



# Strategic Communications Direction

Presented to the State Transportation Board  
Committee of the Whole  
March 15, 2017

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# Where we've been





# Where we've been





# Where we're going





# Where we're going

- Overcome lingering negative impact
- Carefully craft and nurture change in perception
- Fill up our “bucket of good will”
- Improve communications workflow, accuracy, efficiency and expediency
- Align resources and people
- Focus energy on productive and measurable outcomes
- Adjust course when necessary



# How we'll get there





# Seven Key Principles

*Integrate*

*Innovate*

*Collaborate*

*Anticipate*

*Celebrate*

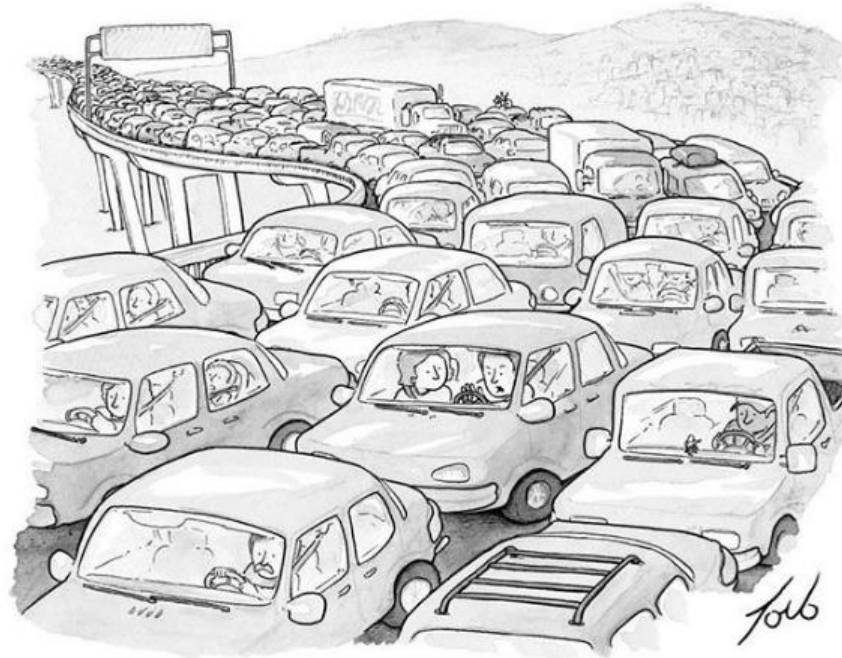
*Saturate*

*Evaluate*



# Integrate

**Become more than the sum of our parts**



*“Why isn’t my car horn magically fixing everything?”*





# Integrate

- Bring communications personnel & functions together as a single team
- Backfilling open positions with different skillsets
- Better define the working relationship with DCO's
  - Providing more regular opportunities for meeting, idea-sharing, training and support
  - Recognize their achievements and promote their successes





# Innovate

Do things differently, reconsider, break the mold



*"Speeding, officer? You'll have to ask the self-driving car."*



# Innovate

- Capitalize on new integrated team support structure
- Model best case studies from other DOTs, the private sector
- Introduce processes that improve efficiency
- Effectively utilize consultant resources
- Improve every single touchpoint with our constituents
- Become more nimble; respond with urgency to capitalize on real-time situations



# Innovate

- Focus on brand
- Traditional media vs. non-traditional media
- Become our own “news network”
- Messaging & media training
- Website(s) and Apps



