST COAST / CANTERBURY / OTAGO / SOUTHLAND

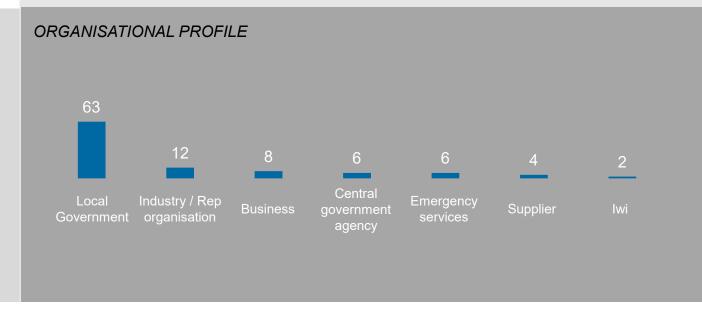


Below are the headline results for the West Coast / Canterbury / Otago / Southland region. Results are in line with the average, although fewer stakeholders involved in the region think that Waka Kotahi engages with them about emerging trends and opportunities in their area than in 2020. Satisfaction and advocacy scores are in line with both the national average, and the regional scores in 2020.



SIGNIFICANT CHANGES IN AGREEMENT FROM 2020		
ATTRIBUTE	2020	2021
Waka Kotahi engages with you about emerging trends and opportunities in your area of work / region	58%	39%







A Kenter Company

# NLTP FUNDING OUTCOMES

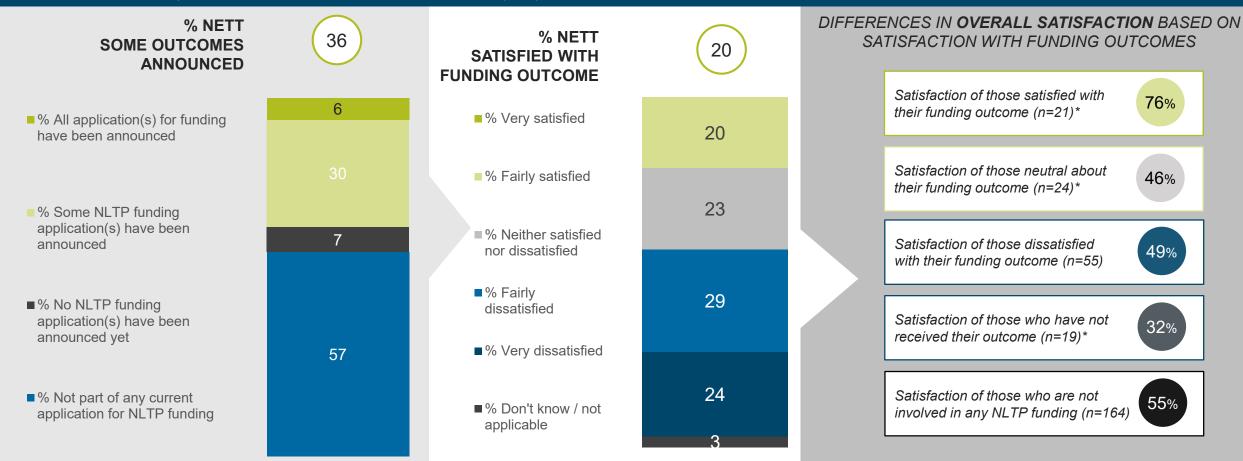




## SATISFACTION WITH NLTP FUNDING OUTCOMES AND ITS IMPACT ON OVERALL SATISFACTION



Stakeholders were asked if they had been a part of any NLTP funding applications, and if so, what the outcomes were. Four in ten stakeholders (43%) had submitted an current application for NLTP funding. Of the 36% of stakeholders who have received an outcome for their applications, 20% are satisfied with the outcome, and 53% are dissatisfied. Those satisfied with their funding outcome are more likely to be satisfied with Waka Kotahi overall (76%, however due to a small base size this is not statistically significant). Meanwhile those dissatisfied with their outcome have overall satisfaction levels relatively in line with the average (49% vs. 54%). Additionally, those stakeholders not involved in any NLTP funding have an overall satisfaction level of 55%. This indicates that satisfaction with funding outcomes has a limited impact on overall satisfaction with Waka Kotahi. It is important, however, to communicate funding outcomes as quickly as possible, as we see that those who are yet to hear of their outcome are the least satisfied (32%).



Source: QN5 - NLTP (National Land Transport Programme) funding announcements are currently being made. Which of the following applies to you? / QN6 - Overall, how satisfied or dissatisfied are you with the funding outcome from your NLTP application(s)?



## WORKING WITH WAKA KOTAHI

THE KEY FOCUS AREA FOR IMPROVEMENT



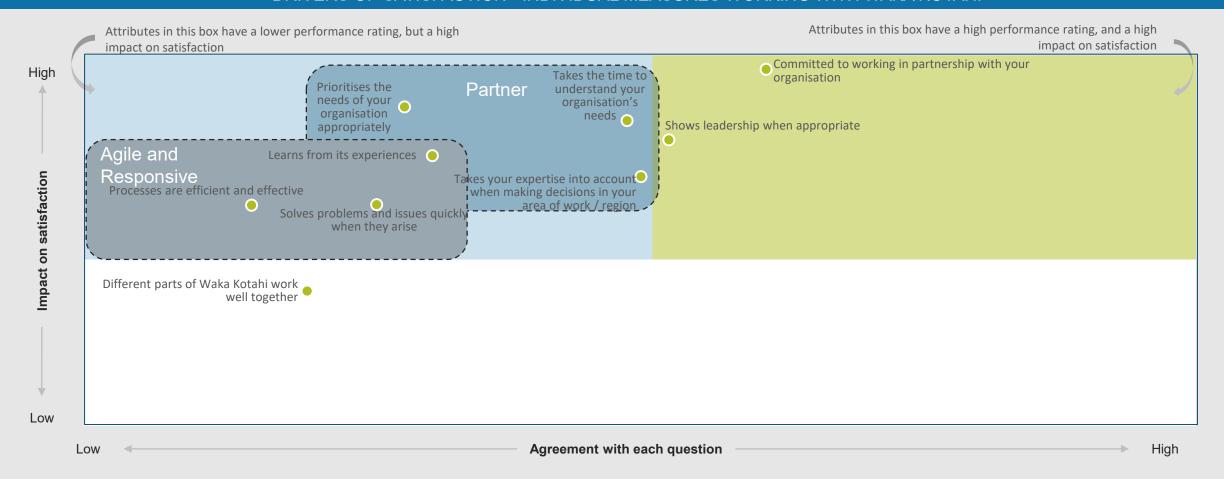


## WORKING RELATIONSHIP DRIVERS OF SATISFACTION



As shown on the earlier drivers analysis slide, learning from experiences, solving problems quickly, and ensuring processes are efficient and effective are the primary areas of focus. Building partnership relationships will also help increase stakeholder satisfaction.

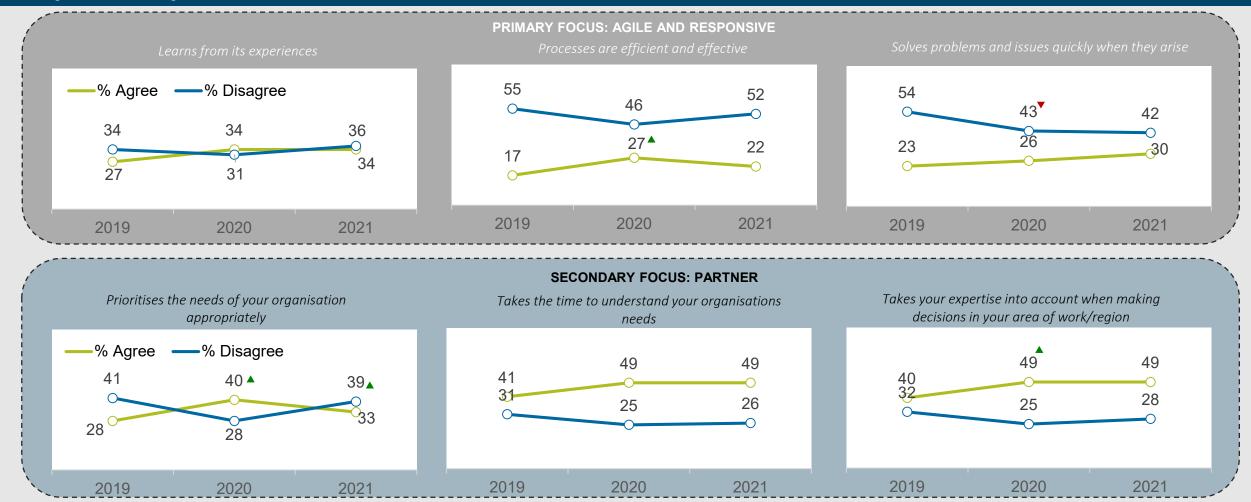
#### DRIVERS OF SATISFACTION - INDIVIDUAL MEASURES WORKING WITH WAKA KOTAHI



## WORKING WITH WAKA KOTAHI: THE KEY FOCUS AREAS FOR IMPROVEMENT



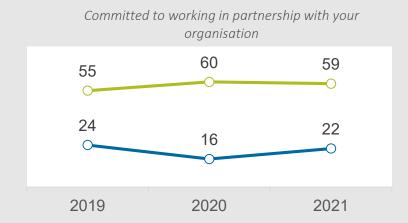
The way in which Waka Kotahi works remains a pain point for stakeholders. As seen for overall satisfaction, performance on the key drivers of satisfaction has also plateaued in 2021. There has been a significant increase in dissatisfaction with 'prioritising the needs of your organisation', which has returned to 2019 levels of disagreement. It is important to be aware that there is a worrying drift upwards in disagreement on many of the drivers, and four of the six are now have higher disagreement than agreement levels.

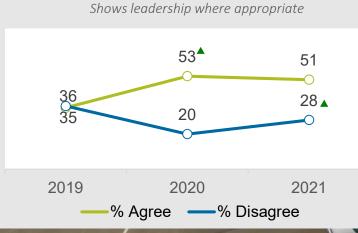


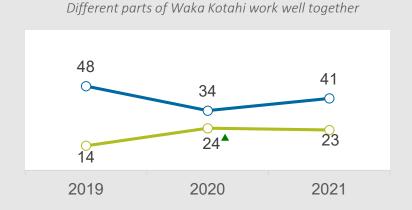
## **WORKING WITH WAKA KOTAHI**



Agreement levels with the remaining working relationships attributes are in line with 2020. However, the levels of disagreement are generally trending upwards from 2020, with a significant increase in disagreement that Waka Kotahi shows leadership where appropriate. The different parts of Waka Kotahi being seen as working well together remains a weakness – more stakeholders have disagreed with this than have agreed every year since 2019.









## WORKING WITH WAKA KOTAHI: THE KEY FOCUS AREA FOR IMPROVEMENT



Some comments illustrating that stakeholders recognise the improvements being made, but that there is room to push this further.



"Their engagement from senior leadership is great, I tend to find the conversations to be open and honest with the general desire to be collaborative in finding solutions."

