## **ACTIVITY GUIDE**

**CLIENT NAME: United Utilities** 

PROJECT NAME (P030875): Social Tariffs

Markets: UK

INSITES CONSULTING:

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CLIENT:

Jamie Parker

Date: August 2021







### **PROJECT DETAILS**

#### Method

Data collection source(s):
 Questionnaire length:
 Project type:
 Customer database
 10 - 15 minutes
 U&A ad hoc

### **Countries & languages**

List of countries & languages per country
UK, English

Number of translations needed N/A
 Translation style N/A
 Reporting language English
 Need for English translation for reporting? No

### Sample size

> Total n = 2000-3000

### Sample quota(s)

Provisional overall cap n=5000 (as a safety net)

### List of stimuli (Internal use Only)

- Overview of all stimuli used in the questionnaire (include link to the stimuli folder)
  - ▶ Concept lite version
  - Concept full version

### **Mobile**

> The survey is drafted to be

Mobile compatible

### Other info to share

- > Client-supplied sample with background variables to upload
- > populate with unique links for client mailout
- > Data to be weighted





## SURVEY

Question Text: Thank you for taking part in our short survey about United Utilit	ties' 'Back o	on Track'	scheme.	
To start with, we just have a few questions about you and your	household.			
This is important for us to capture, as views may differ dependi	ng on peop	le's circu	ımstance	S.
Your answers will be treated in the strictest confidence.				
Page break: Yes Title: Introduction Question type: Info Implementation QID: ID here Filter / routing information: No Other potential instructions: No				
Question text: To begin with, we just need to confirm if you in your household	are respor	sible for	paying u	tility bills
Instruction text: Select one				
Page break: Yes Title: Q1				
Question type: Single Select				
Randomisation: None Implementation QID: ID here				
Filter / routing information: No Other potential instructions: No				
·				_
Answer options	Precodes	Fix	Open	Screen
Yes, solely responsible	1			
Yes, jointly responsible	2			
No, I'm not	3			$\boxtimes$





### **Screen out Text:**

Thank you for your interest in taking part.

Unfortunately, we're only looking to hear from people responsible for their household utility bills.

### Please click below to finish the survey.

Page break: Yes Title: Introduction Question type: Info

Implementation QID: ID here Filter / routing information: IF Q1=3

Other potential instructions: SCREENOUT, REDIRECT TO https://www.unitedutilities.com/

### 2. Question text: AGE (FROM SAMPLE)

### Instruction text: Please select one

Page break: Yes

Title: Q2

Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No

Other potential instructions: PULL THROUGH 'AGE' FROM SAMPLE

Answer options	Precodes	Fix	Open	Screen
16-24	1			
25-39	2			
40-49	3			
50-59	4			
60-69	5			
70+	6			





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Thank you for your interest in taking part.

Unfortunately, we're only able to continue with people aged 18 or over.

Please click below to finish the survey.

Page break: Yes Title: Introduction Question type: Info

Implementation QID: ID here Filter / routing information: IF Q2=1

Other potential instructions: SCREENOUT, REDIRECT TO https://www.unitedutilities.com/

### 3. Question text: What gender do you identify with?

nstruction text: Select one	
age break: Yes	
itle: Q3	

Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
Male	1			
Female	2			
Non-binary	3			
Another gender (please identify)	4		$\boxtimes$	
Prefer not to say	5			





### 4. Question text: COUNTY (FROM SAMPLE)

Instruction text: Select one				
Page break: Yes Title: Q4 Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No Other potential instructions: PULL THROUGH 'COUNTY' FROM SAMPLE				
Answer options	Precodes	Fix	Open	Screen
Cheshire	1			
Cumbria	2			
Greater Manchester	3			
Lancashire	4			
Merseyside	5			
Outside North West	6	$\boxtimes$		
Not recorded	7			





### 5. Question text: Do you own or rent your main home?

### Instruction text: Please select one

Page break: Yes

Title: Q5

Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
Own outright	1			
Own with a mortgage or loan	2			
Part own and part rent (Shared ownership)	3			
Rent from private landlord / letting agent	4			
Rent from council, housing association, housing co-operative, charitable trust etc.	5			
Occupy in another way	6			





### 6. Question text: Apart from you, who else lives your household?

### Instruction text: Please select all that apply

Page break: Yes

Title: Q6

Question type: Multi Select Randomisation: None Implementation QID: ID here Filter / routing information: No Other potential instructions: No

Answer options	Precodes	Fix	Excl.	Open	Screen
Just me, I live by myself	1		$\boxtimes$		
My partner	2				
My child / children	3				
Friends	4				
Extended family members (e.g. parents, in-laws, grandparents)	5				
Someone else	6				





7. Question text: Which of the following reflects your total annual household income (before tax)?

The reason we're asking this is because views of the scheme may differ depending on people's circumstances. All of your answers to this survey will be treated in the strictest confidence.

