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Value of Membership

BUSINESS ADVICE & INFORMATION

Our toll free business advice line is available to all members - simply phone 0800-CHAMBER (0800 242 6237). Our business information service is an important first point of reference for those who want to know where to go for assistance or advice. Our trained staff can provide contacts and information on a diverse range of government and non-government services including funding. Visit our business information centre located at 7 Rust ave, Whangarei, phone us on 09 438 4771.

EVENTS & NETWORKING

"Networking" in business is synonymous with opportunity; We host a range of events which offer members the opportunity to network, share knowledge and forge better relationships such as Business After 5's (BA5) and motivational/educational/special interest breakfasts and luncheons. You have access to over 30 Chambers in NZ and 20,000 Chambers internationally. Membership is communal which means anybody within your business can be involved in Chamber activities.

EDUCATION AND TRAINING

One of the few certainties in a world full of change is that a business will always benefit from developing the skills of their workforce. As a member, the Chamber gives you access to courses that cover business related topics, focused on up skilling you and/or your team to improve the performance of your business. Access to mentoring services also provided.

A VOICE FOR BUSINESS

The Chamber represents the collective voice of its members to local and central government on business issues that can significantly influence the environment within which businesses can operate. The Chamber also represents individual members with concerns.

TARGETED MARKETING

Effective marketing is promoting the right people at the right time. The Chamber can help you market to the right people by facilitating your business promotions to those Chamber members who meet your targeted profile.

INTERNATIONAL RESOURCES

Important for the export sector, the Chamber acts as a signing authority to assist with trade documentation, international contracts and trading opportunities such as Certificates of Origin and Letters of Introduction. Meet and learn from fellow exporters, share Export related services; obtain specific market information from actual exporters, benefit from networking with exporter members, skill build and share information, attend special interest seminars. (Letter of Introduction – This document opens doors with overseas members of the Chamber of Commerce when travelling abroad.)

BUSINESS SAVINGS

The Chamber has negotiated savings benefits for Members such as fuel, vehicles, office products and telecommunications on both a local and national level.

FOCUSED TEAM

Your local Chamber team is focused on helping you "be the best that you can be in business". We do this by positively influencing the environment in which businesses operate and by providing "opportunities, products, and services" that will improve the success and vitality of business.

Executive Board for 2012

The members of the executive as decided or confirmed at the 2013 AGM were.

Ryan Welsh	President
Mark Smith	Past President
Jeremy Tauri	Vice President
Daryl Small	Treasurer
Vince Cocurullo	Board Member
Annie Johnston	Board Member
Cr Merv Williams	Board Member – WDC Council representative replaced by
Cr Tricia Cutforth	after the October Local Body Elections
Cr Bill Rossiter/Cr Tony Davies-Colley	Board Member – NRC Council representative replaced by
Cr Paul Dimery	after the October Local Body Elections
Cr Di Maxwell	Board Member – FNDC Council representative
Tim Robinson	Board Member
Jeroen Jongejans	Board Member
Murray Broadbelt	Board Member
Rob Meadows	Board Member
Terry Sage	Board Member
Talia Mana	Board Member
Paul Dunn	Board Member
Laura Burns	Board Member

Resignations during the year were

Cr Bill Rossiter
Cr Tony Davies-Colley
Cr Merv Williams
Jon Moore

Co-opted during the year

Standing down for re-election

AGM Agenda



CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC
111th ANNUAL GENERAL MEETING
To be held Wednesday 12th March 2014
1700hrs at the Old Library, 7 Rust Ave, Whangarei
 (Quorum required - Fifteen Financial Members)

AGENDA

1. Apologies

Name	Company
Murray Broadbelt	Employer Services Ltd
Talia Mana	Leo Industries Ltd
Vince Cocurullo	Cocurullo's Ltd
Mike Goodison	WorkSafe New Zealand
John & Margaret Bishop	Newman Engineering Ltd
Tony Wilson	Coastline Markers Ltd
Gary Birch	OfficeMax
Cherry Daly	Open Spaces Preschool Academy
Barbara Jacques	BJ Projects

2. Obituaries

The Northland Chamber wishes to note the passing of Joanne Brownlee – Multiskill , Don Austin – FibreNew, Ray Roberts – Ray Roberts Marine

3. Minutes of the 110th Annual General Meeting

4. Matters Arising

5. President's Report

6. Chief Executive Officer's Report

7. Financial Statement

8. Appointment of Auditor

Motion: "that Orbit Audits be appointed as Auditor"

9. Appointment of Honorary Solicitor

Motion: "that Webb Ross McNab Kilpatrick be appointed as Honorary Solicitors"

10. Appointment of Life Member

11. Election of Officers – Tony Collins, Returning Officer

12. General Business

10. Appointment of Life Member

Alan Martin joined the Chamber in Whangarei in 1983 when he was transferred here from Auckland as a partner in the National Chartered Accounting Firm of Kirk Barclay.

Previously he had been involved with the Chamber in Wellington and Turangi.

Elected to the Board in 1985 and served in various capacities including Hon Treasurer and Hon Auditor before becoming President in 1996 and reelected for a second term in 1997. Involved with the Centenary Celebrations in 2002 and gave an address on the History of the Whangarei Chamber to the Centennial Dinner.

Following the sale of his shares in Shand Martin Limited in 2002, Alan had spare time on his hands and appreciated being invited to become a Business Mentor and give something back to the Northland Business community which had been good to him. He completed over 40 assignments before retiring this year. Alan became an Accredited Mentor and served for several years as Northland Coordinator/Agent including achieving 3rd Place in the National Best Agents awards for 2008/2009. Alan says that the satisfaction of acting as a Business Mentor is that he still receives phone calls on a regular basis from former mentee clients seeking his advice on a wide range of business topics - It is nice to still be wanted and receive this positive feedback.

Motion: "that Alan Martin be appointed as Life Member to NZ Chambers of Commerce Northland"

11. Election of Officers

Clause 6 of the constitution reads - 6. The officers of the Chamber shall consist of a President, a Vice President, An immediate Past President and a Treasurer. The President, Vice President, and Treasurer shall be elected at each Annual Meeting with nominations closing 21 days prior to the Annual Meeting.

Opponents to any of the nominated candidates listed above must notify the CEO Northland Chamber of Commerce in writing prior to the 5th March stating the candidate whose nomination they oppose and the nature of their opposition to that candidate for election to the Northland Chamber of Commerce Board.