**AASHTO**  
THE VOICE OF TRANSPORTATION

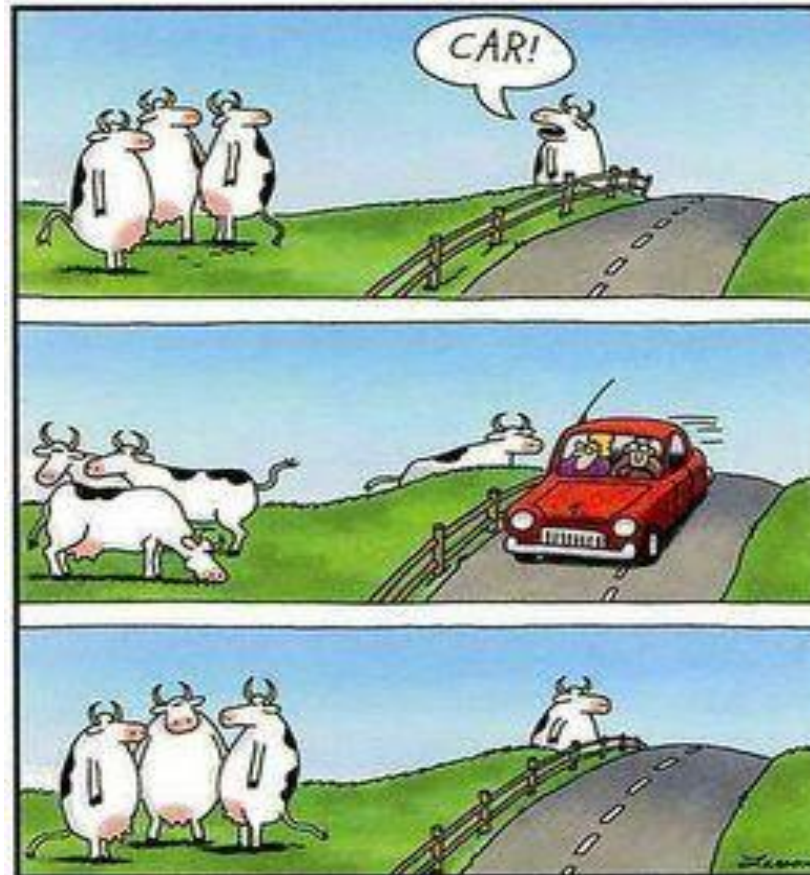
AASHTO DTU: **GA DOT Announces Nation's 1st Statewide Freeway Patrol Service**; CHAMP; Governors Ready Wish List of 300 Infrastructure Projects; California Republicans Ask Trump Administration to Block Bullet Train Funding

02/07/2017



# Collaborate

Work more closely together to accomplish all we can





# Collaborate

- Enhance and strengthen the public engagement process
- Work more closely with each other & other resources
- Internal reporting
  - Working internal “beats” to mine information and story ideas which can be proactively positioned through both traditional and social media
- External outreach
- Work new angles, explore more new & different strategic partnerships with media



# Anticipate

Plan ahead to exceed expectations





# Anticipate

- Utilize new tools & project management software to ensure strong momentum, timely outcomes, superlative products
- Editorial & production calendar
  - Overlay regular activities and products
  - Incorporate unknown (but expected) events, like hurricanes and winter storms
- Crisis Communications Guide