Instruction text: Please select one	
Page break: Yes	
Title: Q7	

Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
Less than £10,000	1			
£10,000 - £19,999	2			
£20,000 - £29,999	3			
£30,000 - £39,999	4			
£40,000 - £49,999	5			
£50,000 - £74,999	6			
£75,000 or more	7			
Prefer not to say	8	$\boxtimes$		





### 8. Question text: WATER METER (FROM SAMPLE)

Instruction text: Select one				
Page break: Yes				
Title: Q8				
Question type: Single Select				
Randomisation: None				
Implementation QID: ID here				
Filter / routing information: No				
Other potential instructions: PULL THROUGH 'MEASURED / UNMEASURE	D' FROM SA	MPLE		
Answer options	Precodes	Fix	Open	Screen
Metered Customer	1			
Unmetered Customer	2			
Not recorded	3			





### 9. Question text: CACI SEGMENT (FROM SAMPLE)

instruction text: Select one				
Page break: Yes  Title: Q9  Question type: Single Select  Randomisation: None  Implementation QID: ID here  Filter / routing information: No  Other potential instructions: PULL THROUGH 'CACI SEGMENT' FROM SAI	MPLE			
Answer options	Precodes	Fix	Open	Screen
Budget conscious elderly	1			
Comfortable mid-life established families	2			
Families getting by	3			
Financially secure empty nesters	4			
Hard-pressed families	5			
Indebted singles	6			
Struggling single pensioners	7			
Technology dependent young families	8			
Not recorded	9			





### 10. Question text: IMD (FROM SAMPLE)

Instruction text: Select one

Page break: Yes

Title: Q10

Question type: Single Select Randomisation: None Implementation QID: ID here Filter / routing information: No

Other potential instructions: PULL THROUGH 'IMD' FROM SAMPLE

Answer options	Precodes	Fix	Open	Screen
1	1			
2	2			
3	3			
4	4			
5	5			
6	6			
7	7			
8	8			
9	9			
10	10			
Not recorded	11			





### 11. Question text: Priority Services Flag (FROM SAMPLE)

Instruction text: Select one				
Page break: Yes				
Title: Q11				
Question type: Single Select				
Randomisation: None				
Implementation QID: ID here				
Filter / routing information: No				
Other potential instructions: PULL THROUGH 'PRIORITY SERVICES FLAC	G' FROM SAN	/IPLE		
Answer options	Precodes	Fix	Open	Screen
Yes	1			
No	2			
Not recorded	3			





### 12. Question text: Back on Track Tariff (FROM SAMPLE)

Page break: Yes Title: Q12 Question type: Single Select Randomisation: None Implementation QID: ID here

Filter / routing information: No

Instruction text: Select one

Other potential instructions: PULL THROUGH 'Back on Track Tariff' FROM SAMPLE

Answer options	Precodes	Fix	Open	Screen
Yes	1			
No	2			
Not recorded	3			





Question Text: Moving on to the main part of the survey...

Below you'll see an outline of the United Utilities 'Back on Track' scheme.

Please take a moment to read through before moving on.

Page break: Yes

Title: Info

Question type: Info

Implementation QID: ID here Filter / routing information: No

Other potential instructions: Insert Lite version of stim

### 13. Question text: What are your initial thoughts on this scheme?

[SHOW CLICKABLE/ENLARGABLE LITE VERSION STIM]



#### United Utilities 'Back on Track'

For those really struggling to pay their water bills, United Utilities offers the 'Back on Track' tariff.

Those that qualify\* for the tariff get (on average) a 50% bill reduction.

United Utilities put over £13m towards funding this tariff last year. This is an ongoing commitment as part of the £71m support to be provided over the AMP.

Customers also contribute up to £5 each through water bills (100% of which goes to the 'Back on Track' scheme) to help reduce over 70,000 low-income households' bills\*\*.

\*To be eligible for the reduced back on track tariff customers must provide evidence that they have a low income, for example receiving working tax credits or other government support.

Typically, qualifying customers will be on a low income (usually less than £16,000 a year).