11.1 Election for President

As per the nominations received prior to the February 18th, 2014 closure date, the following persons have been nominated for the position of President

Motion – "That the following person be elected unopposed to the position of President"

Ryan Welsh	Webb Ross McNab Kilpatrick	President
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11.2 Election for Vice President

As per the nominations received prior to the February 18th, 2014 closure date, the following persons have been nominated for the position of Vice President

Motion – "That the following person be elected unopposed to the position of Vice President"

Jeremy Tauri	Plus Chartered Accountants	Vice President
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11.3 Election for Treasurer

As per the nominations received prior to the February 18th, 2014 closure date, the following persons have been nominated for the position of Treasurer

Motion – "That the following person be elected unopposed to the position of Treasurer"

Daryl Small	Gilmore Brown	Treasurer
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11.4 Board of Directors

As per the nominations received prior to the February 18th, 2014 closure date, the following persons have been nominated for the position of Board member”

The following current Board members will automatically keep their position on the Board as per the constitution.

Clause 7 (g) Board Members shall hold office for a period of 2 years at which time the board member shall automatically resign. At this time if the Board member wished to stay on the board they must be re-nominated by a financial member of the Chamber for re-election.

Laura Burns	C.H.A.R.T. Creative Northland	Board of Directors
Paul Dunn	Marine North	Board of Directors
Annie Johnston	Robinson Asphalts	Board of Directors
Talia Mana	Leo Industries	Board of Directors
Rob Meadows	NorthTec	Board of Directors

Motion – “That as per the nominations received prior to the February 18th, 2014 closure date, the following six persons will be elected to the position of Board member unopposed.”

Murray Broadbelt	Employer Services Ltd	Board of Directors
Vince Cocurullo	Cocurullo's Ltd	Board of Directors
Jeroen Jongejans	Dive!Tutukaka	Board of Directors
Tim Robinson	Gen-i NZ Ltd	Board of Directors
Terry Sage	Business Coaching New Zealand	Board of Directors
Richard Cranenburgh	NDC New Media	Board of Directors

12. General Business

No General business

Conclusion of Formal Meeting.

Tony invites the attendees to join us at the Chamber Business After 5 Event downstairs in the Old Library at 5.30pm

Nominee Profiles

Nominations for new Board members

Richard Cranenburgh

Born in the UK, the first 17 years of my life were spent, like most young people 'just living in the moment'. Music did and still does play a large part in my life. Four years were spent performing in London in a rock band and supporting AC/DC.

Moving from music to art was a natural progression culminating in BA Hons. Many years were spent working in interior/exterior design Advertising, Publishing, Graphic design with BBC Television. Then came the move to New Zealand where my love of the 'creative' saw me working for TV3 and TVNZ, in computer animation, advertising, opening titles for TV work and then on to lecturing at various Universities and polytechnics.

In 1996 I opened NDC New Media (a creative graphic design company based in Whangarei, building on past experiences I branched out into campaigns & project management, re-branding and all types of media and print.

Alongside my business I have managed to indulge my own passion for paintings as well as coaching others, I sell much of my work and take on commissions. 30 years in the creative industry, advertising, marketing, teaching, curating and coaching is all coming together in serving businesses and individuals within Whangarei and further afield.

Nominations for current Board members

Laura Burns – C.H.A.R.T Creative Northland

As a lifelong participant in the arts my passion has driven me to become an advocate. My collaborative and entrepreneurial spirit can be seen in the positions I have held, most recently as new Regional Arts Development Manager for Creative Northland, where my aim is to connect our communities through the arts. As Exhibition Officer and Studio Coordinator with the Hattie Larlham Creative Arts Program and Media Productions, I served over 150 artists in the USA and as President and C.F.O. for JSL International Corp. a Fine Art Furniture Design and Build Firm, where I handled the day to day financial operations of a 13 person fine art woodworking and historic restoration shop while handling the long term strategic plan with private stakeholders.

Having lived, worked and exhibited in the Whangarei arts scene in the mid 90s and revisited late last year, it was very refreshing to see the growth and development of the arts, cultural and business community. The opportunity to use my natural and proven leadership qualities, Masters Degree in Arts Administration and Non Profit Management lead me to Northland and now, involvement with the Northland Chamber of Commerce.

Paul Dunn – Marine North

Northland has been home all of my life, during a 20 year career in telecommunications I specialised with Telecom, in Project and contracts management.

As a Kiwi expatriate working for Nokia internationally, I was running the tendering for, and project management of, large infrastructure projects. During this time my wife Tania and I lived in Singapore, Taiwan and Thailand, and while in Singapore both our daughters were born.

The call of Northland could not be resisted and upon returning home in 2006 Marine North was purchased and I became the director of our own business. We have modernised and added technology to Marine North and have enjoyed the technological advances in both our products and

the way we do business. As director I can still be found washing boats or in the workshop where I am also training get my qualification as an outboard technician.

Small business growth and vitality is critical to Whangarei and Northland's future and I believe in driving growth and profitability through using sound strategic planning. I enjoy being involved in the business community in Whangarei and wish to continue to use my management and implementation skills to provide leadership and direction.

I have a very positive attitude along with the drive and passion to succeed.

Annie Johnston – Robinson Asphalt

I am a passionate, sixth generation, born and bred Northlander.

I have been a business owner and Director in Whangarei since 1987. Prior to this, I have worked in the retail, mining, travel and media industries. Much of this work was overseas. I started my first business from scratch at the age of 23, on selling this food business 18 months later I became involved in the day to day running of a family business – The Brickworks Garden Centre. In 1992 my husband Alan and I purchased Robinson Asphalts, from my parents. This Contracting business has now been successfully operating in Northland for over 40 years. In the 21 years under our ownership I have experienced many highs and lows of business.

I believe the school of hard knocks and the experience of living, working and doing business in Northland and overseas have allowed me to develop a practical, pragmatic approach to making things happen and working with people to achieve positive outcomes.

My role within Robinson Asphalts involves a wide scope of Management responsibility and knowledge. Planning, Policy, Human Resources, Compliance, Marketing, Finance and Administration to name a few.

So many of our Chamber members are owners of SMEs therefore I believe I would bring valuable experience and insight to the Board in terms of understanding the real issues, needs and aspirations of Northland business people.

On a personal level – my interests are broad. I have two sons and two step-daughters, and I love living in this amazing part of the world!

Talia Mana – Leo Industries

Since moving to Northland 10 years ago I have become passionate about growing the region as a vibrant and exciting place to live, work and play.

I have over 25 years managerial experience with executive roles in marketing, finance, business planning, strategic planning, new business development and general management and as a business consultant and mentor with clients ranging from start ups to major corporations across a wide variety of industries.

Past positions include a stint as the CEO of an industry association responsible for growing a \$0.6 billion market, Marketing and Strategic Manager (Golden Bay Cement), National Manager of a publishing company, Commercial Manager (FCL) and Financial Controller (Paxus Corporation). I am also experienced in online marketing, social media and digital strategies.

