

Manawatu District Council

Communication Strategy 2019

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1 Introduction

The purpose of the Manawatū District Council Communication Strategy is to embed the overall Council vison:

Connected, vibrant, thriving Manawatū District - the best lifestyle in New Zealand and to assist the Council build the operational vision of:

Manawatū District Council is a customer-focussed and efficient organisation

The communication strategy sets out the Council's communication approach to create and maintain a positive image that protects and enhances its reputation and increases its functional effectiveness.

Communication is a strategic enabler for delivery of the Council's operational vision.

This document identifies strategic communication goals and actions that will focus communication activities across all areas of Council endeavour.

2 Communication Leadership

Communication is both a supporting and an overarching function that facilitates and disseminates:

- Council strategies,
- intentions,
- actions,
- and initiatives

It is not by itself a solution.

Communication is what we say, and equally what we do. Communication informs and enables conversations about what the Council does, it cannot change the facts, nor should it be used to hide them.

Having the trust and confidence of the public is essential. Local Government operates within a ratepayer-funded environment that cannot be sustained without the support of an engaged society. Positive public perception is critical to the maintenance of society's support for the Council.

There are three key principles which shape this strategy:

- Placing our customers at the heart of our activities
 - We listen not just tell, we provide feedback opportunities, we research, we understand who they are.
- Communication is an integrated activity
 - What we do, what we say, who we tell, who needs to know
 - Media and communication activity is channelled through the communication team.
 - Our brand is actively managed.
- Communication activities add value to the Council and the community
 - o Communication plans for all activities, reporting on media activity, risks identified

Four primary communication goals have been identified that will enable Council to meet its vision. Support – increase knowledge of Council activities

- Culture support and grow
- Reputation protect and enhance
- Celebrate community success, events and activities in Manawatū

3 Positioning, and Key Themes/Messages

Manawatū District Council positioning statement:

The Manawatū District Council works to ensure that the District can be a thriving, vibrant, connected community. The Council is customer-focussed and efficient, employing modern practices to deliver great service through professionalism, expertise, and values.

This position is stated to underscore the unique role that the Manawatū District Council has in the District.

The Council needs to deliver, and be seen to deliver, the services that the community expects, and be able to respond to the changing needs of the community and region.

Key themes/messages

The positioning statement articulates key themes and messages that are to be used in communication activity.

They describe the end result: what the Council wants people to think, feel and understand about it as an organisation. They are key ideas the Council wants people to take away about it after interacting, reading, hearing or seeing something about the Council.

We are connected, vibrant and thriving

- We enable economic development
- We are technology aware
- We provide places for people to relax or do things
- We are the best place to live and work
- We have strength through our heritage and diversity

We have the best lifestyle

- We balance rural and urban needs
- We are a great place to live and work
- We have great recreational and leisure facilities
- We work had to ensure our environment is protected

We are supportive of business

- We enable active agribusiness
- We provide effective infrastructure
- We enable business and industry
- We have productive farms

We have the expertise

- We have people who are professionals in their fields
- We are community and regional leaders

We provide cost effective services for the community and businesses

- We are fiscally responsible
- We are efficient: we deliver value for money
- We plan ahead for the community future

We are customer-focussed and efficient and can meet any challenge

- We hear what the residents say
- We have the right people in the right jobs
- We are a Council that gets things done
- We are responsive to the needs of residents and businesses
- We provide effective emergency
 management

4 Strategic Communication Goals

Communication objectives

To promote two way information exchange, inform and engage our people and our communities, increase their knowledge and understanding about Council activities.

Goals

Three strategic communication goals have been identified to enable Manawatū District Council priorities to be met. Each goal will be achieved through a set of outcomes delivered through a work plan, which will be regularly reviewed.

A fourth communication goal has been identified to enable the Communications Team to provide support to help ensure Council's vision of a connected, vibrant and thriving District is achieved.

Goal 1: About us – Getting the message out

Our community needs to hear our stories in order to have a positive perception of Council.

