

NZ CHAMBERS OF COMMERCE

N O R T H L A N D

B u s i n e s s V i t a l i t y

Our mission is to inspire and influence business vitality.



ANNUAL REPORT 2017

Contents

Value of Membership	2
Executive Board March 2017 to March 2018	3
Agenda AGM	4
Nominee profiles	7
Minutes of 114th AGM	12
Report: President and Chief Executive	18
Report: Auditor – BDO	Attachment 1
Report: Awards 2017	Attachment 2

Value of Membership

A one-stop-shop for lifting your game

Find the advice, support and connections your business needs to succeed.

No matter what stage your business is at, having the right team behind you makes all the difference to how well, and how quickly, you succeed in achieving your objectives. We're here to help your business become more successful, faster, by offering expert advice, practical support and valuable connections.

Make the most of your well-earned profits

Enjoy exclusive member only business savings and discounts through our Alliance Partners - Z Energy, Mercury, Vodafone, Noel Leeming, OfficeMax and Hertz.

Get the support you need to make your business a global success story

By partnering with us, you can tap into the resources and networks of over 12,000 other Chambers of Commerce around the world and representing over 40 million businesses. You'll also get expert advice and practical support from our specialist Global team.

Want to connect with businesses visiting from overseas? We can put you in touch with visiting companies that are looking for New Zealand business contacts.

Visiting from overseas? If you want to do business here, we can help you understand the market and connect you with local business owners.

Make sure your business is top-of-mind with other businesses

As a Chamber member, you'll have more opportunities than ever to connect with other Northland businesses. To make sure you get the most out of your membership, we've created a range of different ways for you to promote and advertise your business, giving you the edge over your non-member competitors.

Grow your local networks

Members consistently rate networking through the Chamber as one of our top services.

Whether your business is starting up or fully established, networking is the most cost effective and influential way to grow your profit.

We offer a range of free and discounted networking events – from small, informal gatherings to economic briefings and international forums. Every networking event is designed to put you in touch with other business owners and decision makers so you can build new connections and promote your products and services.

If you're new to networking, or find the prospect a bit daunting, we can help you get started with free networking advice and support.

Executive Board for 2017

The members of the executive as decided or confirmed at the 2017 AGM were.

Jeremy Tauri	President
Ryan Welsh	Past President
Paul Dunn	Vice President
Danny Douglas	Treasurer
Ryan Welsh	Board Member
Virginia Craig	Board Member
Tim Robinson	Board Member
Sue Walters	Board Member
Murray Broadbelt	Board Member
Rob Meadows	Board Member
Terry Sage	Board Member
Tony Shi	Board Member
Ken Wilson	Board Member
Richard Cranenburgh	Board Member
Cr Tricia Cutforth	Board Member – WDC Council representative
Cr Paul Dimery	Board Member – NRC Council representative
Cr Anna Curnow	Board Member – KDC Council representative
Deputy Mayor Tania McInnes	Board Member – FNDC Council representative

Resignations during the year

-

Co-opted during the year

Standing down for re-election as required by constitution

Murray Broadbelt
Ryan Welsh
Brett Donovan

Standing for election

Sarah Blithe
Auriole Ruka
Jeroen Jongejans

Board members not re-standing

Terry Sage
Paul Dunn
Rob Meadows

AGM Agenda



CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC
115th ANNUAL GENERAL MEETING
To be held Wednesday 7th March 2018
1700hrs at The Orchard, Mahi Tahi Event room, 85 Cameron St, Whangarei
 (Quorum required - Fifteen Financial Members)

AGENDA

1. Apologies

Name	Company
Hon Shane Jones	NZ First MP Whangarei
Allan Gray	Wynn Fraser Paints
Ken Wilson	GT Advantage
Graham Foggin	Scots in Spirit
Terry Sage	Business Coaching New Zealand
Cr Anna Curnow	Kaipara District Council
Rob Meadows	Northpower
Jeroen Jongejans	Dive!Tutukaka
Jude Thompson	Northland Inc
Danny Douglas	Gilmore Taylor Associates

2. Obituaries

The Northland Chamber wishes to acknowledge the passing of Don Sargent, John Cook, Jack Guy and Malcolm Hawthorn and pass on condolences to their families.

3. Minutes of the 114th 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 BDO be appointed as Auditor"

9. Appointment of Honorary Solicitor

Motion: "that WRMK be appointed as Honorary Solicitors"

10. Election of Officers – Tony Collins, Returning Officer

11. General Business

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.