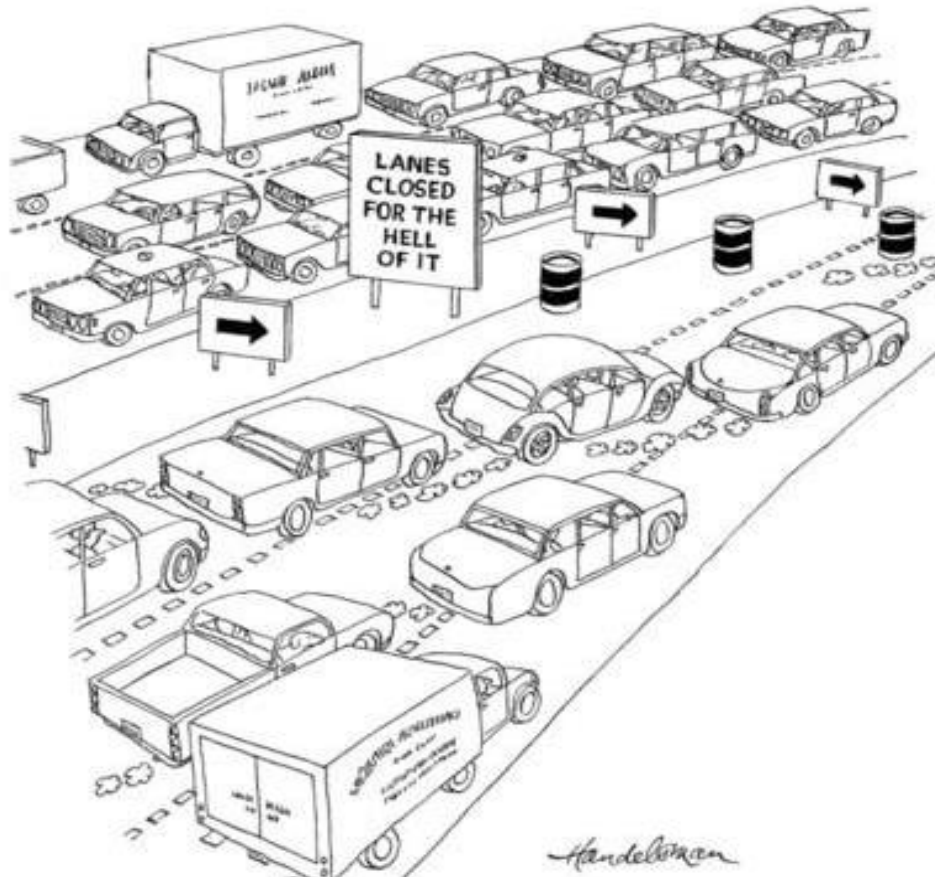






# Celebrate

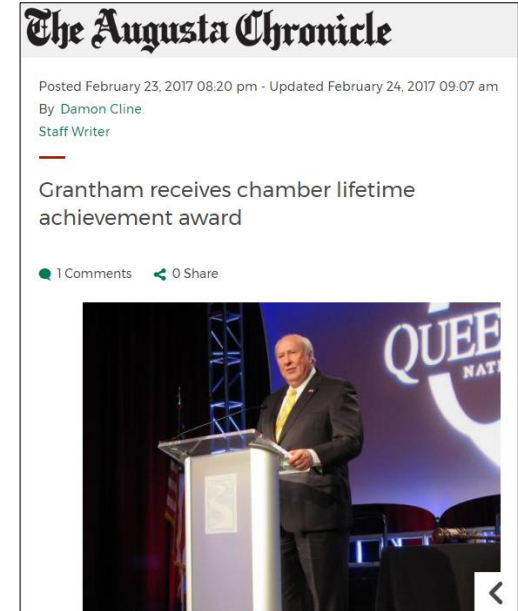
Find and share the best of GDOT





# Celebrate

- Ensure that important stories of service are being told & shared
- Humanize the department
- Further educate about how GDOT is improving our quality of life
- Research, cover & pitch the best of the best
  - Integration of technology
  - Ideas and products yielded by innovative approaches
  - Unique services, like CHAMP





# Saturate

**Tell our stories often and through every channel**





# Saturate

- Effective storytelling requires repetition
- Steady drumbeat of positive information
- Leave no stone unturned – be aggressive
- Identify every possible audience
- Identify best, most strategic message to help us tell our story



## New diverging diamond interchange now open at SR 21, I-95

Published: Monday, January 16th 2017, 4:58 pm EST  
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By Sean Evans, Reporter [CONNECT](#)





# Evaluate

Measure and model success



AN UBER CAR NAMED DESIRE



# Evaluate

- Measure results; set aggressive, attainable goals: define what success looks like
- Gauge impact; use both data and subjective measures to help inform decisions
- Apply key learnings to future efforts
- Monthly, quarterly and annual KPIs





# Innovation in action





# Questions?



*"It sort of makes you stop and think, doesn't it."*





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