Actions:

- Tell the stories about what we do
- Support staff to proactively tell Council's stories
- Build consistent, powerful language and visual communication
- Build and manage Council's communication channels
- Assist business units to effectively communicate
- Support Council leaders/managers/staff in their communication.
- Media management and engagement.
- Measure, research and report on Council's reputation/perception.

Outcome 1: Our message is received

Council tells our stories and uses the best communication channels to ensure that its audiences and stakeholders can be informed, find out what Council is doing, tell us something or get something done.

Goal 2: Our Culture – Support and Grow

Supporting the Manawatū District Council culture enables the Council to carry out its role and tasks effectively and to retain quality staff.

Actions:

- Celebrate employee success and recognise the value of actions that support organisational goals.
- Enhance the organisation's communication culture.
- Promote an environment in which information flows through the organisation

Outcome 2: Our Culture – Supported & Grown

Staff who are proud to represent Council and understand their role as ambassadors and engage in communicating information about projects, successes and issues.

Goal 3: Our Reputation – Enhance and Protect

Providing effective communication that helps Manawatū District Council manage, enhance and protect its reputation.

Actions:

- Ensure Council's brand use is clear and consistent.
- Increase situational awareness and risk monitoring.
- Increase awareness of Council's decision making process.
- Build and promote understanding of Council's role in managing, developing and growing Manawatū
- Support stakeholders to engage and 'have their say'
- Effective activity communication
- Effective emergency management.

Outcome 3: Our Reputation – enhanced and protected

The community and businesses understand the Council's role in growing the District, have confidence that the decision making process is visible and transparent, which will enable informed input to the decision making process

Goal 4: Community Success Celebration

Support and help celebrate community success, events and activities in Manawat $\ensuremath{\bar{u}}$

Actions:

- Help promote local events of significance, mostly Council funded, via Council communication channels
- Identify ways to work with the cultures within Manawatū.

Outcome 4: Community Success Celebrated

The Manawatū District Council is associated with the best lifestyle, attracting and retaining business and residents.

5 Strategy Scope

This is an initial strategy to embed communication as a core enabling function within Council.

Rather than focus on dedicated internal or external communications this strategy treats communication as a unified concept. Individual plans will be developed for specific internal projects.

6 Duration of this Strategy

It is envisaged this strategy will have a duration of three years during which time the Priority Actions will be reviewed annually to build on the successes, or to include areas of concern.

7 Delivering the strategy: Talking the talk

As a Council, it is important to get our story and information out to our residents, staff and stakeholders. At the same time Council needs to enable engagement to ensure that our community's views are heard and that they know that those views are valued.

At the heart of all communication is the creation and maintenance of relationships which directly affect the perception and reputation of an organisation or individual.

Our People

People are interested in people. Our people have stories that should be told about the work they do, their professionalism, their achievements, and their routine but often invisible work. These can be used to illustrate the projects and initiatives Council is involved with for both internal and external audiences.

All staff and elected members have a role to play in identifying suitable information and opportunities that can be used to enhance understanding and knowledge of Council activities

Organisational culture defines the communication that is received by the stakeholder. It may not be a verbal or written communication, rather it is how things get done, how quickly, and the displayed attitude and empathy. Culture is one of the most difficult communications channels to manage and is difficult to change quickly, as it is heavily dependent on the leadership.

Identity / Brand

A brand is more than just a logo, it's a unique promise of value; "*Thriving, vibrant, connected Manawatū District - the best lifestyle in New Zealand*" with the additional operational promise "*Manawatū District Council is a customer-focussed and efficient organisation*".

It's about being clear, consistent and constant in what we do. Brand is what you say, reputation is what others say. The logo unifies the value promise, and by extension it must be consistent and used appropriately.

How we communicate

Effective channel management ensures our stories get to the right audiences. Audience expectation ranges from human interest to physical works, economic development, or issues management at a range of intellectual levels. This provides the opportunity for the Council to own the narrative using its own channels (paid pages, newsletters, web site, and social media) and providing print-ready copy for specialty and interest group magazines.

The media

The media provide a broadcast capability that is very useful for reaching mass or traditional audiences, the two principal media are newspaper and radio.