Opponents to any of the nominated candidates listed above must notify the CEO Northland Chamber of Commerce in writing prior to the 2nd 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.

10.1 Election for President

Motion – “That as per the nominations received prior to the February 5th, 2018 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”

Jeremy Tauri	Plus Chartered Accountants	President
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10.2 Election for Vice President

“As per the nominations received prior to the February 5th, 2018 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”

Tim Robinson	Bernina Northland	Vice President
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10.3 Election for Treasurer

“As per the nominations received prior to the February 5th, 2018 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”

Danny Douglas	Gilmore Taylor	Treasurer
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10.4 Board of Directors

As per the nominations received prior to the February 5th, 2018 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.

NOTE: Richard Cranenburgh has withdrawn his nomination

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.

Ken Wilson	GT Advantage	Board of Directors
Richard Cranenburgh (<i>withdrawn</i>)	On the Edge Design	Board of Directors
Suzanne (Sue) Walters	Northland Document Solutions (Ricoh)	Board of Directors
Tony Shi	SwitchMSP	Board of Directors
Virginia Craig	Henderson Reeves	Board of Directors

Motion – “That as per the nominations received prior to the February 5th, 2018 closure date, the following six persons will be elected to the position of Board member unopposed.”

Brett Donovan	Donovan Group NZ Ltd	Board of Directors
Murray Broadbelt	Employer Services Ltd	Board of Directors
Ryan Welsh	WRMK	Board of Directors
Sarah Blithe	Hubands energy	Board of Directors
Auriole Ruka	Te Puu Ao Charitable Trust	Board of Directors
Jeroen Jongejans	Dive! Tutukaka	Board of Directors

11. General Business

No general business

Conclusion of Formal Meeting.

AGM is followed at 5.30pm by the Chamber Benefits BA5 with the National Alliance Partners.

Nominee Profiles

Nominations for new Board members

Auriole Ruka (Te Puu Ao Charitable Trust)

I am passionate about making a difference in communities and believe that with powerful and dynamic leadership and the ability to work collaboratively with whanau, building upon the strengths of hapu and iwi we can seek out our own solutions that will have us navigate into futures that will benefit the generations yet to come and pay tribute to those of our tupuna that left a legacy for all of us to follow.

Executive Summary

Currently employed by He Puna Marama Trust as General Manager – Maori Business Transformation and recently project managed InnoNative Market Day

Experienced in business acumen holding key governance roles on Jubilee Trust with an investment portfolio estimated at \$25million for seven years and Whangarei Accessible Housing Trust since its inception with 28 properties across Auckland and Whangarei

Excellent communication and interpersonal skills, able to connect authentically with all stakeholders and experienced within diverse and marginalised communities; people with disabilities, Maori & Pacifica, Refugee & Migrant and Youth

Experienced in building relationships with funders, businesses, workforce and government holding contracts and philanthropic funding for projects that build communities effectiveness to respond to opportunities and gaps

Skilled at leading and motivating teams, with the ability to manage staff effectively. Solid background in coaching, mentoring and supervision to build high performance teams based on culture of organisational vision and values.

Masters Business Degree, 2016

Bachelor Maori Performing Arts, 2011-2014

Bachelor Business Studies (with distinction) 2000-2004

Recipient Business Professional Award, Massey University

Sarah Blithe (Hubands energy)

As a 6th generation Northlander I am passionate about the Northland region and all it has to offer. Growing up in a family owned and operated business gave me a head start on understanding business life as well as the challenges and opportunities that local businesses face.

I spent 13 years working in marketing and media starting at MediaWorks Northland then working on a National level in Auckland on television, radio and digital. While working full time I also pursued my LLB and having the opportunity to use this in day to day business life has been invaluable.

After relocating to Queenstown for 3 years and managing The Heritage Hotel Conference Centre my husband and I felt the pull of Northland calling us home in 2015. I stepped (or jumped!) back into our family business, Hubands Energy embarking on a full re-brand and move which has resulted in a business growth fast track.

It has been inspiring to see the business growth in Northland over the past few years. I believe my passion and understanding of this region as well as being at the forefront of a local SME puts me in a position to offer both experience and fresh ideas to assist the Chamber in the continued growth of Northland businesses.

Jeroen Jongejans (Dive!Tutukaka)

I'm Jeroen Jongejans and am putting my name up for election for the Northland Chamber.