I have degrees in commerce and applied science, a diploma in psychology, certificates in marketing management and strategic decision making and tons of common sense.

An active volunteer I have been on numerous boards and committees. I have extensive networks in the business, creative and migrant communities and the energy, enthusiasm and drive to make positive changes.

Rob Meadows – NorthTec

- Master in Business Administration University of Aston 1998
- Graduate Certificate in Sustainable Management Open Polytechnic 2012
- Post Graduate Diploma in Management Studies University of Plymouth 1986
- BTEC Higher National Diploma in Agriculture University of Plymouth 1984

I am currently the Programme Leader for the business courses at North Tec. I have also worked in the IT industry as a project and bid manager, business analyst and consultant. I originally graduated in Agriculture and have farm management and farm consultancy experience.

Industry experience:

North Tec. Current position, Programme Leader for business courses at North Tec. Responsible for the delivery and development of the Bachelor of Applied Management degree with major in accounting and the NZIM and NZ diploma courses in business. I am currently working on course developments of new majors for the degree and new qualifications in Maori business development, Practice Management and other extensions to the courses we deliver.

Cap Gemini UK Plc. 12 years within the IT industry as consultant and project manager. Working on a large variety of projects and programmes from banking, telecommunications and government. Many different roles, including project management, bid management, IT business analysis and consultancy.

Genus UK Plc. 12 years as agricultural business consultant working with many farming based businesses to grow and develop their business through technical improvements and financial management.

Family.

We have 3 children aged 15, 12 and 9. We enjoy living on our life-style block with a large variety of pets and animals. We also enjoy travel, tennis, and water sports.

Murray Broadbelt – Employer Services Ltd

Murray is the Managing Director of Employer Services Ltd, an employment relations consultancy based in Whangarei.

The Company's client base extends as far as Invercargill but maintains a strong Northland presence from its offices in Maunu Rd, Whangarei.

Prior to establishing Employer Services Ltd in 2002, Murray spent 6 years serving employers and businesses throughout Northland as manager of the Employers and Manufacturers Association's Northland office.

Murray has previously been a Board member and Vice President of the Northland Chamber.

He is currently Chairman of the National Party's Whangarei Electorate, member of the Party's Northern Regional Executive and List Ranking Committee. Murray currently serves on the Lottery Northland Community Distribution Committee as well as being a Trustee of the ASB Community Trust and the Northland Emergency Services Trust (NEST).

Vince Cocurullo – Cocurullo's Ltd

Vince Cocurullo from Cocurullo's Ltd, where Computer Technical Support is at your doorstep when you need it. Cocurullo's has been looking after Whangarei for over 11 years with service being forefront in everything we do.

As a business owner and operator, he believes in Northland and its potential to have the best business community in New Zealand. He believes in both supporting and networking, when dealing with businesses and their growth.

As a past Whangarei District Council Councillor, he understands how Council works and the upcoming challenges that each of the Councils will be putting onto the businesses within our district.

Qualities that I would bring to the Board are; enthusiasm, local authority knowledge, Computer and Engineering knowledge and the ability to think outside the square, great listening skills, good reasoning/understanding skills, honesty and an encouraging and inclusive leadership style.

Jeroen Jongejans – Dive! Tutukaka

On the Tutukaka coast for the last 30 years, director of “Dive! Tutukaka” and “Perfect Day”, Chair “Northland Tourism Development Group”, Director of the “Tourism Industry Association NZ”, ex Board member of the “Northland Conservation Board” and numerous other commitments.

Strong interest in smart sustainable development, innovation and getting results.
Our District is brimming with potential, we just need positive people and smart strategies to deliver, eager to make a contribution.

Tim Robinson – Gen-i

Tim has spent his working life in the telecommunications & ICT industry locally here in Whangarei, having commenced his working life as a trainee lineman with the then New Zealand Post Office. His current title is Sales Manager Northland – for Gen-i. This has entailed Tim working at the frontline with a range of companies, from small medium enterprise businesses to large local based corporates, partnering with them to develop and implement innovative solutions to enhance their business performance.

Tim also co-owns Bernina Northland Sewing Centre with his wife Sandy, which provides him with an invaluable insight into the issues surrounding small business, in particular compliance.

As a local lad he has undertaken to develop long-term relationships with his customers who have taught him the unique way of doing business in Northland and helped him build-up significant contacts and networks that span the wide variety of industry and business size.

On a personal level Tim was raised in Whangarei and attended Whangarei Boys High School. He is married to Sandy, has three 3 towering sons, and is a self-professed lover of all sports involving water. Skiing, fishing, boogie-boarding, sailing and just basically getting wet fills his family leisure time. Tim is currently the Vice President of the Kai Iwi Lakes Water-ski Club and is the Chairman of the Board of Trustees for Whangarei Boys High School.

Tim has been a serving board member of the Chamber for the past 9 years, as Vice President for 6 years and President in 2009 & then as immediate past president the following year. He brings to the Chamber Board a sound understanding of business, relationship management, information technology and sales, plus a real affinity for the uniqueness of doing business in the regional environment. Tim also provides ongoing board succession and continuity of board development.

Terry Sage – Business Coaching New Zealand

Terry Sage is the Director of Business Coaching New Zealand Ltd and also Business Coaching New Zealand Group.

He has over 30 years business experience with a varied background ranging from building contractor, dive shop owner, language academy owner, franchisee and franchisor, PTE, finance and now Coaching and Mentoring.

Terry has been a board member of the Chamber in the past and feels he has some valuable skills and input that could assist the chamber into the next decade. He is also very passionate about Northland businesses succeeding.

His interests include diving, boats, motorbikes, building and badminton. He lives on the beautiful Tutukaka coast with his partner, Sonja and their two young children. Terry also has three older children living away from home.

Nominations for President

Ryan Welsh – Webb Ross McNab Kilpatrick

Originally from Wellington Ryan has now firmly settled in Northland after having moved here 13 years ago to practice law. Ryan graduated from Victoria University with degrees in Law and Science. Prior to practicing law Ryan was involved in fisheries management that dealt with research into New Zealand's commercial fishing stocks. Ryan is married to Rose and together they have three young children.

Ryan is currently an associate with the law firm WRMK Lawyers (formerly Webb Ross McNab Kilpatrick) and practices in areas of law that constantly bring him in to contact with a wide cross-section of business people who operate in a broad range of enterprises. The experience gained from acting for these commercial clients provides an insight into the issues that business people face. This area of law brings Ryan into contact with not only the client but also many other professionals including accountants, valuers, financial advisers, surveyors to name a few, as well as local and central government agencies. Ryan has built up an extensive network of contacts with whom he has a very good rapport.