The prime print media in the Manawatū District is the free weekly community paper. The community paper is now largely reprints of stories that have previously appeared on Stuff or the Manawatū Standard. The publication provides the ability to incorporate paid pages or inserts with our own messaging. This publication is also useful, in the statutory sense, that our required classified advertising is able to reach the majority of District mailboxes.

MDC will continue to use the community paper as a means of reaching part of our community and to meet our statutory requirements.

Radio media is useful for events and limited mass messaging for significant campaigns. For best coverage several stations need to be engaged to reach a diverse demographic. This channel can be effective, but is also expensive. This channel is of most use in a significant civil defence incident, where regular commercial programming can be interrupted for extended items. Recent perception survey results shows only about 2% of responders view radio as a viable channel.

Changing media consumption through adoption of dedicated news feeds and online music by the community, means that the importance of these media is diminishing.

MDC will only use Radio for communication of Civil Defence incidents or if the Communication Plan for a special event indicates that Radio is an important channel

Social Media

Social media¹ provides quick access to a range of the community members and stakeholders. The audience reached is variable and is dependent on connectivity and preference. Social media has significant impact on reputation given the reach and immediacy. It is a good and sometimes blunt 'lens' into stakeholder perceptions and issues. This is a growing channel, encompassing many platforms and attracting differing, but not unique, demographics. Facebook remains the dominant social channel (average user spends 50 minutes per day).

MDC will work to grow its social media reach

<u>Website</u>

Websites are the prime organisational communication channel and are the core repository for organisational information, communicating and increasingly for transactions. They are the voice of the organisation. User expectation is that it will be mobile friendly, up to date, use plain concise and consistent language, and be easy to navigate. It is important that it is keep current and has a unified look and feel.

The website should enable a high level of Council transparency with access to Council policies, decisions, meeting minutes, property information, information sheets, and hold longer versions of material referred to in newsletters.

It should focus the user on what Council does through news and project updates, provide for social interactivity e.g. what is on in Manawatū, or feedback about Council interactions, and transactions e.g. dog registration, information requests, rate payments etc.

MDC will upgrade its website and continue to use it as the primary source of trusted information about Council

Face-to-face

Face-to-face communications is the strongest communication channel providing for a range of nonverbal cues often missing in electronic or printed material. It is a relationship and trust building channel ideal for targeted stakeholder groups or individuals, as well as an effective information exchange

¹ 89% of New Zealand online, 74% use social media (73% on Facebook, 35% Instagram, 21% Twitter), 3 million access information on mobile device, 160,000 active users across Manawatū. *Source: Collab digital 2018*

Facebook, has an overall skew towards female users (54% vs 46%). However, there are more males in the two largest segments, 18-24 year olds and 25-34 year olds. And although these segments are the largest, they don't actually use Facebook the most often, there has been an *increasing trend for mothers to check Facebook daily* (now 82%). *Source: First Digital NZ 2018*

platform. As the community and stakeholders become increasingly time-poor this channel requires significant effort from all parties to make it work.

MDC will continue to encourage face to face communications, especially from our community committee liaison Councillors

Newsletter / email

Using known contact details, newsletters provide reliable delivery to stakeholders. The content is generated against key priorities or activity. Councils are limited by the privacy act, which requires us to only use information such as email addresses for the purpose they were collected.

MDC will use newsletters and emails where they are a practical and legal option

Community / Stakeholder Engagement

A stakeholder is taken to mean any entity (organisation, group or individual) with a legitimate interest or stake in the outcomes of what the Council is trying to deliver. These are the people and groups who can champion Council activities, or influence the outcomes of Council endeavours.

It is important that we understand who our audiences/stakeholders are. They broadly fall into four categories:

- **General:** Ratepayers, residents, other Territorial Authorities, business, industry, Central Government.
- **Dedicated Groups:** Neighbouring Territorial Authorities, industry groups businesses, developers, builders and trades people, special interest community groups/organisations, farmers, environmental organisations, Tangata whenua.
- **Customers:** captive customers compliance animal owners, rubbish and recycling, property owners, builders and developers.
- Internal: Mayor, Councillors, Staff, Contractors.