I served on the Chamber Board from 2007 till 2015, have had a break for 3 years, but keen to give it some more energy again.

Business is the engine room of communities, and, when businesses work well as a collective, we can achieve positive change. I believe we are living in exciting times, the next 5 years will see more changes than the last 95. We have to play an active role in this process and ensure that "regulators" become partners and facilitators for smart sustainable growth. This is currently not the case.

I also serve on the Boards of "Northland Inc" and "Tourism Industry Aotearoa" plus have a good business and political network.

Keen to work on the Board to help Northland grow!
(If the members think I can make a contribution)

Nominations for current Board members re-standing for election**Ryan Welsh (WRMK Lawyers)**

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 practising 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.

Murray Broadbelt (Employer Services)

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 was Chairman of the National Party's Whangarei Electorate for 12 years and is currently a member of the Party's Northern Regional Executive and the Party's List Ranking Committee. Murray is in his second four year term as a Trustee of Foundation North (formerly the ASB Community Trust) and is also a Trustee of the Northland Emergency Services Trust (Northland's Rescue Helicopters).

Brett Donovan (Donovan Group NZ Ltd)

As a loyal advocate for living in Northland and with a passion for business spanning more than 15 years, Brett Donovan believes he has a lot to offer the Northland business environment.

In fact Brett has always aspired to becoming a mentor for emerging companies, to help them on their journey to becoming profitable entities locally, before taking the plunge nationally or internationally.

Brett initially trained in electrical engineering and project management and was involved in many of the early IT-controlled manufacturing plants in Whangarei. He developed an enthusiasm for business while working alongside Northland business owners to refine their business operations through the use of technology. This was the beginning of a career focused on IT, manufacturing and construction, with the goal of changing a staid market place.

In 1992 Brett joined Donovan Group as divisional manager and by the late 1990s became general manager. In mid 2000, along with his brother Kyle Donovan, he bought 50% of Donovan Group NZ Ltd and was welcomed to the board as a director.

Brett, along with the team at Donovan Group, was the proud winner of the Supreme Award at the Westpac Business Excellence Awards 2015. The company also won the Northland Inc Innovation Award and the Eroad Excellence in Business (Large Business) Award.

Nominations for 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 is committed to developing Northland as a place to do business and is enthusiastic about helping other people achieve success.

Jeremy has been an accountant for the past 17 years at Plus Chartered Accountants, based in Whangarei. He holds trustee roles for various charitable trusts around town, and also writes a column for NZME regional newspapers.

Jeremy grew up in Kaikohe but moved to Whangarei to study when he was 18. He now has young children and enjoys the different perspective on the future that being a parent can offer.

In his spare time he enjoys kickboxing – but don't worry, he's very approachable.

Nominations for Vice President

Tim Robinson (Bernina Northland)

Tim is co-owner and director of Bernina Northland Sewing Centre, Northland's premium sewing machine sales and service centre, along with sewing and quilting supplies, dress fabrics, wool and sewing haberdashery. Tim is now working full-time in the business, after spending 33 years working in the ICT business with Spark NZ, formerly Gen-i & Telecom, 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. All these endeavours, and especially now with his own retail business, have provided him with an invaluable insight into the issues surrounding small business, in particular compliance.

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 Secretary 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 15 years, was 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.

Nominations for Treasurer

Danny Douglas (Gilmore Taylor Associates)

Danny attended Kamo High School and completed his Business Management degree, majoring in Accountancy at Northland Polytechnic in 2002, and is a Chartered Accountant. He has been working for Gilmore Taylor Associates Ltd since its formation in 2016.

Prior to being employed at Gilmore Taylor Associates Ltd Danny worked for 13 years at Gilmore Brown Ltd. Before working as an accountant he worked numerous jobs including building, courier, and fishing with a long time deep sea fishing.

His experience at Gilmore Taylor Associates Ltd and Gilmore Brown Limited has helped him to development a keen interest in helping businesses to grow. And he enjoys helping clients achieve their goals.