\*\*In addition to this, customers also contribute £1.80 per annum to a separate 'Help to Pay' tariff aimed at customers who are in receipt of Pension Credit; those eligible for this will have their annual bill capped at a set amount.





### Instruction text: Please be as detailed as possible.

Page break: Yes
Title: Q13
Question type: Essay
Implementation QID: ID here
Filter / routing information: No
Other potential instructions: Unforce





### 14. Question text: Were you aware of the United Utilities 'Back on Track' scheme before today?

Instruction text: Please select one
Page break: Yes
Title: Q14
Question type: Single Select
Randomisation: None
Implementation QID: ID here
Filter / routing information: No
Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
Yes – and I knew what it was	1			
Yes – I'd heard of it, but didn't know much about it	2			
No	3			





Question Text: Below you'll find a bit more information about a decision United Utilities needs to make about the 'Back on Track' scheme (in the white box below).

Please take a moment to read through before moving on.

#### United Utilities 'Back on Track'

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\*\*In addition to this, customers also contribute £1.80 per annum to a separate 'Help to Pay' tariff aimed at customers who are in receipt of Pension Credit; those eligible for this will have their annual bill capped at a set amount.

In 2020 the eligibility for this tariff was extended to include customers who have been financially impacted by Covid-19 and who either receive benefits or have a household income of less than £21,000 a year.

The impact of extending the scheme resulted in an extra £5 per annum (42p a month)\* on water bills for all customers who do not qualify for the 'Back on Track' scheme, in addition to the funding United Utilities put towards the scheme. This enabled an additional 70,000 customers to receive a more affordable bill.

By extending the eligibility of this tariff, it highlighted the need for further support for customers on low incomes who were just about managing. Covid-19 was an example of an event that triggered a change in a customer circumstance impacting their ability to keep up with their household bills. Customers are required to regularly re-validate their eligibility for the scheme, ensuring help goes to those who need it the most.

The company would like to keep this extended support provision in order to provide lower bills for such customer in the future. However, we could revert back to the original eligibility criteria and reduce annual charges for all other customers by around £5 a year (42p a month)\*.

\*This is around 1% of average water bills

Page break: Yes

Title: Info

Question type: Info

Implementation QID: ID here Filter / routing information: No

Other potential instructions: Insert full version of stim





# 15. Question text: Does seeing that additional information about the decision United Utilities needs to make change how you feel about the scheme?

#### [SHOW CLICKABLE/ENLARGABLE FULL VERSION STIM]

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The company would like to keep this extended support provision in order to provide lower bills for such customer in the future. However, we could revert back to the original eligibility criteria and reduce annual charges for all other customers by around £5 a year (42p a month)\*.

\*This is around 1% of average water bills.

Page break: Yes

#### Instruction text: Please select one

Title: Q15
Question type: Single Select
Randomisation: None
Implementation QID: ID here
Filter / routing information: No

Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
Yes	1			
No	2			





# 16. Question text: If you said 'yes', please let us know why this extra information changes how you feel about the scheme...

Instruction text: If it doesn't change how you feel just click 'continue'.
Page break: No
Title: Q16
Question type: Essay
Implementation QID: ID here
Filter / routing information: No
Other potential instructions: Unforce





#### 17. Question text:

Taking everything into account, do you think United Utilities should continue to offer the 'Back on Track' scheme to over 70,000 low-income households or revert back to the original eligibility criteria and reduce annual charges for all other customers?

As a reminder, the original eligibility is evidence that they have a low income, e.g. receiving working tax credits or other government support. Typically, an income less that £16,000 per year.

### [SHOW CLICKABLE/ENLARGABLE FULL VERSION STIM]

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By extending the eligibility of this tariff, it highlighted the need for further support for customers on low incomes who were just about managing. Covid-19 was an example of an event that triggered a change in a customer circumstance impacting their ability to keep up with their household bills. Customers are required to regularly re-validate their eligibility for the scheme, ensuring help goes to those who need it the most.

The company would like to keep this extended support provision in order to provide lower bills for such customer in the future. However, we could revert back to the original eligibility criteria and reduce annual charges for all other customers by around £5 a year (42p a month)\*.