A stakeholder engagement framework enables Council to understand each of the individual stakeholders, or groups, at the various levels they interact with Council, and that the specific stakeholders (groups, sub groups and individuals) have the opportunity to engage with Council.

Each activity's communication plan will identify in detail the specific audiences / stakeholders that may be impacted, have an interest, or be able to influence of the outcome.



8 Strategy in action

The communications strategy provides direction and the framework for delivering communications across all Manawatū District Council activities, by all of the organisation.

Each goal has a number of initiatives and actions. A number of the initiatives / actions can relate to more than one objective.

Goal Initiative		Actions		
Goal 1: About us - getting the message out	1.1 Telling our stories	 Everyone actively identifies story opportunities All staff aware of the need to storytell and provide images 		
Our community needs to hear our stories in order to have a positive perception of Council.	1.2 Build and manage Council's communication channels.	 Ensure public facing content fit for purpose Rebuild Council website Review/refresh current channels Grow and manage Council's online channels Long range content plan Implement story hierarchy for channels 		
	1.3 Build consistent, powerful language and visual communication	 MDC Brand and Identity guide Image styles, signage, text, font, etc 		
	1.4 Increase awareness of Council's decision- making process	 Regular items about Council decisions, media engagement Online Council decision database 		
	1.5 Increase audience awareness of Council activities	 Stories: our people doing what they do, what we do, how we do it, why we do it, projects. Utilising Council's agreed themes / messages Identify marketing and promotional opportunities Open days / events 		
	 1.6 Build and promote understanding of Council's role in managing, developing and growing Manawatū 	 Stories: economic opportunities, District performance, etc Highlight stakeholder success Stakeholder engagement events (all levels) 		
	1.7 Media management / engagement	 Build/strengthen relationships Media attendance at events and activities Manage enquiries 		
	1.8 Effective activity communication	 Communication strategies and plans are used for all activities Identify best ways to engage (print, electronic, video, face-to-face) Consider who needs to know - #WHOELSE Electronic news for subscribers (create database) 		
Goal 2: Our Culture – Support & Grow Supporting the Manawatū District Council culture,	2.1 Celebrate our team success and recognise the value of actions that support organisational goals.	 Recognise professional and personal successes in an appropriate manner Gift, story, media item 		
enabling the Council to carry out its role and tasks effectively	2.2 Enhance Council's communication culture	• Empower/educate officers to communicate positively and with empathy to colleagues, external audiences and customers		

Initiatives and Actions

Goal	Initiative	Actions
and to attract and retain quality staff.	2.3 Promote an environment in which information flows across the organisation and up and down the organisation's hierarchy	 Who needs to know - #WHOELSE Inclusion of communications at leadership, management and activity meetings Activity managers actively provide regular updates on projects (progress, issues, risks, photos) Media interactions advised to communications team
	2.4 Assist managers and business units to effectively communicate and engage with stakeholders, customers and audiences.	 Communication planning tools /templates Communications team review of plans Custom plans for complex or high risk activities
	2.5 Support the team to tell Council's stories.	Item editing and imagery creationChannel selection
Goal 3: Our Reputation – Enhance and Protect	3.1 Council's brand use is clear and consistent	 Logo is used properly on collateral and at events Councils Vision and Values are well known and are 'lived'
Providing effective communication that nelps MDC manage and protect its reputation.	3.2 Situational awareness and risk monitoring	 Awareness of internal and external risks No surprises for teams or management Critical review of activities and public facing material – 'Facebook test'
	3.3 Support Councillors, leaders, managers and staff to be skilled communicators.	 Proofing / readability checks prior to publishing Critical review of activities (<i>Front page / Facebook test</i>) Imagery and graphic support
	3.4 Adopt and use effective research, monitoring and evaluation systems	 Annual survey to report on reputation and perception of Council Media monitoring Specialised surveys for specific actions e.g. how do people wish to engage?
	3.5 Build and promote understanding of Council's role in managing, developing and growing Manawatū	 Stories: economic opportunities, District performance, etc Highlight stakeholder success Stakeholder engagement events (all levels)
	3.6 Stakeholder engagement	 Regular stakeholder events (Governance, management, activity) Promote engagement opportunities in a way that works for the target audience All consultations listed on 'Haveyoursay' site for general dissemination Use additional targeted two way channels for engagement / feedback
	3.7 Effective emergency management	 Promotion of resilience and CDEM initiatives Communication management during an event