"[STAFF MEMBER] has put a lot of effort into engaging with us and contributed to our wider business. I really appreciate his collaboration and leadership."

"Waka Kotahi struggle in the current political environment and funding to deliver the necessary service and infrastructure. Recent leadership challenges have also made for a challenging environment, however these problems do not sit with the staff."

"The procurement team are struggling with leadership and resources."

"Staff have a vision, they communicate this but then there are no action results, blaming lack of available funding."



"[REGION]'s transport system is a wreck. Waka Kotahi's lack of interest, forward planning and action orientation are the major contributors to this situation. While local staff are well-meaning, strategic / leadership input is minimal at best... Waka Kotahi would be the least engaged and able of all contributing parties, yet the most important."

"There is improved commitment to engagement at a national / senior level, but still a disconnect with behaviours of some in middle management positions who remain in a combative mindset."

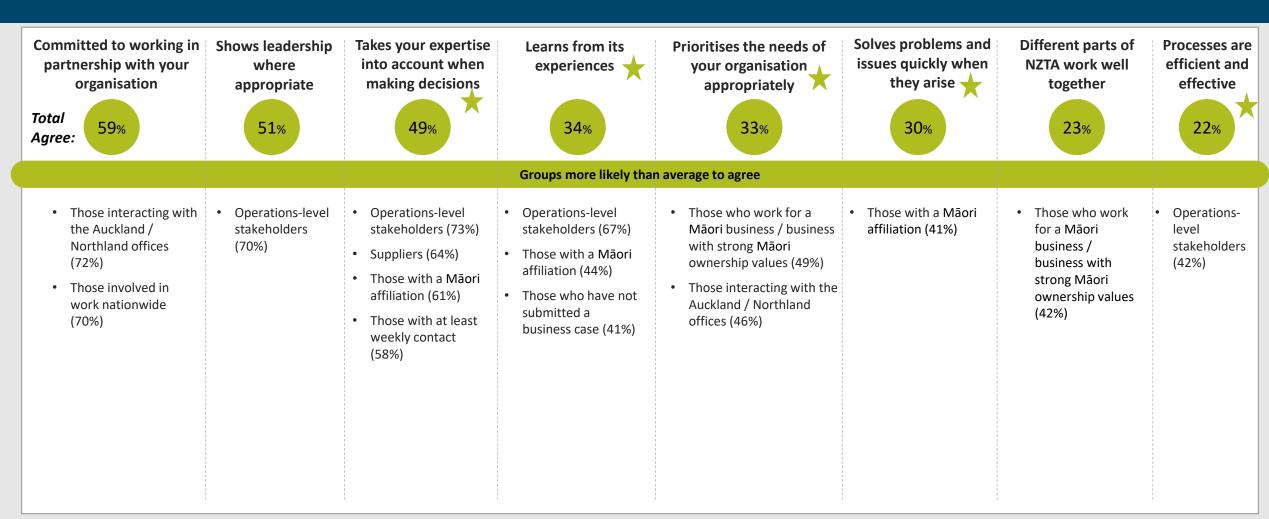
"Waka Kotahi say the right thing and address issues in the short term, but don't seem to follow through and deliver an enduring solution that aligns with its own principles."

"Processes are very onerous and approvals are far too complex."

## WORKING WITH WAKA KOTAHI: POSITIVE SUB-GROUP DIFFERENCES



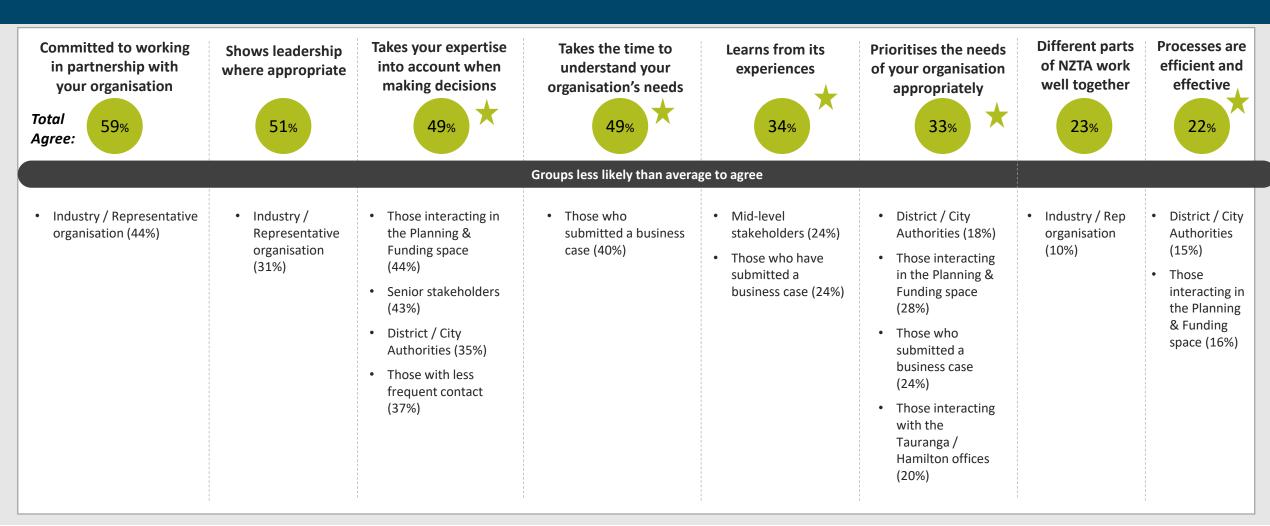
Stakeholders interacting with the Auckland / Northland offices, those with a Māori affiliation, and those interacting with Waka Kotahi operations staff tend to rate working with Waka Kotahi more positively than average.



## WORKING WITH WAKA KOTAHI: NEGATIVE SUB-GROUP DIFFERENCES



Stakeholders from industry / representative organisation, those interacting in the Planning & Funding space, and District / City Authorities tend to rate working with Waka Kotahi less positively than average.



3 6

### STAKEHOLDER ISSUES WITH BUREAUCRACY / UNRESPONSIVENESS



Below are some comments from stakeholders illustrating the key issues they face with bureaucracy and responsiveness within Waka Kotahi.

"I think Waka Kotahi is motivated to do a good job but the changing political priorities, bureaucracy, inadequacy of funding, complexity of business case processes, lack of a long term strategy and short term planning horizons all frustrate the best of organisational intentions."

"It can be difficult to get agency staff to engage with the community on problem issues and there seems to be a disconnect between what is important for the region and Waka Kotahi."

"Nationally driven projects or initiatives are generally less effective at engagement and communication."

"Waka Kotahi staff can be exceptionally busy (especially with meetings) and hard to get hold of."

"You get the impression that consultation is a complete waste of time, the decision is predetermined by agency staff."



"Funding decisions locally are often lacking transparency and whilst our organisation has been a beneficiary of this, it isn't building confidence in the overall system."

"There are individuals that I work with in Waka Kotahi that are good to deal with and work positively towards finding solutions to the issues that we raise. However often the solutions do not get implemented due to "the machine" that means that they are not seen as a priority. This is very frustrating."

"Waka Kotahi can be very bureaucratic to deal with, many decisions appear to be rule based (i.e., the system people work in doesn't necessarily set them up to succeed)."



"I believe there are good people in Waka Kotahi with the best intentions at heart. However, I don't believe many of these people have experience or empathy for the impact their decisions, or lack of decision, have on their supply chain. Partly I believe this is because they are distracted / stretched from being fully engaged in the projects, and partly there is an arrogance or ignorance toward the supply chain. The supply chain is not truly treated as a partner and their drivers understood by Waka Kotahi. The culture and values may not be right or well managed, and it can lead to poor behaviours that have significant impact on partners."



# HOW WAKA KOTAHI COMMUNICATES AND ENGAGES



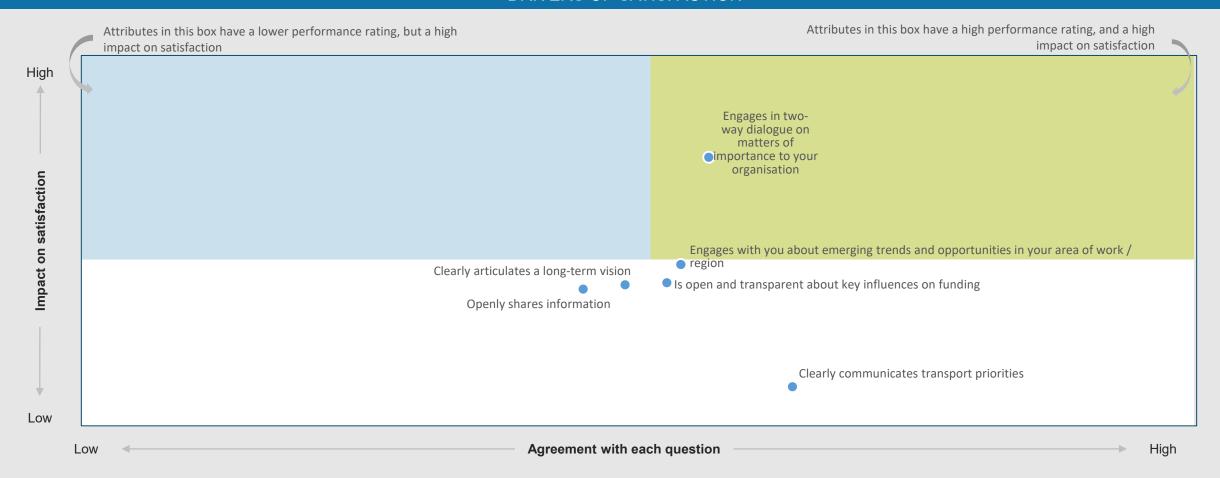


### DRIVERS OF SATISFACTION: COMMUNICATION



As shown earlier, the communications attributes have become somewhat less important in driving satisfaction. At an individual level, there are no areas to invest in, however engaging in two-way dialogue remains an area of strength, to maintain and celebrate.