Ryan in a voluntary capacity also sits on the board of numerous community organisations in Northland.

Ryan has a strong interest in the local economic development of Northland and considers that a robust and sustainable regional economy helps build strong communities. Visionary leadership within Northland will also be pivotal to its success. As a result of his scientific background and experience Ryan considers that new and innovative ideas need support which goes hand in hand with an environment that fosters research and development.

Nominations for Vice President

Jeremy Tauri – Plus Chartered Accountants

If you ask Jeremy Tauri what he likes most about his job, he'll say it's helping people. Whether it's showing clients how to understand accounts or helping them understand how to overcome problems in their businesses, he explains things in simple, plain-English terms.

He's committed to developing Northland as a place to do business and is enthusiastic about helping other people achieve success.

His plans on the chamber board involve looking at ways to continue to develop its income sources and encouraging a positive environment for business through the chamber.

Jeremy has been an Accountant for the past 14 years at Plus Chartered Accountants, based in Whangarei. He is currently on the board of directors at the Northland Chamber of Commerce, and holds trustee roles for various charitable trusts around town. He also writes a column for APN newspapers.

Jeremy grew up in Kaikohe but moved to Whangarei to study when he was 18. He now lives on a lifestyle block just outside Whangarei with his wife and a menagerie of animals. In his spare time he enjoys kickboxing – but don't worry, he's very approachable.

Nominations for Treasurer

Daryl Small – Gilmore Brown

Daryl has worked in the accountancy profession for over 12 years in a variety of positions including audit, business advisory and management accounting, and became a Chartered Accountant in 2003.

Daryl is currently a Business Services Manager at Gilmore Brown Limited, with a special interest in taxation and works with business owners from a wide range of Northland business sectors including;

- farming and agriculture,
- construction,
- retailing and wholesaling,
- professional sectors,
- private investors.

He was raised in Whangarei, attended Whangarei Boys' High School and currently lives in Whangarei with wife Shiree and three young children. Daryl is passionate about Northland and the success of local business and brings to the Chamber established financial and tax compliance skills.

Minutes of 110th AGM

CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND (INC)

Minutes of the 110th Annual General Meeting

Held at the Old Library, 7 Rust Ave, Whangarei

Wednesday March 6th 2013 at 5.00 pm

Tony Collins CEO welcomed the attendees to the Chamber's 110th Annual General Meeting

Present

Attendee	Company
Dwight Shepherd	Absolute Caterers Ltd
Ken Wilson	Advantage Business
Linda Wallis	Assist You
Shaun Piper	Ballance Agri Nutrients Ltd
Barbara Jaques	BJ Projects
Narrelle Dobbs	Calders Design & Print Co. Ltd
Carolyn Harris	Carolyn Harris Chartered Accountants Ltd
Vince Cocurullo	Cocurullo's Ltd
Jeroen Jongejans	Dive! Tutukaka
Murray Broadbelt	Employer Services Limited (ESL)
Tim Robinson	Gen-i/Telecom NZ Ltd
Daryl Small	Gilmore Brown
Judy Oliver	Jeff Oliver Print Ltd
Kathy Hay	Kathy Hay
Tony Lenz	Konica Minolta Northland
Talia Mana	Leo Industries Ltd
Paul Dunn	Marine North
Tania Dunn	Marine North
Erena Miller	Mediaworks Northland (More FM)
Bruce Larsen	Northpine Ltd
Rob Meadows	NorthTec
Tony Collins	NZ Chambers of Commerce Northland
Janette Dobbs	NZ Chambers of Commerce Northland
Richard Cranenburgh	On the Edge Gallery & Design
Cherry Daly	Open Spaces PreSchool
Laura Speer	Paramount Collections (NZ)
Jenny de Vetter	Physio & Go Ltd t/a de Vetter Physiotherapy
Jeremy Tauri	Plus Chartered Accountants Ltd
Alan Johnston	Robinson Asphalts 1992 Ltd
Annie Johnston	Robinson Asphalts 1992 Ltd
Ray Shand	Shand Accounting
Bruce Young	The PROFIT NET Limited
Paul Batchelder	UIT Limited

Brett Sawyers	Vodafone NZ Ltd
Ryan Welsh	Webb Ross McNab Kilpatrick
Jude Thompson	Whangarei District Council
Cr Merv Williams	Whangarei District Council
Geoff Cammell	Whangarei Marine Services t/a Ray Roberts Marine
Mike Verkuylen	Wynn Fraser Paints
Kathy Verkuylen	Wynn Fraser Paints

Apologies

Attendee	Company
Tony Wilson	Coastline Markers Ltd
Laura Burns	C.H.A.R.T (Creative Northland)
Frankie Schilke	Dress for Success
Terry Sage	Business Coaching New Zealand
Jolene Mitchell	Caci Clinic
Kristen Rupupera	Monster Graphics
John & Margaret Bishop	Newman Engineering
Ian & Colleen Taylor	Waireka Dairy Farms

Resolved

"That the apologies be accepted"

Moved: Jeroen Jongejans / Ryan Welsh
All in favour/CARRIED

Obituaries

Tony Collins noted the passing of Dave Culham, John Lee-Richards and Michael Sprinford, saying that they will all made a big impact on Northland business and would be sadly missed.

Minutes of the previous AGM

Resolved

"That the minutes of the 109th AGM on 7th March 2012 be confirmed as a true and correct record".

Moved: Murray Broadbelt / Ryan Welsh
All in favour/CARRIED

Matters Arising

No Matters Arising

President's Report

Mark Smith's report was tabled.

Tony Collins acknowledged all of the work Mark had put into the Chamber over the past 2 years as President, much of it behind the scenes and throughout New Zealand and in particular on the IT side. Tony gave his thanks on behalf of the Chamber and wished him well for the future.

Resolved

"That the Presidents report be received"

Moved: Jeroen Jongejans / Murray Broadbelt
All in favour/CARRIED

CEO's Report

Tony Collins tabled report, and made the following comments.

- Tony advised that he is proud to represent the Chamber and businesses in Northland. That without it's members the Chamber does not have a voice.
- It is pleasing that the membership has grown and the membership reflects a cross section of the kinds of businesses in Northland. We would like to attract more large businesses over the next year and just need to work on ways that Chamber membership can be relevant to them.
- Financially the Chamber is at risk and there is a need to make the Chamber more sustainable.
- Tony thanked the sponsors, some of whom have been with the Chamber for many years.
- Tony acknowledged Janette and Shelley for the work they do for the Chamber in particular Shelley for her role as Relationship and Marketing manager.
- He welcomed the soon to be elected Board and thanks the outgoing Board. Acknowledged David Moss for his work through Vitalise Whangarei on the Whangarei CBD.