Currently Danny is an Associate at Gilmore Taylor Associates Limited, with a special interest in business advisory services and works with business owners from a wide range of Northland business sectors including;

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

Minutes of 114th AGM

THE CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INCORPORATED

Minutes of the 114th Annual General Meeting

Held at The Orchard, Mahi Tahi Event room, Cnr Cameron & Walton St, Whangarei

Wednesday March 8th 2017 at 5.00 pm

Jeremy Tauri (President) welcomed members including Michael Barnett to the 114th Northland Chamber AGM

Present

Attendee	Business Name
Alan Martin	Retired - Life Member
Bryce Jones	Ricoh Northland
Cr Jayne Golightly	Whangarei District Council
Cr Tricia Cutforth	Whangarei District Council
Danny Douglas	Gilmore Taylor Associates Ltd
David Templeton	Northland Inc
Dean Subritzky	Elevate CA Ltd
Dr David Wilson	Northland Inc
Howard Gilles	Vodafone
Janette Dobbs	NZ Chambers of Commerce Northland
Jeremy Tauri	Plus Chartered Accountants
John Markby	MoreFM
Liza Potter	Scooterware
Mal Snaize	IT Stuff
Mariella Trynes	MBIE
Michael Barnett	Auckland Chamber of Commerce
Murray Broadbelt	Employer Services Ltd
Paul Dunn	Marine North
Rob Meadows	NorthTec
Rudy Kokx	LINK Northland
Sandeep Diwan	Calders Design & Print
Teresa Watkins	Monster Graphics
Terry Sage	Business Coaching New Zealand
Tim Robinson	Spark NZ
Tony Collins	NZ Chambers of Commerce Northland
Tony Shi	Switch MSP
Trish Madison	Accounta Limited

Apologies

Name	Company
Guy Slocum	Sentinel International
Alan Brown	Advantage Mint
Jeroen Jongejans	Dive!Tutukaka
Virginia Craig	Henderson Reeves Ltd
Gwendolyn Needham	Highwise Ltd
Ryan Welsh	WRMK
Paul Batchelder	UIT
Ian Collier	Air New Zealand
Wayne Roycroft	Sutherland Security
Deputy Mayor Tania McInnes	Far North District Council
Adam Isa	ANZ
Barbara Jaques	BJ Projects
Jan Hewitt	NZME.

Resolved**"That the apologies be accepted"****Moved: Jeremy Tauri Seconded: Paul Dunn All in favour****Obituaries**

No obituaries noted

Minutes of the previous AGM**Resolved****"That the minutes of the 113th AGM on 9th March 2016 be confirmed as a true and correct record".****Moved: Tim Robinson Seconded: Trish Madison All in favour****Matters Arising**

No Matters Arising

President and Chief Executive Report

Tony Collins (CE) tabled the report and handed over to Jeremy Tauri (President) who highlighted the following

- Membership has been growing to date there are 459 members, with this strength we can do more for the region. Jeremy encouraged members to give their feedback by completing Chamber surveys, this helps with the Chamber direction.
- Westpac Business Excellence Awards – changes are coming this year.
- Innovate Northland is now incorporated into the full Awards programme.
- Business After 5 events – Tony attends all of these along with all of the other roles he fulfills. The BA5 calendar is full for this year.
- The Chamber continues to lobby on behalf of businesses and have put through submissions to central and local government.
- Thanks to Business Mentors New Zealand, Westpac, Business After 5 hosts, Regional Business Partners with Northland Inc all have help the Chamber's position over the year.
- Thank you to all of our sponsors we have huge local and national support.

- Thanks to the the current Board and past boards who have built the Chamber to what it is today. It has been a pleasure to Chair such a diverse Board. Our board members may have different backgrounds but it is this representation of diverse views, thinking and contribution that has helped the Chamber to where it is today and can achieve great things for our region.
- Jeremy thanked Tony for all his effort during the year
- Tony thanked Janette and Shelley, they always make Chamber members feel welcome and their understanding of what the Chamber is about helps then go the extra mile to help our members.

Resolved

"That the President and Chief Executive report be received"

Moved: Tim Robinson Seconded: Rob Meadows All in favour

Financial Report

Treasurer Danny Douglas spoke to the report.

Treasurer's Report – year ended 31 December 2016

Profitability

A net surplus of \$21,539 for the year compared to loss of \$1,173 in 2015. This was from the hard work that Tony, Janette and Shelley have all done which has contributed to all of these increases.

Revenue

Overall revenue grew from \$193k in 2015 to \$210k in 2016

Changes in revenue streams:

- Business awards up nearly 4k to \$30,000 from \$26,300 in 2015, including additional sponsorship for awards
- Business Mentors was down approximately \$1,500
- Membership subscriptions were up \$2.5k. Membership total at 453 compared to 422 in 2015
- Seminars and functions have decreased by 1k but still 2.5k up on 2014
- Whangarei maps up a little over 2k
- Business to business publication contributed 3.7k this was moved into the 2016
- Sponsorship was up just over 9k mainly due great local sponsor Ricoh Northland and some of our Alliance Partners Vodafone, OfficeMax and Noel Leeming

Expenses

Total expenses are down by approximately \$3k. The major area was in reduction of depreciation on assets and disposal of obsolete assets. Also the rent from the move to The Orchard in November has helped and will do so going forward. Most other expenses have resulted in similar costs to prior year.