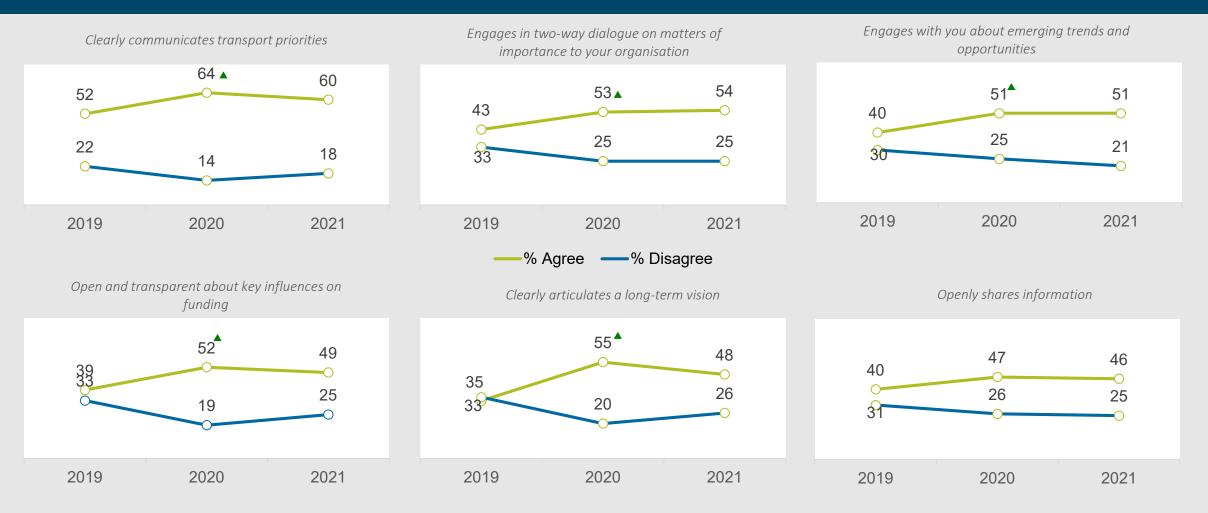
### DRIVERS OF SATISFACTION



### HOW WAKA KOTAHI COMMUNICATES AND ENGAGES



Perceptions of the ways in which Waka Kotahi communicates and engages are in all in line with 2020. Particular attention should be paid to ensuring Waka Kotahi is open and transparent about key influences on funding, clearly articulates a long-term vision, and openly shares information, as the gap is closing between the proportion of stakeholders who agree, and those who disagree, for each of these attributes.



### STAKEHOLDER ISSUES WITH COMMUNICATION



Below are some comments from stakeholders illustrating the key issues they have with communicating with Waka Kotahi.



"Easy to contact but not easy to get solutions."

"It is tougher to get access to the CEO than previously."

"As a region we feel that Waka Kotahi has not interacted enough with us and has ignored our pleas to rectify some dangerous areas, notorious for fatal accidents."

"Regrettably the more senior engagement / relationship people who cut across the PM's etc, I don't trust them to communicate with stakeholders and they don't add value to the conversations and undermine the relationship."

"Communication from Waka Kotahi is shocking. Over reliance on technological systems."



"There seems to be fairly poor communication, almost like Waka Kotahi seeks to hold on to information and 'control the message' excessively."

"Waka Kotahi has improved its communication with industry organisations, but it's still a long time to get meaningful responses and action on simple issues... It's still difficult to know who to contact due to too many staff changes."

Waka Kotahi has improved its communications with industry organisations but there is still a long way to go to get meaningful responses and action on simple issues that could make a large difference to stakeholders."

"Poor communication / dissemination of information internally."



"Communication with stakeholder management is not as good, nor are communications from some middle to senior members of management."

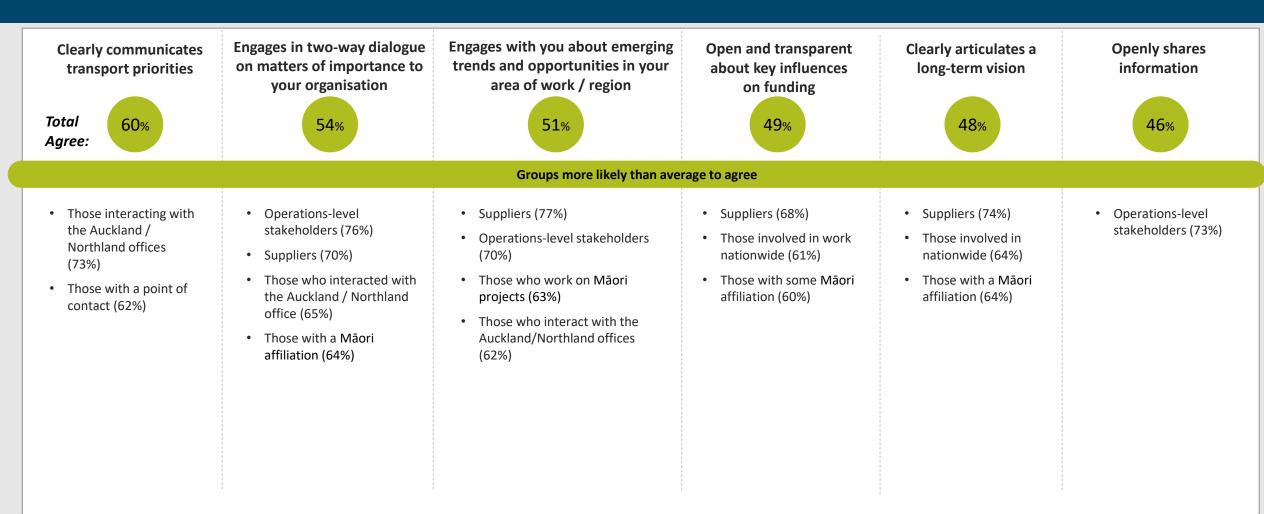
"Waka Kotahi aren't great at collaborating or partnering - too reluctant to share anything before it has sign-off (which always seems to take forever)."

"It feels as though Waka Kotahi treats us as 'just another stakeholder' rather than a key partner, and thus does not openly and honestly share key information of importance to our region."

### HOW WAKA KOTAHI COMMUNICATES AND ENGAGES: POSITIVE SUB-GROUP DIFFERENCES



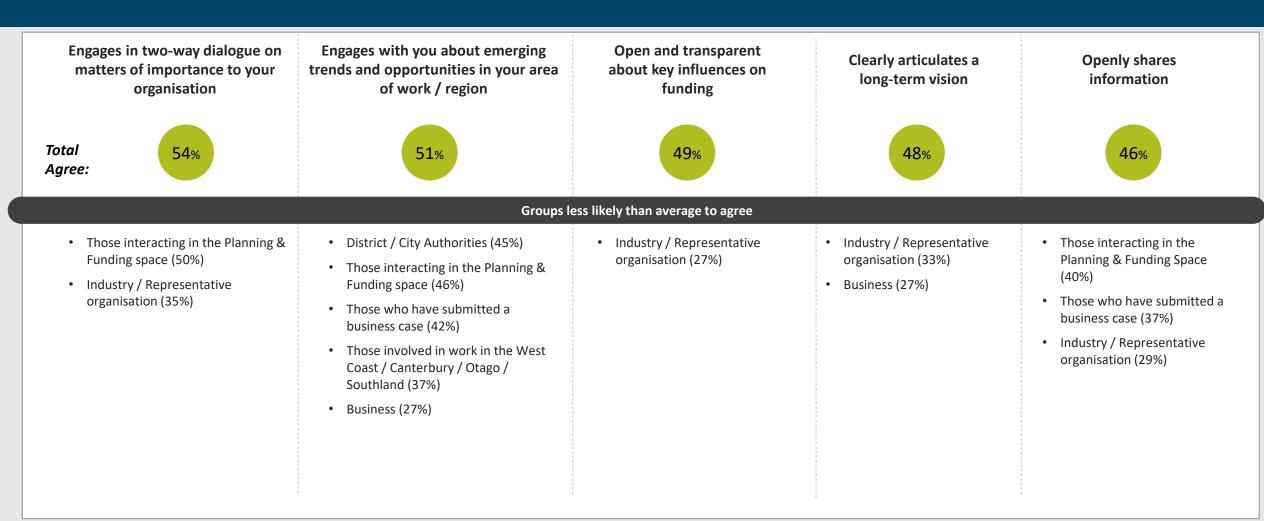
Once again, stakeholders interacting with the Auckland / Northland offices, and those with a Māori affiliation, are more positive about the communication they receive from Waka Kotahi than average. Suppliers are also positive about the agency's communication and engagement.



### HOW WAKA KOTAHI COMMUNICATES AND ENGAGES: NEGATIVE SUB-GROUP DIFFERENCES



Stakeholders interacting in the Planning & Funding space, and those from an industry / representative organisation are less positive than average about the ways in which Waka Kotahi communicates.

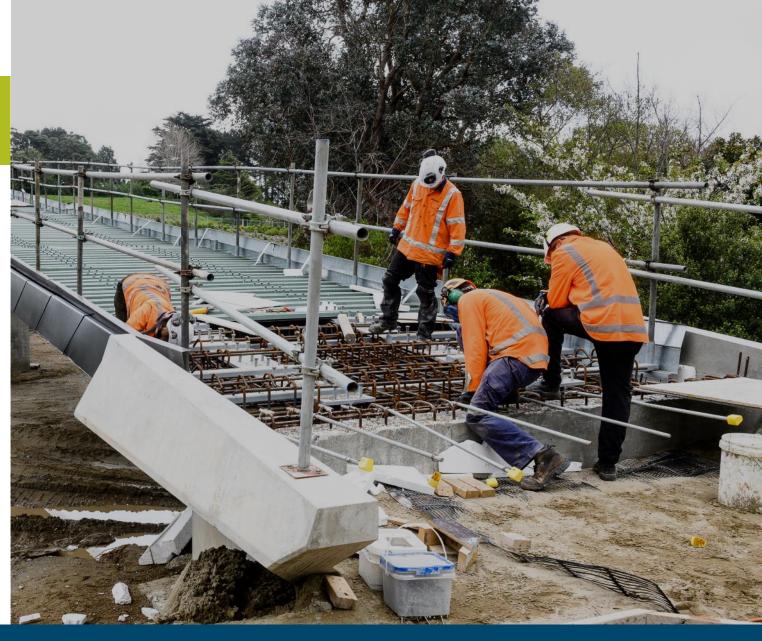




# PERCEPTIONS OF WAKA KOTAHI STAFF

AN AREA TO MAINTAIN AND CELEBRATE



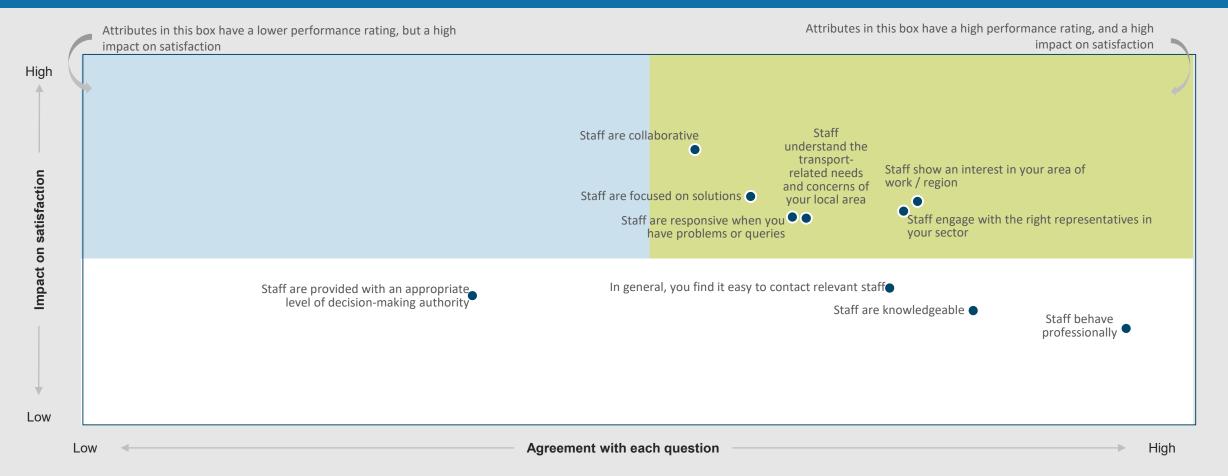


### DRIVERS OF SATISFACTION: STAFF



As with previous years, the key drivers analysis highlights staff performance as an area of strength. There are no key areas to invest in with staff satisfaction, but a number of areas to maintain and celebrate.