Resolved

"That the CEO's report be received"

Moved: Tim Robinson / Murray Broadbelt
All in favour/CARRIED

Financial Report

Treasurer Daryl Small spoke to the report.

Year ended 31 December 2012 financial analysis

Profitability

- A net surplus for the year of \$4K. First profit result for the Chamber since 2008, coming off three years of straight losses.
- Revenue*
- Result has largely come about due to expanding into new revenue streams.
 - Ministry of Social Development programmes – ‘straight to work’ and ‘skills for industry’ which involve short training programmes to assist sole parents back into the workforce. Implemented at the start of 2012. Netted funds off \$27K for the year.
 - Other major revenue streams continue to be Member Subscriptions and the Business Awards.
 - Membership revenue is up slightly on last year and member numbers continue to grow. Membership stood at 401 members at December 2012 versus 386 at the same time last year. In addition this year we introduced a new campus membership for students attending North Tec, at December 2012 this accounted for 38 additional members.
 - Business Awards. Sponsorship revenue down slightly from last year and an increased venue cost (held at the old money factory this year) has resulted in less profitability in this revenue stream from prior years. It is down approximately \$20K from last year.

Expenses

- Expenses have remained relatively stable, with a slight increase in wages required during the year for inflationary adjustments and slight increases in expenses such as rent with the Chamber moving to its new premises.

Financial Position

- An improvement in financial position compared to last year.
- As at 31 December the chamber \$62K of assets made up of:

Bank balances	\$41K
Debtors	\$17K

Plant and equipment	<u>\$4K</u>
Total assets	<u>\$62K</u>
Less Liabilities	<u>\$11K</u> – due to suppliers and IRD
Giving accumulated member funds of	\$51k

Future

- Continue to expand revenue streams, so that less reliance is placed on traditional revenue streams of membership and Business Awards
- Utilise any surplus funds to further development the Chamber's services (i.e. website upgrade is planned once sufficient funds have been obtained).

Resolved

"That the financial statements be approved"

Moved: Ryan Welsh / Tim Robinson
All in favour/CARRIED

Appointment of Auditor

Motion: "to appoint an Auditor for 2013"

Resolved

"That Plus Audits be appointed for 2013"

Moved: Ryan Welsh / Brett Sawyers
All in favour/CARRIED

Appointment of Honorary Solicitors

Motion: "That Webb Ross McNab Kilpatrick be appointed as Honorary Solicitors"

Resolved

"That Webb Ross McNab Kilpatrick be appointed Honorary Solicitors for 2013"

Moved: Murray Broadbelt / Tim Robinson
All in favour/ CARRIED

Tony Collins as the Returning officer conducted the election.

10. Election of Officers

Clause 6 of the constitution reads - 6. The officers of the Chamber shall consist of a President, a Vice President, An immediate Past President and a Treasurer. The President, Vice President, and Treasurer shall be elected at each Annual Meeting with nominations closing 21 days prior to the Annual Meeting.

10.1 Election for President

"As per the nominations received prior to the February 8th, 2013 closure date, the following person be nominated for the position of President."

Motion – "That the following person be elected unopposed to the position of President"

Ryan Welsh	Webb Ross McNab Kilpatrick	President
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Moved: Ryan Welsh / Tim Robinson
All in favour/CARRIED

10.2 Election for Vice President

“As per the nominations received prior to the February 8th, 2013 closure date, the following persons have been nominated for the position of Vice President.”

Motion – “That the following person be elected unopposed to the position of Vice President”

Jeremy Tauri	Plus Chartered Accountants	Vice President
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Moved: Murray Broadbelt / Ryan Welsh
All in favour/CARRIED

10.3 Election for Treasurer

“As per the nominations received prior to the February 8th, 2013 closure date, the following person be elected nominated to the position of Treasurer.”

Motion – “That the following person be elected unopposed to the position of Treasurer”

Daryl Small	Gilmore Brown	Treasurer
-------------	---------------	-----------

Moved: Brett Sawyers / Jeroen Jongejans
All in favour/CARRIED

Election of Board

10.4 Board of Directors

“As per the nominations received prior to the February 8th, 2013 closure date, the following persons have been nominated for the position of Board member”

The following current Board members will automatically keep their position on the Board as per the constitution.

Clause 7 (g) Board Members shall hold office for a period of 2 years at which time the board member shall automatically resign. At this time if the Board member wished to stay on the board they must be re-nominated by a financial member of the Chamber for re-election.

Murray Broadbelt	Employer Services Ltd	Board of Directors
Vince Cocurullo	Cocurullo's Ltd	Board of Directors
Jeroen Jongejans	Dive!Tutukaka	Board of Directors
Jon Moore	Northport	Board of Directors
Tim Robinson	Gen-i NZ Ltd	Board of Directors
Terry Sage	Business Coaching New Zealand	Board of Directors

Motion – “That as per the nominations received prior to the February 8th, 2013 closure date, the following five persons will be elected to the position of Board member unopposed.”

Laura Burns	C.H.A.R.T. Creative Northland	Board of Directors
Paul Dunn	Marine North	Board of Directors
Annie Johnston	Robinson Asphalts	Board of Directors
Talia Mana	Leo Industries	Board of Directors
Rob Meadows	NorthTec	Board of Directors

Moved: Vince Cocurullo / Jude Thompson
All in favour/ CARRIED

General Business

Tony Collins handed over to Ryan Welsh.

Ryan introduced himself, saying he had been on the Chamber Board for 3 years and sees a lot of merit in what the Chamber provides for business.

He acknowledged Tony, Janette and Shelley for their work and commitment to the Chamber.

Ryan advised that Mark Smith was a different sort of President, who worked in many areas of the Chamber, he admired him for his enthusiasm in wanting to get things done. And advised that it is Mark's intention to come back to the region on his return from Australia.

He welcomed the new members to the Board, and advised that while he is President he wants to provide more tangible benefits to Chamber members. Collective strength of members will help the Chamber be heard. There are exciting ideas coming through. Ryan gave the example of Federated Farmers and how well they do collectively "they have a lot of punch". Need to look at the collectiveness of business to strengthen advantages for business.

There is lot of collaboration between the Chamber and local organisations, Ryan thanked Whangarei District Council and Northland Regional Council in particular.

He advised that it is his aim to talk to members throughout the year.

No General business.

Conclusion of Formal Meeting.

The meeting closed at 5.25 p.m.

Tony advised that as the speakers hadn't arrived that we would move to the main part of the Old Library for this part of the AGM.

Tony introduced David Roberts from ICN (Industry Capability Network) Australia.

The evening concluded with a few drinks, nibbles and networking.