Financial position

As at 31 December the Chamber held \$83K of assets made up of:

Bank balances	\$51.5k up from 39k prior year
Debtors	\$21.7k up from \$16.6k
Equipment	\$9.7k includes cost of the Chamber share of Orchard fit-out
Total Assets	\$83k
Less Liabilities	\$12.25k – suppliers and IRD
Giving Accumulated Members Fund	\$70.8k up from 49.25k

Future Focus

- Expand revenue streams
- Utilise funds to develop services

Danny thanked Tony, Janette and Shelley.

Q&A

Alan Martin raised that the financial report should be "Income and Expenditure" not "Profit and Loss"
 Danny advised that this would be noted.

Jeremy thanked Danny

Resolved

"That the financial statements be approved"

Moved: Paul Dunn Seconded: Trish Madison All in favour

Appointment of Auditor

Motion: "to appoint an Auditor for 2017"

Resolved

"That BDO Northland be appointed for 2017"

Moved: Tim Robinson Seconded: Murray Broadbelt All in favour

Appointment of Honorary Solicitors

Motion: "That WRMK be appointed as Honorary Solicitors"

Resolved

"That WRMK be appointed Honorary Solicitors for 2017"

Moved: Trish Madison Seconded: Rob Meadows All in favour

Further to the Apologies at the beginning of the AGM Janette advised that there were more apologies to be included

Name	Company
Ken Wilson	Advantage Business
Steve Davis	Surge Consulting
John & Paul Kearney	Total Idea Co
Hayden Keast	BDO
Brett Donovan	Donovan Group Ltd

Moved: Tim Robinson Seconded: Paul Dunn All in favour

Tony Collins as the Returning officer conducted the election.

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.

Election for President

"As per the nominations received prior to the February 7th, 2017 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"

Jeremy Tauri	Plus Chartered Accountants	President
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Moved: Tim Robinson Seconded: Rob Meadows All in favour

Election for Vice President

"As per the nominations received prior to the February 7th, 2017 closure date, the following person have been nominated for the position of Vice President."

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

Paul Dunn	Marine North	Vice President
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Moved: Tim Robinson Seconded: Rob Meadows All in favour

Election for Treasurer

"As per the nominations received prior to the February 7th, 2017 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"

Danny Douglas	Gilmore Taylor Associates	Treasurer
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Moved: Paul Dunn Seconded: Rudy Kokx All in favour

Election of Board

Board of Directors

"As per the nominations received prior to the February 7th, 2017 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
Brett Donovan	Donovan Group NZ Ltd	Board of Directors
Tim Robinson	Spark Digital	Board of Directors
Terry Sage	Business Coaching New Zealand	Board of Directors
Ryan Welsh	WRMK	Board of Directors

Wayne Roycroft withdrew his nomination to the position of Board member

Motion – "That as per the nominations received prior to the February 7th, 2017 closure date, the following six persons will be elected to the position of Board member unopposed."

Ken Wilson	Advantage Business	Board of Directors
Richard Cranenburgh	On the Edge Design	Board of Directors
Rob Meadows	NorthTec	Board of Directors
Suzanne(Sue) Walters	Ricoh Northland	Board of Directors
Tony Shi	SwitchMSP	Board of Directors
Virginia Craig	Henderson Reeves Connell Rishworth	Board of Directors

Moved: Tim Robinson Seconded: Paul Dunn All in favour

General Business

No general business.

Conclusion of Formal Meeting.
The meeting closed at 5.25 p.m.

The AGM was followed by a presentation from Michael Barnett CEO of the Auckland Regional Chamber of Commerce.

President and Chief Executive Report for 2017

Welcome to the Chamber's 115th Annual General Meeting.

INTRODUCTION

It is a pleasure to present the 2017 Annual Report to the members of the NZ Chambers of Commerce Northland. Business confidence remains strong and Northland businesses are continuing to grow, along with our region's population. As the region's voice for business and the largest private sector business group in Northland, the Chamber continues to play a key role in promoting and supporting this growth.