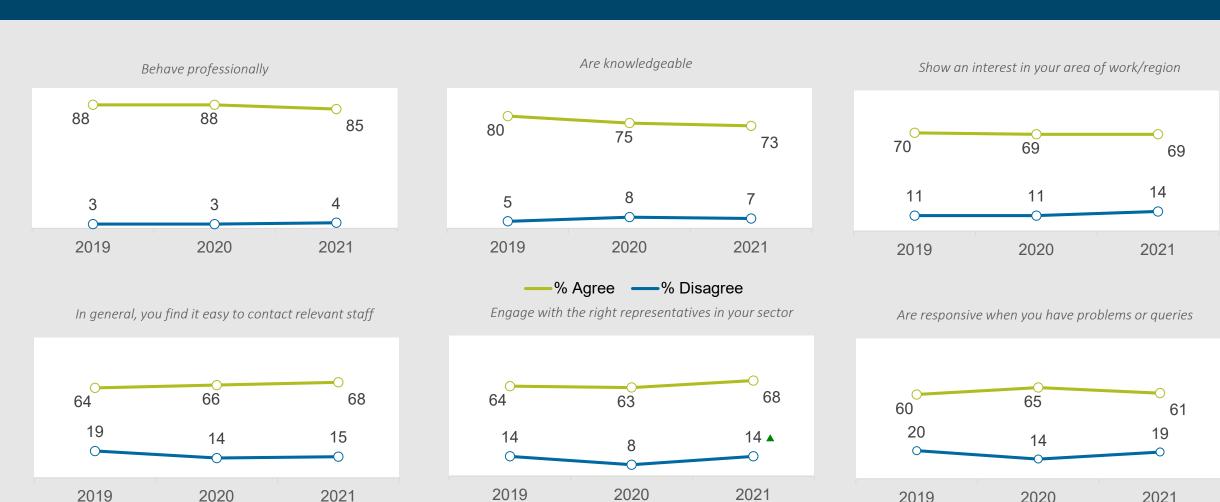




### PERCEPTIONS OF WAKA KOTAHI STAFF



As in previous years, staff have the highest performance of all the areas rated. They are continually seen as professional, knowledgeable, and show an interest in the work of others. Additionally, the pattern of disagreement levels creeping upwards is less evident in the staff ratings, further reinforcing staff as an area to celebrate.



2021

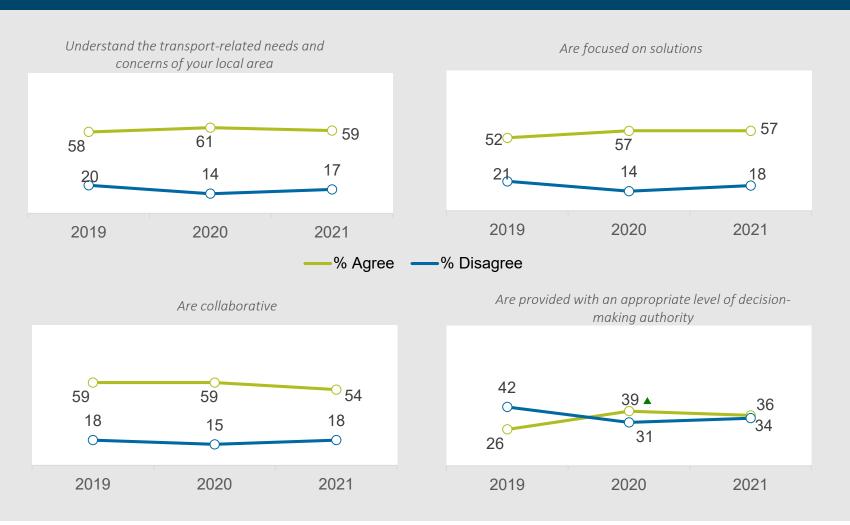
2020

2019

### PERCEPTIONS OF WAKA KOTAHI STAFF



Over half of stakeholders continue to agree that Waka Kotahi staff understand the transport-related needs of their area, and that they are solutions focused, and collaborative. Ensuring that staff are provided with an appropriate level of decision-making authority is the area of poorest performance for staff – with similar levels of stakeholders disagreeing with this attribute as agree.

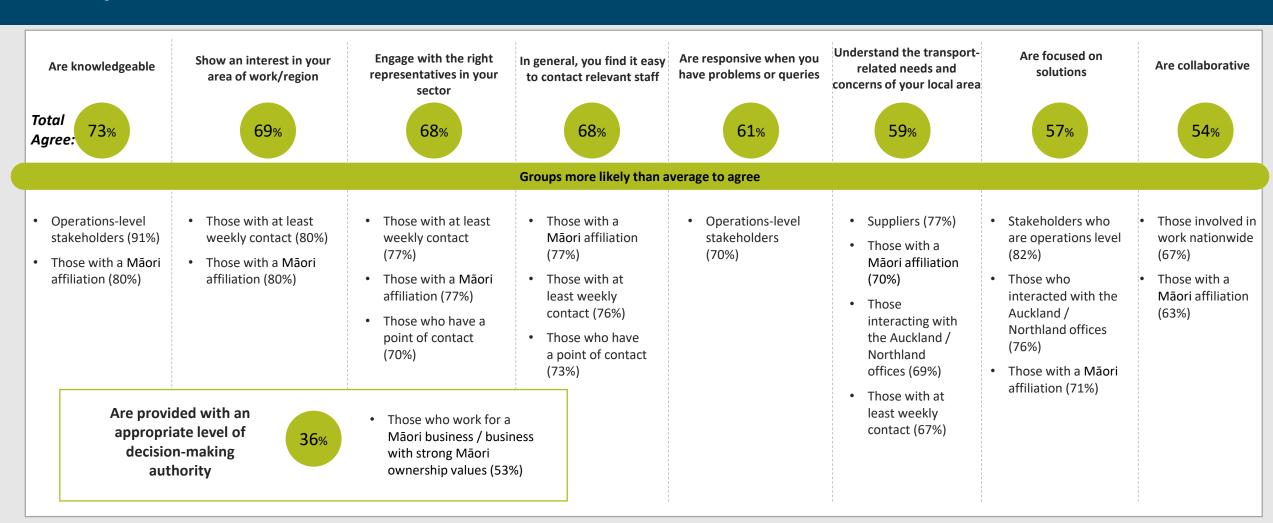




### PERCEPTIONS OF WAKA KOTAHI STAFF: POSITIVE SUB-GROUP DIFFERENCES



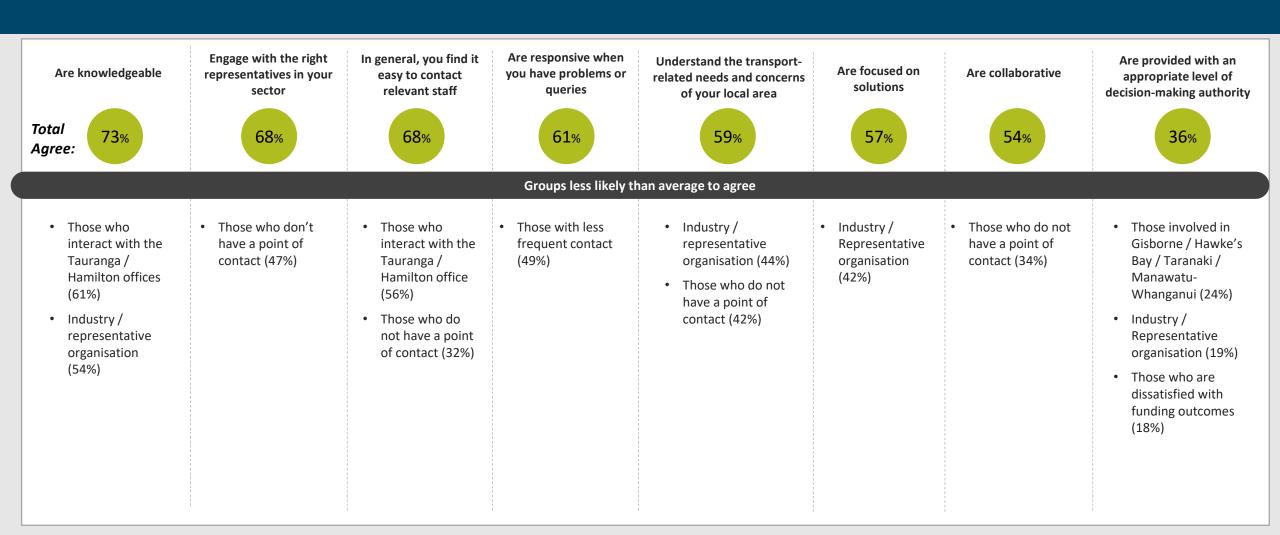
Stakeholders interacting with Waka Kotahi operations staff, those with a Māori affiliation, and those with more frequent contact tend to be more positive than average in their ratings of staff.



### PERCEPTIONS OF WAKA KOTAHI STAFF: NEGATIVE SUB-GROUP DIFFERENCES



Stakeholders interacting with the Tauranga / Hamilton offices tend to be less positive in their ratings of Waka Kotahi staff, as do those with no regular point of contact.



Source: D1: How much do you agree or disagree with each of the following statements about Waka Kotahi staff you mostly interact with? Waka Kotahi staff... Base: All stakeholders (n=309)

### STAKEHOLDER ISSUES WITH STAFF



Below are some comments from stakeholders illustrating some key issues and pain points with staff around lack of decision making authority, or knowing who to contact.

····· **??** 

"Waka Kotahi need to work better as a team, understanding their own internal workings. Until they understand how their areas overlap, they will continue to make poor decisions."

"Changes in personnel and a disjointed pattern of engagement makes it very frustrating."

"High turnover of staff / decision makers drags out decisions for funding new work."

"There is a disconnect between the different arms of Waka Kotahi. The staff don't seem empowered to make decisions."

"Sometimes Waka Kotahi staff have high expectations of service delivery that can not always be met."



"High staff turnover has resulted in a total culture void. Centralised decision making has made local engagement unrealistic."

"The reorganisation has affected some staff as they change roles which has impacted on making decisions."

"Changes within staff are not always communicated well."

"The distance between staff on the ground and on the board is massive. There is simply not the governance to governance relationship between the board and territorial authorities that there is with other government agencies."



"Decision-making can be slow and there seems to be a fear of dealing with poor performance of staff."

"The staff mean well but the programme and work appears to be ad hoc at best. There's always an excuse as to why things aren't done, never a solution and if there is, then there is always a delay."