President's Report for 2013

Welcome to the Chamber's 111th Annual General Meeting.

The 2013 to 2014 year was my first year as President of the Chamber and third year as a Board member. The Board is well balanced and has a good cross section of skills and personalities to bring new ideas and discussion to the table.

The profile of the Chamber continues to grow in the community and the influence of the work of the Chamber can be seen in many areas. The up-coming year will hopefully see an even greater relevance of the Chamber to the region's growth – not only to support those good ideas of others but to action or strongly facilitate its own.

One of the challenges for the Chamber has always been funding to resource Chamber activities – the steering of the Chambers finances has been under the watchful eye of Daryl Small and the finance committee. Many thanks to them.

As a Board we continue to provide countless hours of effort and persistence into Chamber activities and there were a number of positives during the year. Many events organised or facilitated by the Chamber were well received and attended.

Some of the events held were:

Business After 5

A record number of Business After 5 events (25), hosted by Chamber members who saw the value in showcasing their business in front of other businesses. This is also an opportunity for non-members to come along and find out more about the Chamber.

Campus Chamber Event

3 events were held this year, which included Campus Chamber members and also invited Chamber members to attend.

Corporate@12 Speaker Luncheons

We had 4 inspiring speakers, Tim Robertson the senior specialist at the Export Credit Office, Mike Watson the CEO of the Business Excellence Foundation, Mark Robotham the CEO of Sparkbox and Eru Lyndon the Northland Regional Commissioner for the Ministry of Social Development.

The Westpac Northland Business Excellence Awards were a great success this year. Held at Forum North - a venue that catered well for the event.

I can only sing praise in relation to both Janette and Shelley who once again have contributed outstandingly to the Chambers success. Their work in relation to the Business Awards is also worthy of note. Thanks to both of you.

Thank you Tony, our CEO. Tony has an excellent grasp of the business environment, is objective, thoughtful and considered in his approach to matters that arise. I am always keen to hear his view and advice on issues.

To the Board. Many thanks for dedicating your time and efforts throughout the year.

To the future - the Chamber strategically has ideas and initiatives on the table that would be great to see come to life. The primary purpose being to breathe economic and social prosperity into the region. These ideas of course need to be well propositioned if they are to be the catalyst for collective regional will and willingness to step slightly out of the box. These will be a worthy challenge for the Chamber.

Finally I acknowledge our members, many sponsors, supporters, media, and all other Northland businesses that make the Chamber what it is. Without you we would not exist and I would also encourage you to continue to make the most of the numerous opportunities Chamber membership offers you, both in Northland and further afield.

Ryan Welsh

A handwritten signature in blue ink, appearing to read 'R. Welsh', with a long horizontal stroke extending to the right.

President

Chief Executive's Report for 2013

INTRODUCTION

The last twelve months has signal a change in direction for many of our member businesses. Continued increases in business owner confidence are now being reflected in the bottom-line of many of these businesses. This is when the benefits of Chamber membership can be most evident. The Northland Chamber of Commerce continues to maintain a profile and reputation as the positive voice for Northland businesses and the regional economy.

We have continued to develop our internal capability and provide relevance to our membership base. Some of the highlights for the Northland Chamber in 2013 were:

Business Mentors New Zealand.

Westpac Northland Business Excellence Awards.

A full calendar of BA5 events.

Speakers Luncheons.

Regional Business Partnership with Northland Inc.

Event participation in local body elections

Launch of new website

Once again the Chamber undertook a large number of events for Northland business people. Their support of these events is testament to the Chamber's role within the business community and the importance of the networking opportunities provided by the Chamber.

A VOICE FOR BUSINESS

The Chamber continues to disseminate its messages in a positive and constructive manner that is beneficial to local business. The Chamber advocates on behalf of individual businesses and the collective business community. As well as this, the Chamber made comment on / made submissions to or were involved in many issues including:-

Broadband, Local Elections, Cruise Ships, Hundertwasser, Business Confidence Survey, Immigration, Employment, Workplace Productivity, Marsden Rail Link, Economic Development Strategy, Retail CBD, Safer Whangarei, Roding – Transit NZ, Local Government Reform, Marine National Park.

The support of the Chamber's media partners has been considerable and this relationship continues to grow and strengthen. Regular contributions to print and electronic media have enabled the Chamber to comment on business opinion and concerns over a wide range of issues. The Chamber is a brand and reliant on its reputation to deliver real and meaningful benefits to its members the support of Northland's media and their support and accessibility makes this possible and is deeply appreciated.

We have participated in a large number of surveys, submissions and petitions this year and the contribution the membership makes to a consensus of opinion strengthens the voice of the Chamber. I would like to acknowledge and thank all those members that have made comment or given support and encouragement to this important role of the Chamber.

MEMBERS

It is the aim of the Northland Chamber of Commerce to facilitate business opportunities and enable economic development at a regional level. To do this the Chamber must become more regionally focused and develop a membership profile that reflects this. I would urge those members who genuinely believe this is the direction for the Chamber to take, to

expound the benefits of membership to others in Northland's business community. We need all people involved in the Chamber to be champions for the value of membership.

The continuing challenge for any membership organisation is ensuring that they remain relevant to their members and to engage with them regularly in a meaningful way. So while future growth of members is a valid goal for the Chamber, we must first make sure we continue to value and support our existing membership base.

The Chamber relies not only on the quality of the services it provides but on the value of the benefits to its membership. Through the support of our membership and sponsors, members are able to take advantage of benefits offered by our national sponsors Vodafone, Shell, Noel Leeming, Mercury Energy, Westpac and OfficeMax along with those offered by various regional members ranging from web services, accommodation, health services etc.

OUR SPONSORS

The continued support of our national and local sponsors is deeply appreciated. Their support enables the Chamber to offer the scope and level of service that it does. These businesses and organisations support the Chamber in so many ways and can provide real savings to our members. We are determined to continue to foster these relationships and to look at how we can return benefits to through these relationships to both our members and our sponsors.

A special thanks to our regional sponsor Konica Minolta for all the support they have provided particularly their assistance in member recruitment.

NETWORKING

The Chambers flagship networking event is the Business After 5. These events continue to grow in popularity with record numbers in attendance this year. Both hosts and attendees saw them as an effective forum to develop strong business contacts. I always enjoy these events and the opportunity to meet with the members and receive feedback from them on the Chamber's performance at these events. I look forward to the following year's calendar which already, has only a few dates left available.

In conjunction with NorthTec and Radio Live, we held a series of speaker's Corporate@12 lunches to complement the BA5 events and offer yet another opportunity for members to mix and exchange ideas, skills and knowledge. The feedback from these was positive and we will continue the program this year.