Goal	Initiative	Actions
Goal 4: Community Success Celebration	4.1 Community events and stakeholder success	 Celebrate and share successes of our community and stakeholders (with their permission)
Support and help celebrate community		 Support and promote appropriate events or campaigns
events and activities in Manawatū District.	4.2 Cultures within Manawatū	 Identify ways to appropriately engage with Tangata Whenua and other cultures.

Channel uses and initiatives

Focus	Audience	Channels	Initiatives	Action
Newsletters	Ratepayers	 Rates mail- out social email 	Reinforce key items of interest to Council and stakeholders Deliver electronically where possible.	 Re-introduce ratepayer newsletter Create e-mail newsletter – generate lists from Ozone data and any other contact databases
Print	Print Rate-payers, residents, stakeholders, customers	Feilding Rangitikei Herald	Tell Council stories, encourage participation in consultations Advertising: • run of paper • classified Mayoral column.	Representative articles that meet communication objectives. Review / increase print advertising to account for non-digital audiences.
		Our District News	 Freshen look define item styles pre-plan content 	Redesign page to freshen look and maximise print content, include Council meeting report (main content on website)
	Other newspapers	Tell Council stories, that where possible reflect local flavour e.g. local people / issues	Liaise with reporters/editors etc for opportunities that match the paper's vision.	
Social media	Residents, rate-payers, stakeholders, customers, future employees.	Online (Facebook, LinkedIn, Instagram, Neighbourly)	Make social media relevant to the intended audiences, increase engagement levels (move from inform to engage)	 Refine range of subjects – aim for 3rds rule: 1/3 Council activities /news, 1/3 Community Shares (events, weather etc.), 1/3 light-hearted – pics of gardens / vids etc. Share positive employee (with their approval) project stories.
			Research new/other channels and their audiences	Increase visual appeal with increased use of imagery, graphics, and video. Encourage staff to provide imagery and video of their activities (people centric)

Focus	Audience	Channels	Initiatives	Action
			Customer service staff have access to MDC Facebook to handle requests for services/routine information.	Create guidelines for CS staff to enable them to contribute effectively.
Online	All	Website	Improve accessibility, feel and reliability / currency of content	Rebuild website; style and navigation content to be customer focussed. Include contracts, LGOIMA, decision database, transactional functionality, strategies and policies projects and progress, reports, feedback section etc. Combine MAC and Library web sites into the MDC site (existing links continue to operate) Functionality can be added later as these are identified and funded e.g. payment gateways, dog registration etc
Industry- specific media	Stakeholders and neighbours	External interest magazines	Engage with magazines for Interest Groups: LGNZ, Engineers, community, finance, etc.	Provide print ready content including imagery for their channels
Media – local & regional	All	Print Radio TV	Maintain and build relationships	 Actively encourage and facilitate media to write about major activities with useable quotes and imagery. Regular phone contact and continue to send media releases, advisories etc.
Internal engagement	Elected members and staff	Jarvis face to face e-mail posters	Increase overall awareness of Council decisions and activities	Regular staff meetings, Council updates, timely posting of information on JARVIS (chat / announcements etc)
Stakeholder engagement	Community and stakeholders	Stakeholder engagements	Increase overall awareness of Council, consultations, decisions and activities	Consultations Hosted events Attending events

Effective communication relies on having the right people, providing the right information, at the right time.

9 Measuring success

Measuring the effectiveness of a strategy provides validation of its content and establishes what amendments need to be made either as result of internal or external environmental changes.