"Another restructure recently makes it difficult to know who is doing what again."

"Sometimes Waka Kotahi have a "we know best" attitude."



# STAKEHOLDERS INVOLVED IN BUSINESS CASES



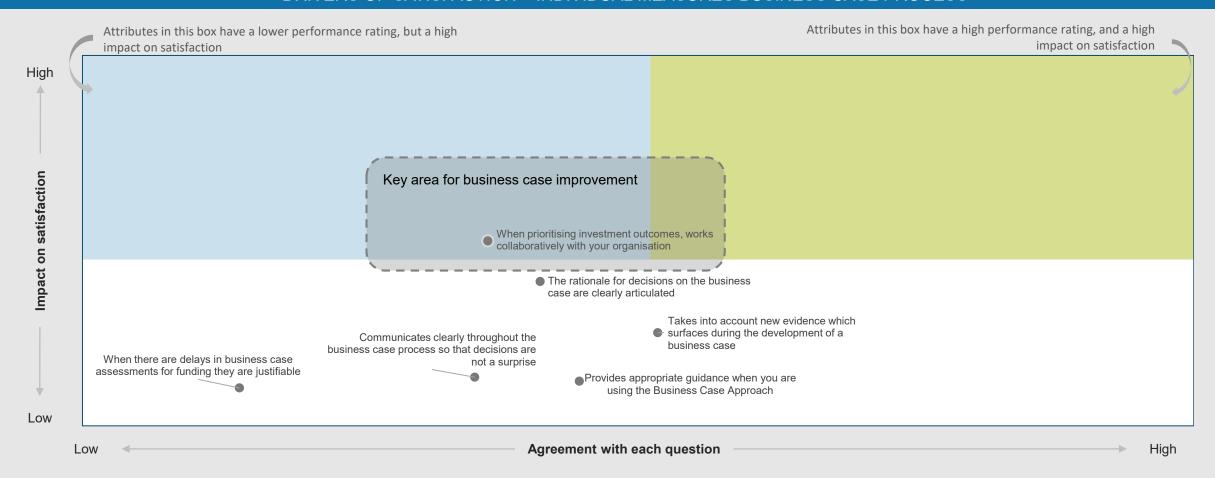


### DRIVERS OF SATISFACTION: STAKEHOLDERS WHO SUBMITTED A BUSINESS CASE



We also undertook a separate statistical analysis for those stakeholders who had submitted a business case. The priorities identified for all stakeholders also largely apply to those who submitted a business case. The key business case area for improvement is working collaboratively to prioritise investment outcomes. This was also a priority area in 2020 and 2019.

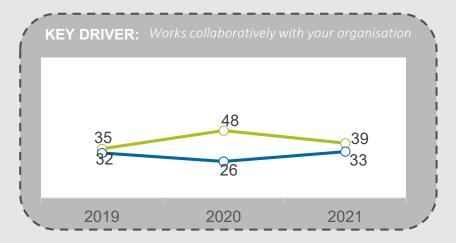
### DRIVERS OF SATISFACTION - INDIVIDUAL MEASURES BUSINESS CASE PROCESS



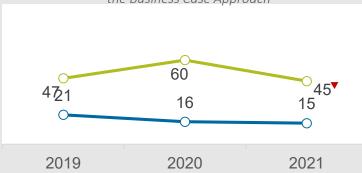
### **BUSINESS CASE PROCESS**



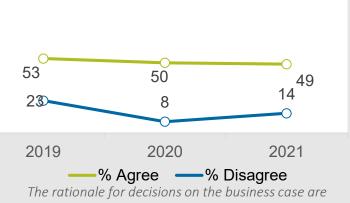
Overall satisfaction amongst stakeholders who have submitted a business case sits at 44% in 2021, compared to 51% in 2020. In line with this, the positive movement seen as a result of the revamped business case process has stalled in 2021. Indeed, ratings of business case attributes have typically declined compared to 2020. Ensuring that Waka Kotahi works collaboratively with stakeholder organisations throughout the business case process is a key area to invest in. Just four in ten stakeholder (39%) rate Waka Kotahi positively on this attribute, indicating scope for improvement.



Provides appropriate guidance when you are using the Business Case Approach



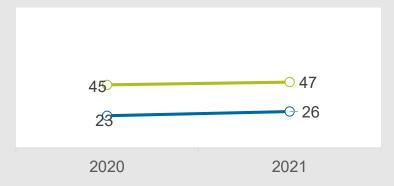
Takes into account new evidence which surfaces during the development of a business case



clearly articulated



Communicates about key decision points or delays



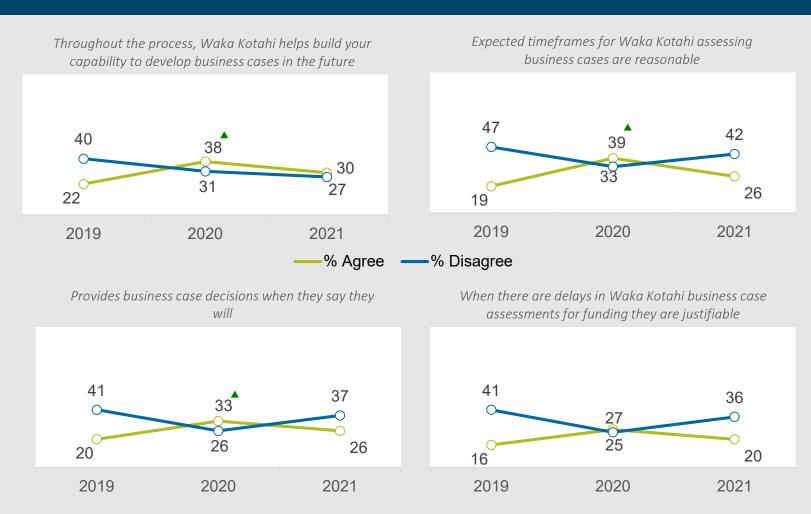
Communicates clearly throughout the business case process so that decisions are not a surprise



### **BUSINESS CASE PROCESS**



Disagreement levels now outstrip agreement levels for a number of the business case process attributes. This includes expected timeframes being reasonable, Waka Kotahi providing business cases when they say they will, and assessment delays being justifiable. It is likely that this increased negative sentiment will be at least partly due to the larger triennial NLTP funding round, the outcomes of which were announced around the same time as fieldwork for this study occurred.





KANTAR PUBLIC 2021

Source: E2: Thinking about the most recent NLTP Business Case you have undertaken,

### STAKEHOLDER ISSUES WITH BUSINESS CASES



Below are some comments from stakeholders illustrating some key issues during the business case process.





"Slowness in acting on requests for information and business cases."

"Breakdown happens internally with business case evaluation staff, leading to rework and frustration."



"The Business Case process at times is overly complicated and time consuming. There has been a disconnect between the RLTP processes and the NLTP and little understanding about the follow-on consequences of decisions that may benefit Waka Kotahi itself but leave regional partners with little certainty about the likelihood of outcomes or the ability to effectively plan service delivery and improvement on behalf of citizens. We welcome the new regional structures but have yet to see any significant change in levels of institutional engagement."



# WAKA KOTAHI PERFORMANCE:

- SAFETY
- ROAD SAFETY
- TRANSPORT SOLUTIONS
- RESPONDING TO CHANGE







2019

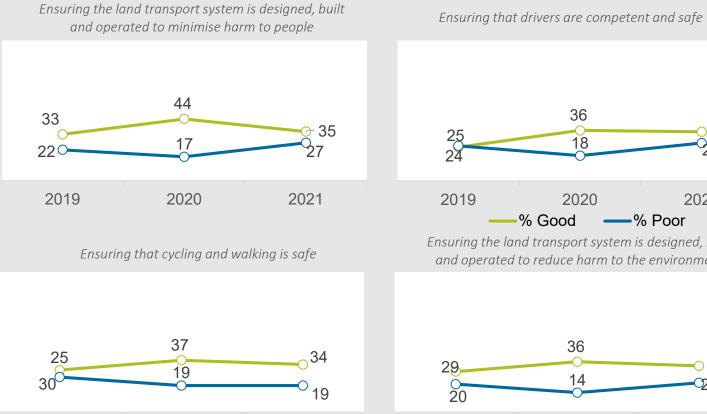
2020

Base: All stakeholders that had dealt with regulatory areas in the past year (n=101)

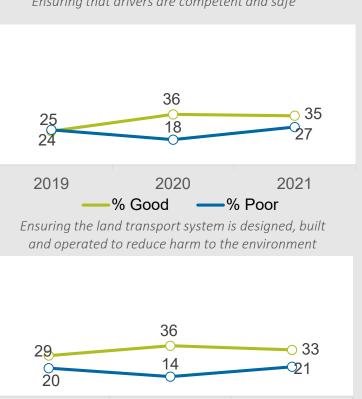
### PERFORMANCE ON SAFETY IMPROVEMENTS AND REDUCING HARM



Stakeholder confidence in the performance of Waka Kotahi on safety improvement and reducing harm is largely in line with 2020. A larger proportion of stakeholders disagree that Waka Kotahi ensures users of the land transport system pay for their fair share, compared to 2020. Indeed, the level of disagreement is now comparable to the level of agreement for this attribute. Additionally, the proportion of stakeholders who rate Waka Kotahi negatively has increased for most other attributes (albeit none of them significantly).



2021

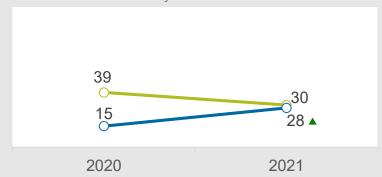


Ensuring the land transport system is designed, built, and operated to reduce harm to the environment

### Groups less likely than average (35%) to rate Waka Kotahi as 'good':

- Those who interact with the Wellington / Blenheim / Nelson offices (21%)
- Those who interact with specialist/operations staff (20%)
- Those who interact with mid-level staff (16%)

Ensuring users of the land transport system pay their fair share\*



2019

2021

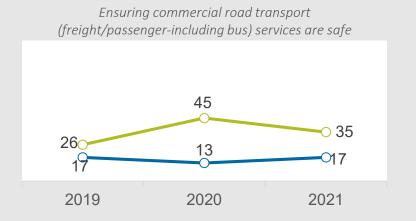
2020

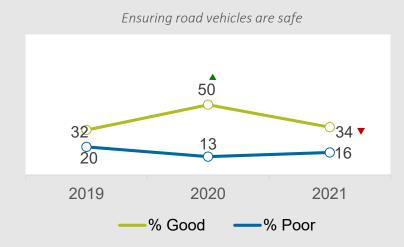


### PERFORMANCE ON SAFETY IMPROVEMENTS AND REDUCING HARM



There has also been a decline in the proportion who rate Waka Kotahi positively in ensuring that road vehicles are safe (34% compared to 50% in 2020).