The Chamber values the relationship that it has developed with all the councils within the region which is strengthening all the time. We congratulate the work done by council staff and politicians in difficult times and acknowledge like all of us they are determined to see Northland achieve its potential.

CELEBRATING THE BEST IN BUSINESS

The 2013 Westpac Northland Business Excellence Awards once again provided the opportunity for Northland to acknowledge the 'Best in Business'. A separate report on the Awards is included in this Annual Report. The 2013 Awards received a good number of entrants and many of the entrant businesses were of a high standard. The Entrant's workshops were a great success and general feedback from entrants was that this was of great assistance to them. We will run these workshops again for 2014 Awards Entrants. .

FINANCIAL POSITION

Although a small loss was recorded this year, the financial position of the Chamber is still strong. This provides a platform which the Chamber can use to build its capability and level of service to the membership. We need to continue to explore new ways to address our revenue shortfall and reduce our reliance on the business awards as a means of income.

POSITIVE LEADERSHIP AND GOVERNANCE

The Chamber's achievements this year have been the result of a team effort by the board and staff. As always I would like to acknowledge the commitment and contribution of Janette and Shelley both of whom are the main point of contact for many of our members. They are both incredibly conscientious workers with a deep understanding of what the Chamber is all about. They provide a consistently high quality of service and their assistance in promoting the Chamber should not be underestimated.

The entire board has contributed through their commitment to achieving the goals that we set for the organisation at the beginning of the year. The relationship between the Executive Board and the CEO continues to be positive and productive. I appreciate their desire to improve Northland business and the way they can work together to achieve this goal.

Chairmanship of the Executive this year has been provided by Ryan Welsh. I would personally like to thank him for the assistance he has given this year and look forward to another productive term with him at the chair.

THE FUTURE

There are many challenges ahead of us but this is not unusual. Northland businesses are more robust and more resilient than they have ever been. This accompanied by the support provided by the likes of the Regional Business Partnership with Northland INC and other agencies should mean that Northland business continues to grow its capability and its economic performance. I look forward to the Chamber playing their part in supporting these opportunities.

Thank you to all of those people who have supported the Chamber this year and it is an honour for me that you allow us to represent your businesses. A special thanks to all our members, for the Chamber is nothing more than a membership organisation and our primary objective is to benefit our member's businesses.

Tony Collins

A handwritten signature in black ink, appearing to read 'Tony Collins', with a horizontal line above the first part of the signature.

Chief Executive Officer

Auditor's Report

Chamber of Commerce & Industry of Northland Inc

Financial Statements for the year ended 31 December 2013

Statement of Financial Performance	1
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Chamber of Commerce & Industry of Northland Inc

Statement of Financial Performance for the year ended 31 December 2013

	Note	2013	2012
Income			
Annual awards	2	23,420	8,071
MSD contracts	3	3,647	27,320
Business mentors		4,255	5,715
Interest received and other income		706	1,059
Office services		7,578	7,876
Regional business partners		20,000	20,000
Seminar and functions		10,702	3,591
Sponsorship		6,859	5,403
Subscriptions		91,078	91,299
Whangarei maps		12,232	11,421
		<u>180,477</u>	<u>181,755</u>
Gross surplus		180,477	181,755
Expenses			
Repairs and maintenance			
Repairs and maintenance		-	605
Administration			
Advertising		140	100
Audit fees		1,900	1,900
Bank charges		295	253
Computer expenses		1,724	2,592
General expenses		2,865	4,148
Postage		2,424	2,847
Printing, stationery and office expenses		2,464	2,486
Salaries and contractors		131,444	127,751
Sponsorship		465	757
Telephone		6,993	6,989
Travel and conferences		5,277	2,702
Vehicle expenses		4,141	3,020
		<u>160,133</u>	<u>155,543</u>

This statement is to be read in conjunction with the notes on pages 4-5 and the Audit Report on page 7.

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Chamber of Commerce & Industry of Northland Inc
**Statement of Financial Performance
for the year ended 31 December 2013**

	Note	2013	2012
Occupancy and standing			
ACC levies		256	-
Insurance		1,209	1,047
Photocopier lease		4,804	4,386
Rent		14,464	14,000
		<u>20,733</u>	<u>19,433</u>
Non cash expenses			
Depreciation		2,510	1,979
		<u>183,376</u>	<u>177,559</u>
Total expenses			
		<u>183,376</u>	<u>177,559</u>
Excess (deficit) income over expenditure		<u><u>\$(2,899)</u></u>	<u><u>\$4,195</u></u>

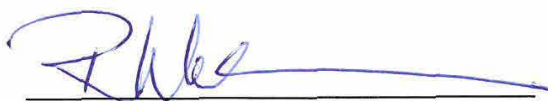
This statement is to be read in conjunction with the notes on pages 4-5 and the Audit Report on page 7.

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Chamber of Commerce & Industry of Northland Inc

Statement of Financial Position
as at 31 December 2013

	Note	2013	2012
Current assets			
Westpac - cheque account		26,568	32,406
Westpac - online saver account 28		855	8,591
Westpac - online saver account 25		1,335	-
Accounts receivable		14,705	17,228
		<u>43,464</u>	<u>58,225</u>
Non current assets			
Property, plant and equipment			
As per schedule (at book value)	4	11,062	3,832
Total assets		<u>\$54,526</u>	<u>\$62,057</u>
Current liabilities			
Accounts payable		4,419	9,238
GST payable		1,970	1,782
		<u>6,389</u>	<u>11,021</u>
Net Assets		<u>\$48,136</u>	<u>\$51,036</u>
Representated by:			
Accumulated funds			
Opening balance		51,036	46,841
Plus excess (deficit) income over expenditure		(2,899)	4,195
		<u>\$48,136</u>	<u>\$51,036</u>


President

07/03/14
Date


Treasurer

07/03/14
Date

This statement is to be read in conjunction with the notes on pages 4-5 and the Audit Report on page 7.

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Chamber of Commerce & Industry of Northland Inc

**Notes to the Financial Statements
for the year ended 31 December 2013****1 (a) Statement of accounting policies**

These are the financial statements of the Chamber of Commerce & Industry of Northland Inc ("The Chamber"). The Chamber is a society registered under the Incorporated Societies Act 1908.

Reporting requirements

The Chamber qualifies for differential reporting exemptions based on the following criteria: It is not publicly accountable and the Chamber is 'not large' as defined by the New Zealand Institute of Chartered Accountants framework for differential reporting

The Chamber has adopted all available differential reporting exemptions.

Measurement system

The measurement system adopted is that of historical cost.

(b) Particular accounting policies

The following is a summary of the significant accounting policies adopted by the company in the preparation of these financial statements.