Strategic Outcome	Indicator	Measure
Outcome 1: Our message	Accessing information	Reducing comments about
<u>received</u> Council tells its stories and uses	Customer requests for information that is on the website	difficulties in getting information
the best communication channels to ensure that its audiences and stakeholders can be informed, find out what Council is doing, tell us something or get something done.	Website content is current and fit for purpose	Website is updated / refreshed and no occurrences of outdated material (information, forms etc.) being used or quoted
	Channel engagement	Overall channel following increases
Outcome 2: Our Culture – Supported and Grown	Staff engagement in promoting Council	Staff actively seek to be involved
Staff who are proud to represent	Staff attendance at events	Staff members volunteer to be involved (in or out of hours)
Council and understand their role as ambassadors and engage in	Staff offer up personal stories	Proactive provision of stories
communicating information	Project progress or issues	Provision of useful meeting minutes,
about projects, successes and issues.	Inclusion of communications at all levels of Council activity	invited attendance at meetings, communications plans included.
Outcome 3: Our Reputation – Enhanced and Protected	Council is trusted source of information	Increase in approaches to Council for information either directly or online
The community and businesses	Council services complaints	Reduction in complaints about services
understand the Council role in growing the District, have confidence that the decision making process is visible and transparent, which will enable informed input to the decision making process.		Reducing comments /complaints about obtaining information
	Informed conversations about Council activity	Conversations, even if not in agreement, are accurate
	Public comments about Council decisions	Reduction in negative comments about process
	Quality of submissions received	Increase in number of submissions
	for consultations	Submissions are factually accurate
Outcome 4: Our Community Success Celebrated	Involvement with community	Community / stakeholder activities attended, created or supported
The Manawatū District Council is		Number of businesses that advise Council of their success
associated with the best lifestyle, attracting and retaining business and residents.	Enquiries from business or residential development that include positive comment about Council and its activities	Increase in enquiries to establish in the District

Note: Baseline metrics will need to be identified or developed for many of these indicators.

10 Appendix: PRINZ Communication Principles

Communications is not an end in itself. It is an 'enabler' or 'success multiplier' for an organisation to achieve its strategic aims. It does this by helping create the conditions necessary for organisational success – most often, when people understand the goals of, and have trust and confidence in, the organisation.

Building public trust and confidence

Having the trust and confidence of the public is essential. Local Government operations within a ratepayer funded environment cannot be sustained without the support of an engaged society, and critical to the maintenance of society's support for the Council is a healthy public perception.

Building the conditions for organisational success

With around 160 employees the Council is a small but complex organisation with a large range of activities. Effective communications help individuals understand what is going on and their role in making the Council successful and telling the community about this success.

Helping leaders lead

Effective communication is a critical part of leadership, it enables leaders to communicate the organisation's priorities effectively and to hear from all of its internal and external stakeholders.

Total communication

Unprecedented public access to communication technologies and channels presents new challenges and opportunities for organisations – and for the global society.

Establishing and maintaining trust and legitimacy will remain an enduring requirement of all Manawatū District Council operations and activities. Increasingly, situations involving effectiveness, trust and competency will be played out publicly and under scrutiny.

The Manawatū District Council must own the narrative, to achieve this it must build a culture of listening and engagement with both internal and external stakeholders and the wider community.

Right people, shaping the right information, at the right time

Effective communication relies on having the right people, providing the right information, at the right time.

All staff and elected members have a role to play in identifying and providing suitable information and opportunities that can be used to enhance understanding and knowledge of Council activities.

Innovation expected

Manawatū District Council communication, like everything the Council does, must be innovative in seeking new ways to connect with audiences to maximise outcomes, while getting the most from its inputs.

Communication assistance

The communications team is able to assist and facilitate in many areas including:

- brand and channel management
- communications support
- design and print facilitation
- content production (print and web)
- imagery services
- media relations
- events

- publicity
- internal communication support
- editorial services
- reputation management
- issues and crisis information management
- stakeholder framework management

Communication activities will adhere to the Public Relations Institute of New Zealand (PRINZ) code of ethics which are built on truth, honesty and openness