Less likely than average (26%) to rate Waka Kotahi as 'good' on ensuring rail is safe

Senior Stakeholders 15%



### THOSE SAFETY AREAS WHERE PERFORMANCE IS RATED AS GOOD



Stakeholders who rated the performance of Waka Kotahi on safety as good / very good for 'commercial road transport', 'rail' and 'road vehicles' were asked what their reasons were for providing this rating. Their main areas of praise included, licensing, monitoring compliance, licensing, and setting standards. Due to small sample sizes, these results should be treated with caution.

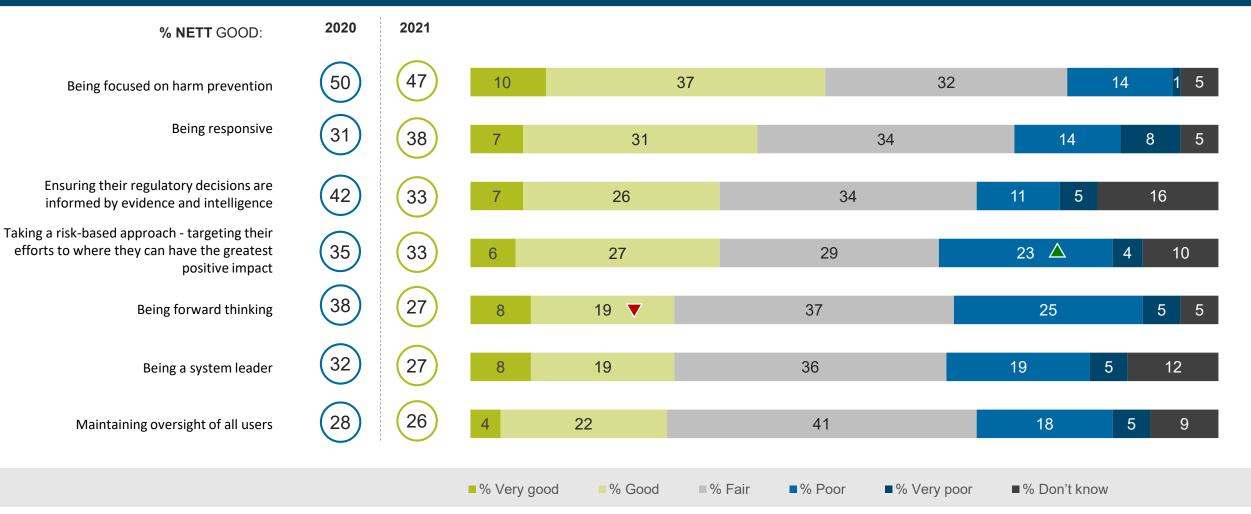
RANK	Road vehicles (n=21)	Commercial Services (n=35)	Rail (n=17)
1	Monitoring compliance with safety requirements (29%)	Monitoring compliance with safety requirements (34%)	Monitoring compliance with safety requirements (41%)
2	Setting standards (19%)  Taking enforcement action to deal with unsafe behaviour/vehicles (19%)  Licensing, permitting, certification (19%)	Licensing, permitting, certification (23%)	Licensing, permitting, Setting standards certification (29%) (29%)  Taking enforcement action to deal with unsafe behaviour/vehicles (29%)
3	Education, information sharing and promotion of land transport safety (14%)	Taking enforcement Engagement with stakeholders and unsafe partners behaviour/vehicles (17%)  Taking enforcement Engagement with stakeholders and partners (17%)	Engagement with stakeholders and partners (18%)
4	Engagement with stakeholders and partners (10%)	Education, information sharing and promotion of land transport safety (11%)	Education, information sharing and promotion of land transport safety (12%)



### PERFORMANCE ON REGULATORY FUNCTIONS AND REDUCING HARM



Stakeholders are more likely to rate Waka Kotahi positively than negatively across most aspects of its regulatory function. However, more stakeholders rate Waka Kotahi poorly on being forward thinking than do so positively. Additionally, no aspects are rated positively by more than half of stakeholders in 2021. Perceptions around regulatory performance appear to be trending downwards across many aspects in 2021, albeit none of them significantly. The largest decline is in being forward thinking (38% rating Waka Kotahi as good in 2020 to 27% in 2021).



Source: QI3 - Please rate how Waka Kotahi performs in each of the following areas, when carrying out its regulatory functions to ensure land transport safety Please remember you are rating the performance of Waka Kotahi in these areas Significantly higher / lower than previous year

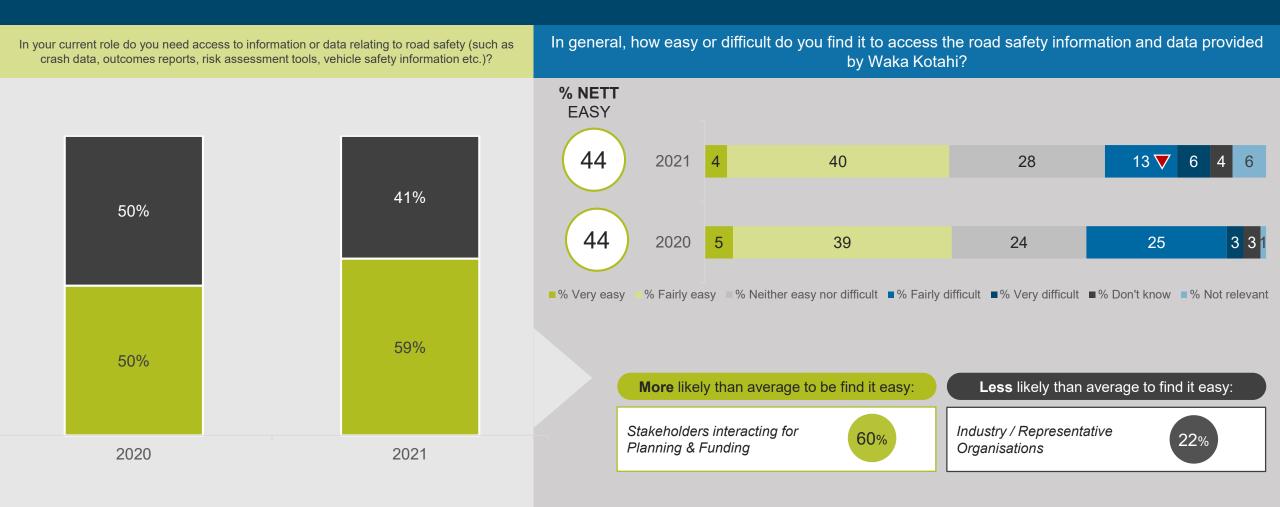
60



### **ROAD SAFETY QUESTIONS**



Six in ten stakeholders (59%) need access to road safety data as part of their role. Of these stakeholders, 44% say it is easy to access the data (the same as in 2020). Stakeholders interacting in the Planning & Funding space find it easier to access than average. Meanwhile, Industry / Representative organisations are less likely than average to find it easy.



# LOCAL GOVERNMENT SATISFACTION WITH SUPPORT RECEIVED FROM TRANSPORT AGENCIES ON ROAD SAFETY



Local Government stakeholders were asked how satisfied they were with the support they receive from central government transport agencies on road safety. The New Zealand Police continue to have the highest level of satisfaction (54%), while 43% are satisfied with the support they receive from Waka Kotahi. These levels are lower in 2020 (albeit the differences are not statistically significant). However, there has been an increase in the proportion dissatisfied with the support they receive from these two agencies (27% compared to 14% for Waka Kotahi, and 15% compared to 3% for NZ Police).



### REASONS WHY LOCAL GOVERNMENT STAKEHOLDERS ARE SATISFIED OR NOT WITH THE SUPPORT THEY RECEIVE ON ROAD SAFETY



Stakeholders were then ask to provide a reason why they were either satisfied or dissatisfied with one of the transport agencies rated. Below are some illustrative comments highlighting these reasons. Dissatisfied stakeholders tend to mention a lack of engagement from all of the agencies.







### POSITIVE COMMENTS

"Locally, they are pretty responsive and we have regular catch-ups with the local command."

"Some good local level interactions and working on projects."

"They come to meetings and provide real answers and front up, not hide behind a wall like Waka Kotahi."

"Police are interested and engaged at a local level. They react to problems identified by me and are proactive in other areas."

### **NEGATIVE COMMENTS**

"Police are AWOL in most issues except serious crime."

"Historically NZ Police have had a low level of engagement with operational arm of Council...There should be solid relationship and a clear line of communication to the CE/senior managers within Council."







### **POSITIVE COMMENTS**

"Support for Road Safety Promotion and safety related projects has always been well supported by Waka Kotahi."

"They are trying to embed road safety into their business and having a measure of success."

"I think there have been some positive steps forward in terms of building relationships in the past 12 months."

### **NEGATIVE COMMENTS**

"Lack of an open honest professional relationship."

"They are a totally dysfunctional organisation."

"The focus is rarely based upon local community needs but Metropolitan needs first the biggest 'bang-for-buck'..."







### **POSITIVE COMMENTS**

Ministry of **Transport** 

"Information generally knowledgeable."

"MoT needs to be more vocal and proactive in supporting road safety and legislative interventions keeping road users safe."

### **POSITIVE COMMENTS**

"In our region we have a good relationship with ACC and they are a key partner for us when it comes to road safety education and promotion."

"Appreciate their support with local motorcycle safety initiatives."

"Relatively well engaged with Regional forums."

### **NEGATIVE COMMENTS**

"Just no understanding of their role and no proactive engagement."

"Removed critical funding for Safer Communities during Covid-19 with very poor communication. No replacement programme in place. Left communities in the lurch."

"Withdrawal of funding for road safety programme."

### **NEGATIVE COMMENTS**

"MoT policy is too esoteric. Vision zero is fine in theory but lacks practical fundable implementation."

"Policy direction is so vague and no clarity with direction."

"Lack of access and visibility of MoT staff."

"Lack of leadership in the road safety space to ensure objectives are achievable.

> "Not aware of what they are doing. Leadership comes from the top."

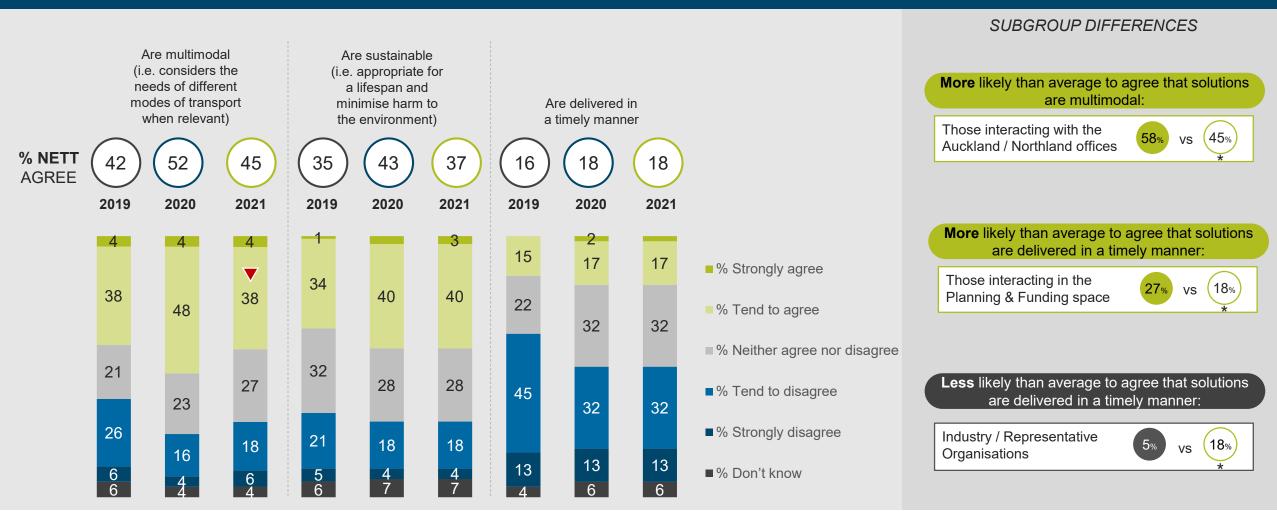
Source: N4: You mentioned that you were [INSERT Q3 ANSWER] with [INSERT AGENCY]. For what reasons did you provide this answer? Base: All stakeholders who were either satisfied or dissatisfied with at least one agency (n=46).