Accounts receivable

Accounts receivable are valued at their estimated realisable value. Amounts not considered recoverable have been written off when identified as such.

Goods and services tax (GST)

Financial information in these accounts is recorded exclusive of GST with the exception of receivables and payables, which include GST. GST payable or receivable at balance date is included in the appropriate category in the Statement of Financial Position.

Property, plant, and equipment

Property, plant and equipment are included at cost less aggregate depreciation provided at the maximum rates allowed by Inland Revenue. The cost is the value of consideration given to acquire assets and the value of other directly attributable costs which have been incurred in bringing the assets to the location and condition necessary for their intended service. Property, plant and equipment that are leased under a finance lease for the purposes of the income tax legislation are capitalised and depreciated. The depreciation rates used are shown in the schedule of property, plant and equipment.

Chamber of Commerce & Industry of Northland Inc

Notes to the Financial Statements for the year ended 31 December 2013

Taxation

The Chamber is exempt from income tax under section CW 40(1) of the Income Tax Act 2007. The Chamber has received confirmation of its status from the Inland Revenue Department.

Audit

These financial statements are subject to an audit; please refer to the Auditors Report.

Changes in accounting policies

There have been no changes in accounting policies. All policies have been applied on the basis consistent with those used in the previous year.

2 Annual Awards

	2013	2012
Income	110,720	109,648
Less expenses	(87,300)	(101,577)
Net surplus	<u>\$23,420</u>	<u>\$8,071</u>

3 MSD Contracts

	2013	2012
Income - straight to work programme	-	68,516
Less expenses	(8,900)	(54,389)
	<u>\$(8,900)</u>	<u>\$14,127</u>
Income - skills for industry programme	33,600	40,366
Less expenses	(21,053)	(27,173)
	<u>\$12,547</u>	<u>\$13,193</u>
Net surplus	<u>\$3,647</u>	<u>\$27,320</u>

4 Property, plant and equipment summary

	Cost	Accumulated depreciation	Book value
2013			
Plant	<u>47,699</u>	<u>36,637</u>	<u>11,062</u>
2012			
Plant	<u>37,959</u>	<u>34,127</u>	<u>3,832</u>

Chamber of Commerce & Industry of Northland Inc

Schedule of Fixed Assets and Depreciation
For the Year Ended 31 December 2013

	Private Use %	Cost	Opening Value	Depreciation Rate/Basis	Amount	Closing Value
Plant						
Cabinets/shelves		1,100		10.00 P		
Calculators		100		20.00 P		
Vacuum cleaners		100		20.00 P		
Coffee table		140		10.00 P		
Fans and heaters		186		20.00 P		
Telephone		153		20.00 P		
Telephone equipment		3,650		20.00 P		
Electric jug		36		20.00 P		
Photocopier #2		3,263		20.00 P		
Executive office chair		587		10.00 P		
Boardroom chairs - 16		4,118		10.00 P		
Boardroom table		3,236		10.00 P		
Cellphone		257		39.60 D		
Furniture		1,102	173	15.00 D	26	147
High back chair		141	28	18.00 D	5	23
HDT 1047 HP computer		2,825	14	48.00 D	7	7
HDT 1047 HP computer		2,825	14	48.00 D	7	7
Website design		2,500	12	48.00 D	6	6
Colour printer		255	6	39.60 D	2	4
MYOB V15		203	2	48.00 D	1	1
DVD writer		252	2	48.00 D	1	1
ACT software		1,250	24	60.00 D	14	10
Signs		545	324	12.00 D	39	285
Porcelain whiteboard		445	31	48.00 D	15	16
Monitor LCD Phillips 17"		413	10	60.00 D	6	4
Signage		470	288	12.00 D	35	253
ACT licence and installation		669	22	60.00 D	13	9
HP laptop		1,644	53	60.00 D	32	21
Reception desk		489	263	15.60 D	41	222
Microsoft office pro plus		807	31	60.00 D	19	12
Samsung camera		178	23	48.00 D	11	12
Laptops x 5		4,020	2,512	50.00 D	1,256	1,256
Website upgrade				40.00 P	974	8,766
Purchase	01/10/2013	9,740				
		<u>47,699</u>	<u>3,832</u>		<u>2,510</u>	<u>11,062</u>
Fixed Asset Summary						
Opening Value			3,832			
Purchases			9,740			
Depreciation			(2,510)			
Closing Value			<u>11,062</u>			

INDEPENDENT AUDITOR'S REPORT



TO THE MEMBERS OF CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC

We have audited the financial statements on pages 1 to 8, which comprise the balance sheet as at 31 December 2013, the income statement and statement of movements in equity for the year then ended, and a summary of significant accounting policies and other explanatory information.

Members' Responsibilities for the Financial Statements

Members are responsible for the preparation and fair presentation of these financial statements in accordance with generally accepted accounting practice in New Zealand; this includes the design, implementation and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion on financial position and financial performance.

Mr Jeremy Tauri, an associate of Orbit Audit, is a board member of the Chamber of Commerce & Industry of Northland Inc. Mr Tauri did not provide any input or advice at any stage during the course of the audit and was not involved in the final sign off of the audit. Mr Tauri abstains from voting where there exists a direct conflict of interest between Chamber of Commerce & Industry of Northland Inc. and Orbit Audit. We are also members of the Chamber of Commerce & Industry of Northland Inc. We have no financial interest in Chamber of Commerce & Industry of Northland Inc.

NOTE: This Statement is to be read in conjunction with the Notes to the Financial Statements

- 7 -



FINANCIAL
AUDITS



SYSTEM
REVIEWS



FRAUD
INVESTIGATION



GAMING
AUDITS

INDEPENDENT AUDITOR'S REPORT

Basis for Qualified Opinion on Financial Position and Financial Performance

In common with organisations of a similar nature, control over the income for the year ended 31 December 2013 prior to its being recorded is limited and there are no practical audit procedures to determine the effect of this limited control.

In this respect alone we have not obtained all the information and explanations that we have required.

Qualified Opinion on Financial Position and Financial Performance

In our opinion, except for the effects of the matter described in the Basis for Qualified Opinion paragraph, the financial statements on pages 1 to 8.

- comply with generally accepted accounting practice in New Zealand;
- give a true and fair view of the financial position of Chamber of Commerce & Industry of Northland Inc. as at 31 December 2013, and of its financial performance for the year then ended.



25 February 2014
Orbit Audit
Whangarei

NOTE: This Statement is to be read in conjunction with the Notes to the Financial Statements.

Brent Martin CA – Director

Jeremy Tauri – Associate

134 bank st po box 1609 whangarei new Zealand tel: 09 438 3322 fax: 09 438 8455

web site: www.plusca.co.nz - 8 - email: info@plusca.co.nz