\*This is around 1% of average water bills

### Instruction text: Select one

Page break: No Title: Q17

Question type: Single Select Randomisation: Randomised Rows Implementation QID: ID here Filter / routing information: No Other potential instructions: No

Answer options	Precodes	Fix	Open	Screen
United Utilities should continue to offer the 'Back on Track' scheme to over 70,000 low-income households	1			
United Utilities should revert back to the original eligibility criteria and reduce annual charges for all other customers	2			
I don't mind either way	3			
I don'	4			





18. Question text: Please use the space below to share the main reasons why you think [INSERT Q17 RESPONSE].

Instruction text:
Page break: Yes
Title: Q18
Question type: Essay
Implementation QID: ID here
Filter / routing information: No
Other potential instructions: Unforce

19. Question text: Which (if any) of the following describe the reasons why you think United Utilities should continue to offer the 'Back on Track' scheme to an additional 70,000 low-income





# households, compared to those who would qualify for support under the existing eligibility criteria?

### Instruction text: Please select all that apply

Page break: Yes Title: Q19

Question type: Multi Select

Randomisation: Randomised Rows Implementation QID: ID here

Filter / routing information: SHOW IF Q17=1

Other potential instructions: No

Answer options	Precodes	Fix	Excl.	Open	Screen
Its helping those most in need	1				
These unprecedented times have identified that people need to support each other	2				
£5 a year is a small amount to pay to help others	3				
The scheme is well explained	4				
United Utilities are being transparent about how the money is used	5				
I am in a position to be able to afford this contribution	6				
United Utilities are doing their part by contributing	7				
Another reason (please let us know what)	8	$\boxtimes$			
None of the above	9	$\boxtimes$	$\boxtimes$		
Not sure	10	$\boxtimes$	$\boxtimes$		





20. Question text: Which (if any) of the following describe the reasons why you think United Utilities should revert back to the original eligibility criteria and reduce annual charges for all other customers by £5 per annum (42p per month)?

Instruction text: Plea	ise select all that apply
------------------------	---------------------------

Page break: Yes Title: Q20

Question type: Multi Select

Randomisation: Randomised Rows Implementation QID: ID here

Filter / routing information: SHOW IF Q17=2

Other potential instructions: No

Answer options	Precodes	Fix	Excl.	Open	Screen
Everyone has to be responsible for their own spending and outgoings	1				
United Utilities should cover the cost, not customers	2				
The scheme hasn't been well explained	3				
I'm struggling financially myself	4				
It feels like it's being imposed on customers	5				
I'm not convinved the money will go to those who need it most	6				
It was fine to support people when the pandemic first hit, but it shouldn't be in place permenantly	7				
There are other schemes/support already available for people struggling with water bills	8				
Another reason (please let us know what)	9	$\boxtimes$		$\boxtimes$	
None of the above	10	$\boxtimes$	$\boxtimes$		
Not sure	11	$\boxtimes$	$\boxtimes$		

21. Question text: You said that United Utilities should revert back to the original eligibility criteria and reduce annual charges for all other customers, based on the £5 per annum increase.





# If the increase to customers' bills was £3 per annum (25 per month) instead, would you support the continuation of the scheme?

Instruction text: Select one								
Page break: Yes Title: Q21								
Question type: Single Select								
Randomisation: None								
Implementation QID: ID here	Implementation QID: ID here							
Filter / routing information: Ask all who reject continuation of the additional £5 contribution (Q17=2)								
Other potential instructions: No								
Answer options	Precodes	Fix	Open	Screen				
Answer options	riecodes	LIX	Open	Scieen				
Yes, I'd support the continuation of the scheme if it was £3 per annum	1							
No, United Utilities should still revert back to the original eligibility criteria and reduce annual charges for all other customers	2							
22. Question text: And what if the contribution was £1 per annuate the continuation of the scheme?	ım (8p per	month), v	vould you	ı support				
Instruction text: Select one								
Page break: Yes Title: Q22								
Question type: Single Select								
Randomisation: None								
Implementation QID: ID here								
Filter / routing information: Ask all who reject continuation based on £3 contribution (Q21=2)								
Other potential instructions: No								
A	<b>D</b> 1	<b>-</b> -						
Answer options	Precodes	Fix	Open	Screen				
Yes, I'd support the continuation of the scheme if it was £3 per	1							
annum				_				
No, United Utilities should still revert back to the original eligibility criteria and reduce annual charges for all other customers	2							





Question Text: And that's all we wanted to cover today.

Thank you for taking part, your feedback is greatly appreciated.

### Please click below to finish.

Page break: Yes
Title: Close

Question type: Info

Implementation QID: ID here Filter / routing information: No

Other potential instructions: REDIRECT TO https://www.unitedutilities.com/