### PERCEPTIONS OF INVESTMENT IN TRANSPORT SOLUTIONS



Perceptions of how Waka Kotahi delivers transport solutions are in line with 2020, meaning that there remains scope for improvement.



Source: G1: How much do you agree or disagree with the following about the transport solutions delivered by Waka Kotahi? The transport solutions...

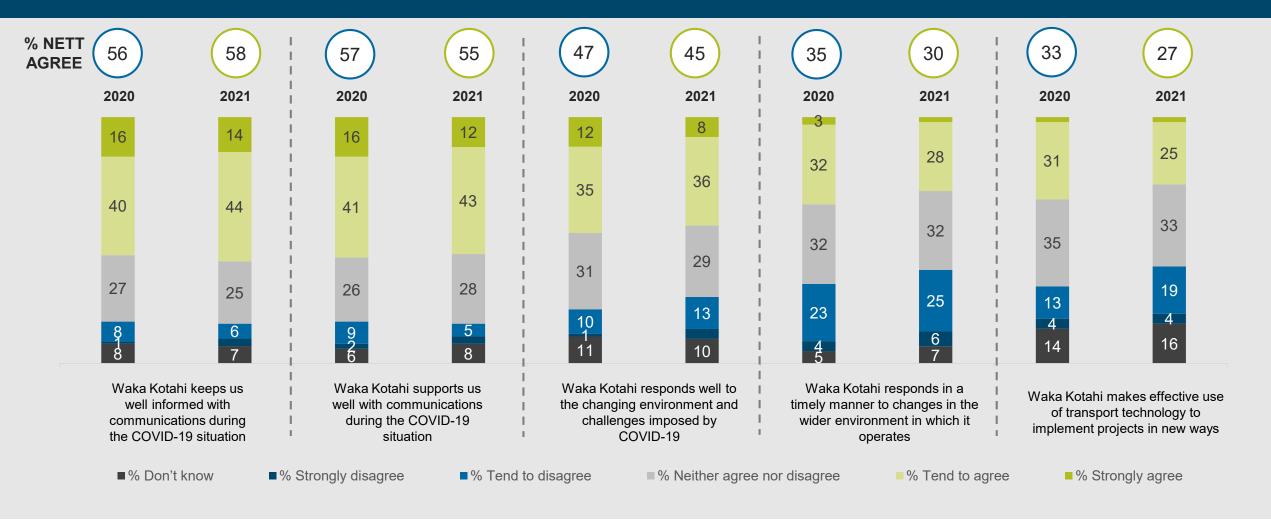
Base: All stakeholders (n=252) \*Note: figures in right-hand circles are the average score for that statement



### RESPONSIVENESS TO EXTERNAL CHANGES



Stakeholders continue to be broadly positive about how Waka Kotahi has responded to COVID-19. Over half feel that Waka Kotahi is keeping them informed, and supporting them throughout the pandemic. Perceptions of the agency's responsiveness and adaptability are broadly consistent with 2020, if edging downwards somewhat.





### RESPONSIVENESS TO EXTERNAL CHANGES: POSITIVE SUB-GROUP DIFFERENCES



Once again, suppliers, those with a Māori affiliation, and those with a point of contact are more likely to feel Waka Kotahi is responsive to external change.

Responds in a timely manner to Responds well to the changing Keeps us well informed with communications Supports us well with communications environment and challenges changes in the wider environment during the COVID-19 situation during the COVID-19 situation imposed by COVID-19 in which it operates Total 58% 55% 45% 30% Agree: Groups more likely than average to agree • Those with a Māori affiliation (40%) Suppliers (75%) Suppliers (86%) Suppliers (81%) • Those who have a point of contact (33%) • Those with a Māori affiliation (56%) • Those involved in work nationwide (73%) • Those involved in work nationwide (73%) • Those with a Māori affiliation (72%) • Those with a Māori affiliation (73%) Those with at least weekly contact (68%) Those who interact with the Auckland / Northland offices (69%) • Those interacting with senior staff (66%) • Those with at least weekly contact (66%) Those who have a point of contact (61%) • Those who interact with senior staff (63%) • Those who have a point of contact (59%)



### RESPONSIVENESS TO EXTERNAL CHANGES: NEGATIVE SUB-GROUP DIFFERENCES



Meanwhile, those with less frequent contact, and those interacting in the Planning & Funding space, are less likely to rate Waka Kotahi as being responsive to external change.

Keeps us well informed with communications during the COVID-19 situation

Total Agree:



Supports us well with communications during the COVID-19 situation



Responds well to the changing environment and challenges imposed by COVID-19



Responds in a timely manner to changes in the wider environment in which it operates



Makes effective use of transport technology to implement projects in new ways



### Groups less likely than average to agree

- Those with less frequent contact (39%)
- Those involved with work in the West Coast / Canterbury / Otago / Southland (39%)
- Those with less frequent contact (38%)
- Those interacting in the Planning & Funding Space (39%)
- District / City Authorities (30%)
- Those who are dissatisfied with funding outcomes (26%)
- Those who interact with specialist / operations staff (21%)
- Industry / Representative organisation (15%)

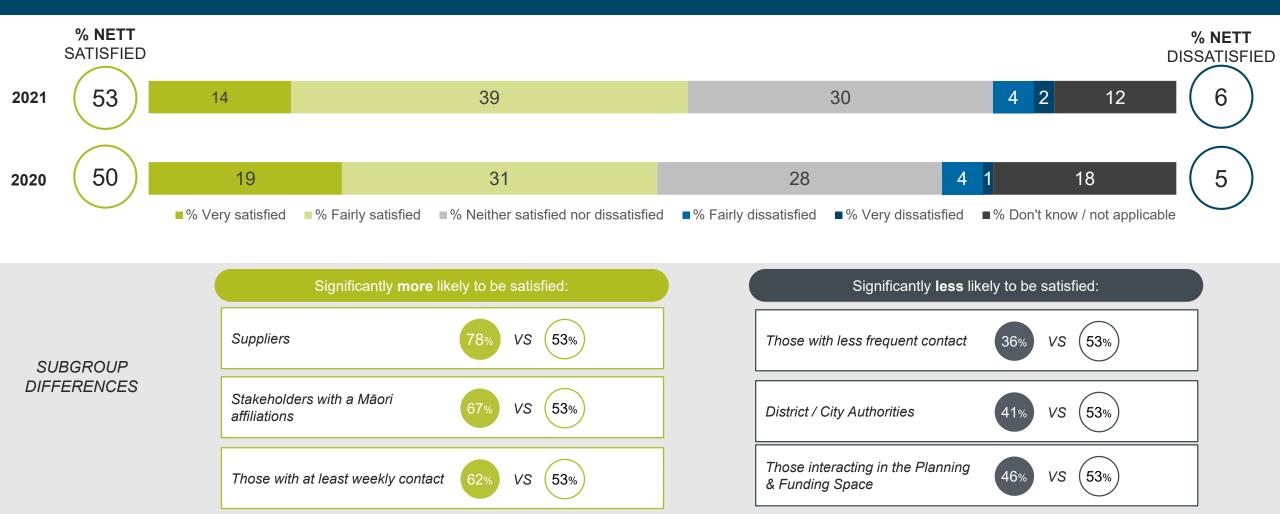
 Those interacting in the Planning & Funding Space (21%)

Source: H1: How much do you agree or disagree with the following? Base: All stakeholders (n=249)

### **SATISFACTION WITH COVID-19 RESPONSE**



Stakeholders continue to be much more satisfied than dissatisfied with their interaction with Waka Kotahi on COVID-19 matters. Suppliers, stakeholders with a Māori affiliation, and those in more frequent contact are more satisfied than average. Those with less frequent contact, District / City Authorities, and those interacting in the Planning & Funding space are less satisfied than average.





# ADAPTING THE TRANSPORT SYSTEM TO CLIMATE CHANGE IMPACTS







### CONFIDENCE IN THE LAND TRANSPORT SYSTEM ADAPTING TO CLIMATE CHANGE



Stakeholders continue to have little confidence in the land transport system adapting to climate change. Indeed, confidence seems to be ebbing away over time. Industry / representative organisation stakeholders are more likely than average to lack confidence in the system to adapt.



7 0

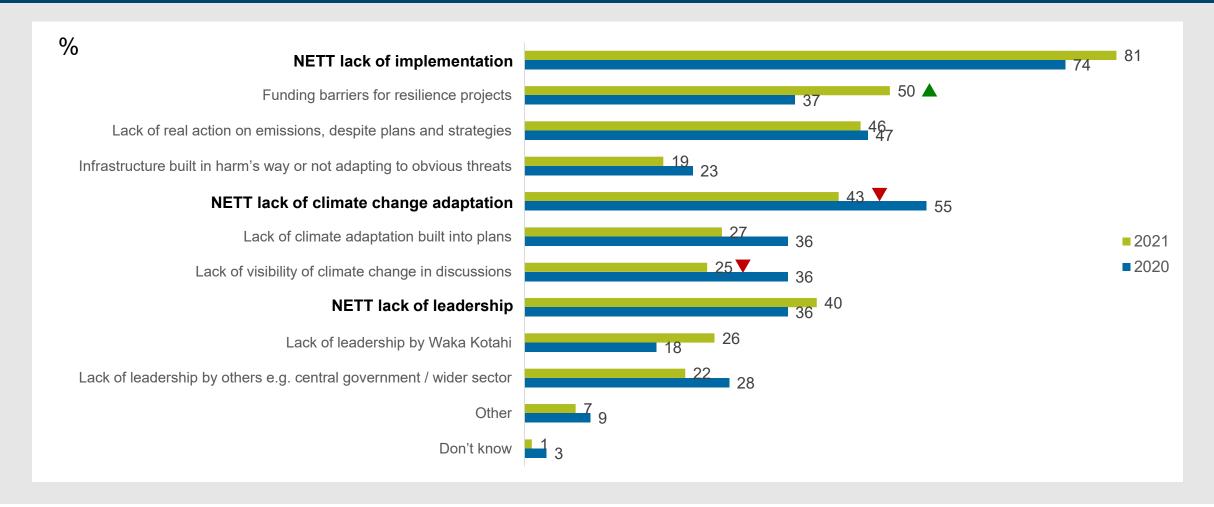
Significantly higher / lower than previous year



# REASONS FOR EXPRESSING LACK OF CONFIDENCE IN THE TRANSPORT SYSTEM ADAPTING TO CLIMATE CHANGE



A perceived lack of implementation and action in the climate change area continues to be the main reason that stakeholders have limited confidence in the transport system's adaptability – 81% reference this. More specifically there has been an increase in those referencing funding barriers for resilience projects (vs. 2020). Waka Kotahi need to focus on 'walking the walk' in this area in order to instil confidence in stakeholders.





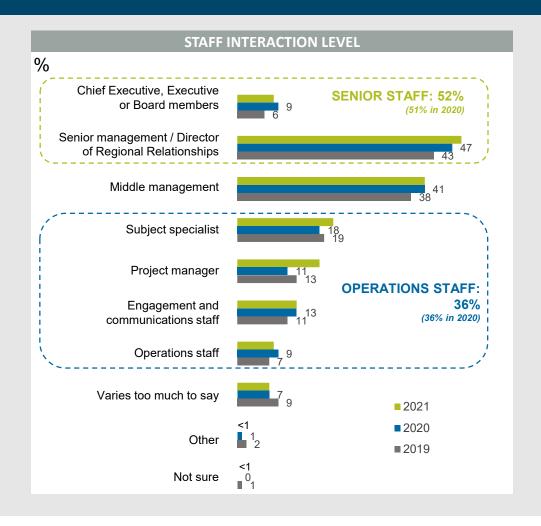
# **APPENDIX**

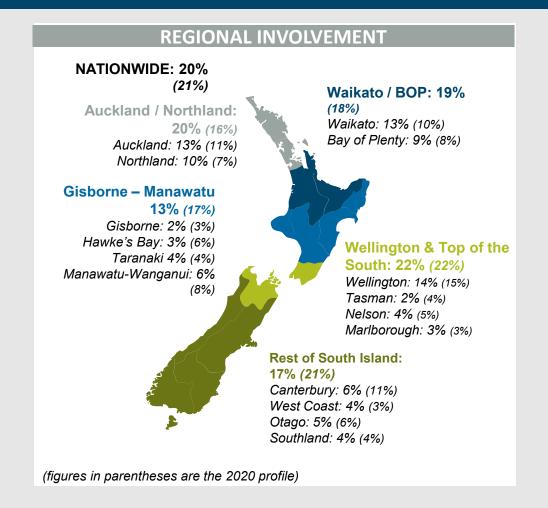






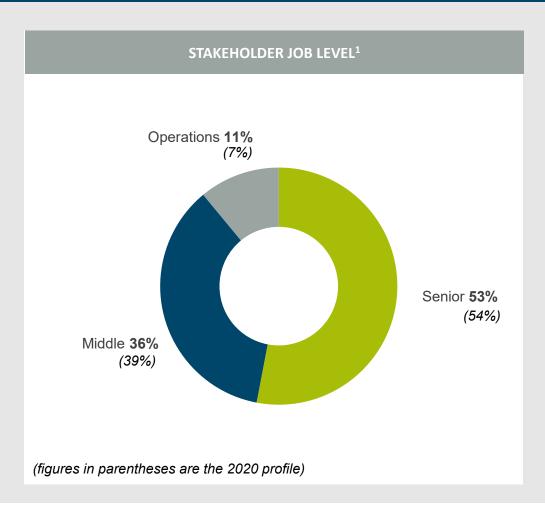
A profile of the stakeholders who took part in the survey is presented below. 'Staff interaction level' is taken from a question in the survey, where stakeholders were asked the level of Waka Kotahi staff that they most regularly interact with. The profile is broadly consistent between 2020 and 2021.

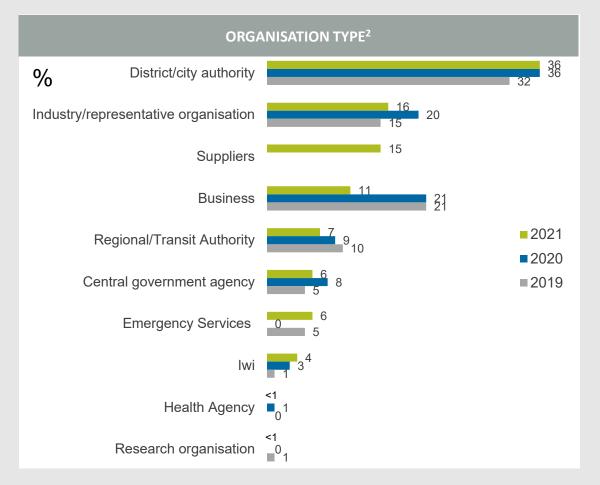






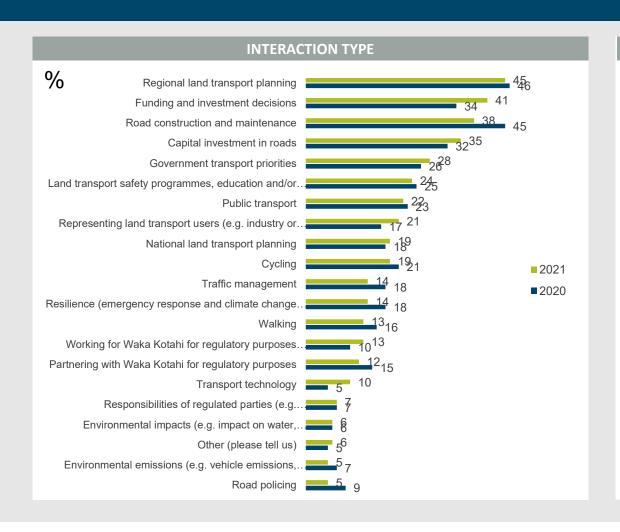
'Stakeholder job level' has been coded from the sample list provided by Waka Kotahi. The profile is broadly consistent across the survey waves.

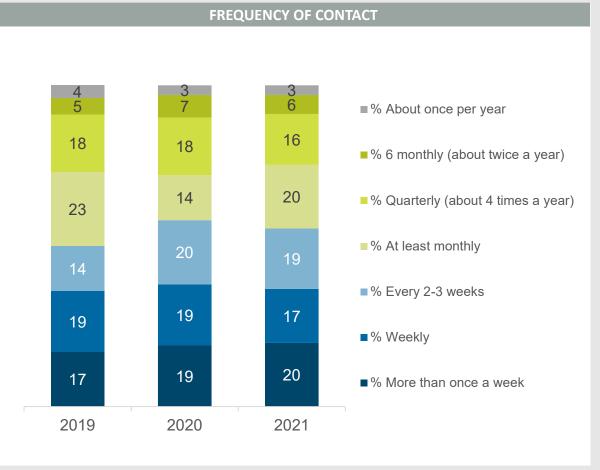






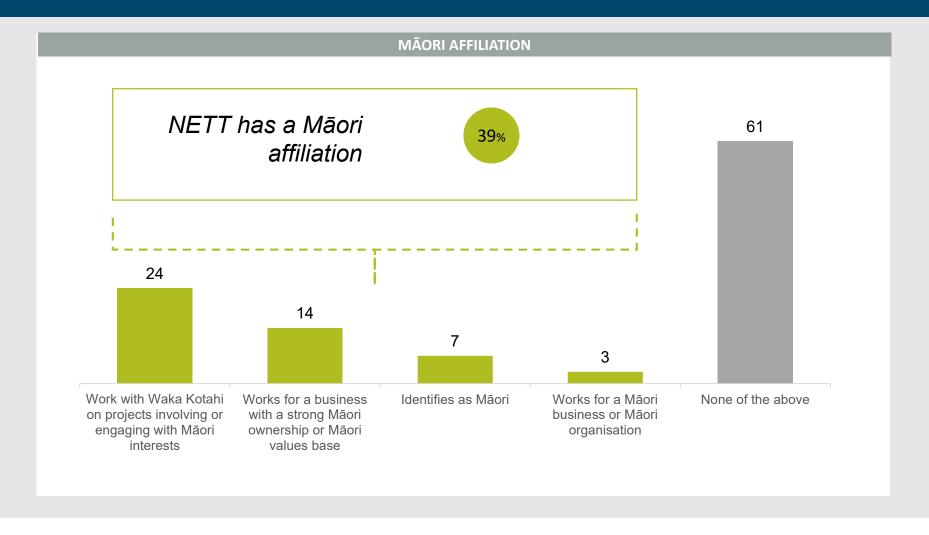
Below we have presented a breakdown of the types of interactions stakeholders have with Waka Kotahi, and how frequently they are in contact. This is broadly consistent across the survey waves.







In 2021, we asked a question about stakeholders' Māori affiliation. These results are presented below. In terms of analysis both stakeholders who have worked on projects with Waka Kotahi that involve Māori interests, and those that identify as Māori or work for a Māori organisation, have been included in the 'affiliation' sub-group.





FOR MORE INFORMATION PLEASE CONTACT:

# **Edward Langley & Daniel Brownie**

Kantar Public Level 9, 101 Lambton Quay Wellington 6011 Phone (04) 913 3000

## IMPORTANT INFORMATION

Research Association NZ Code of Practice

**Kantar Public** practitioners are members of the Research Association NZ and are obliged to comply with the Research Association NZ Code of Practice. A copy of the Code is available from the Executive Secretary or the Complaints Officer of the Society.

### Confidentiality

Reports and other records relevant to a Market Research project and provided by the Researcher shall normally be for use solely by the Client and the Client's consultants or advisers.

### **Research Information**

Article 25 of the Research Association NZ Code states:

- a. The research technique and methods used in a Marketing Research project do not become the property of the Client, who has no exclusive right to their use.
- b. Marketing research proposals, discussion papers and quotations, unless these have been paid for by the client, remain the property of the Researcher.
- c. They must not be disclosed by the Client to any third party, other than to a consultant working for a Client on that project. In particular, they must not be used by the Client to influence proposals or cost quotations from other researchers.

### **Publication of a Research Project**

Article 31 of the Research Association NZ Code states:

Where a client publishes any of the findings of a research project the client has a responsibility to ensure these are not misleading. The Researcher must be consulted and agree in advance to the form and content for publication. Where this does not happen the Researcher is entitled to:

- a. Refuse permission for their name to be quoted in connection with the published findings
- b. Publish the appropriate details of the project
- c. Correct any misleading aspects of the published presentation of the findings

### **Electronic Copies**

Electronic copies of reports, presentations, proposals and other documents must not be altered or amended if that document is still identified as a Kantar Public document. The authorised original of all electronic copies and hard copies derived from these are to be retained by Kantar Public.

Kantar Public New Zealand is certified to International Standard ISO 20252 (2012). This project will be/has been completed in compliance with this International Standard

This presentation is subject to the detailed terms and conditions of Kantar Public, a copy of which is available on request or online here.

# **KANTAR PUBLIC**