MEMBERSHIP

Membership growth continues to remain strong and we look forward to when our membership numbers are at a level that allows us to provide more tailored offerings to meet the diverse nature of Northland businesses (and their owners), along with more regional penetration and a membership profile that truly reflects Northland business. If you are a member of the Chamber we encourage you to speak with us, tell us what you want from your membership and find out what we have to offer. Then it would be great if you could set yourself a target to encourage fellow business people to join by letting them know how we have helped your business.

A VOICE FOR BUSINESS

There is a need for the private sector and SME's in particular to speak with a single voice as to what is important in making it easy for them to generate wealth which in turn underpins a wide range of social and cultural well-beings. Northland Chamber of Commerce continues to maintain a profile and reputation as the positive voice for Northland businesses and the regional economy. We endeavour to do this in a positive and constructive manner that we believe is beneficial to local business.

This is an important factor to consider when it comes to Advocacy. It's also important to say that we are not an economic development agency, that role is with Northland Inc, but we do provide business development services and networking and celebrate the successes of those that are part of the business community with our awards evening.

We 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.

This year the Chamber made comment on/made submissions to or were involved in many issues including:-

UFB2, Cruise Ships, labour market constraints, Immigration, North Port, Youth employment, business attraction, Refining NZ, General Elections, Hundertwasser, Business Confidence Survey, Economic Development Strategy, Retail, CBD, Safer Whangarei, Roding – Transit NZ, Ease of Business and Healthy Families NZ.

The support and accessibility of Northland's media is deeply appreciated in helping us be the voice for Northland business. We receive generous support from our various media partners and it is very satisfying to see this relationship continue 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.

EVENTS, NETWORKING AND SERVICES

As with every year there are many things we do that help build our own capability as an organisation and to maintain our relevance to our membership base. Last year these included:

- Business Mentors New Zealand.
- Westpac Northland Business Excellence Awards
- A full calendar of BA5 events
- Various Speakers Events
- Regional Business Partnership with Northland Inc
- Ease of Business initiative
- Innovate Northland “celebrating a great idea”
- Representing Northland at the International Chambers of Commerce Congress in Sydney

We will continue to examine what opportunities we can provide for our members to increase their market reach through networking and what additional offers we can make. In the coming year we are excited to be testing a new event called The Business Mix with a view to meeting a currently unmet need in our local business environment.

The Chambers flagship networking event is the Business After 5. These events continue to remain very popular with a high demand in hosting requests. Both hosts and attendees saw them as an effective forum to develop strong business contacts. For chamber staff and board members attending these events provides an opportunity to meet with the members and receive feedback from them on the Chamber’s performance at these events.

These member events would not be possible without Tony Collins our CE, Janette and Shelley who have delivered great results and who are not afraid to look at new opportunities to support members and business development. We ask our members and business to continue to support our efforts, engage and provide us with views to ensure business is represented in the North.

OUR ALLIANCE PARTNERS

If you are not aware of the savings made available to you by our partners then please contact us to find out more. The generosity of our national sponsors Vodafone, Z, Noel Leeming, Mercury Energy, Hertz, Air New Zealand, Westpac and OfficeMax along with those offered by various regional members ranging from web services, accommodation, health services etc. is deeply appreciated. Their support enables the Chamber to offer the scope and level of service that it does.

CELEBRATING THE BEST IN BUSINESS

The 2017 Westpac Northland Business Excellence Awards once again provided the opportunity for Northland to acknowledge the 'Best in Business'. The new format was a great success and we have a number of learnings from it that will make next year even better. A separate report on the Awards is included in this Annual Report.

FINANCIAL POSITION

The financial position of the Chamber is still strong. It has improved year on year and part of this is related to increase in membership. We need to continue to diversify our income stream, while at the same time focus on delivering those benefits that are relevant to our membership base.

POSITIVE LEADERSHIP AND GOVERNANCE

The role of the board can sometimes be overlooked but without their commitment and strategic leadership the Chamber in Northland would not be where it is today. Thanks must go to them for their ongoing support and to those leaving the board we wish you well and look forward to you continuing to be involved in Chamber activities outside of the board room. Chairmanship of the Executive has been provided by Jeremy Tauri and Tony would personally like to thank him for the assistance he has given and look forward to his continued contribution.

Our board is diverse and has a mixture of different industry of differing sizes and viewpoints for thorough conversation. It’s also important to point out that through our membership and events

we are a self-funding organisation. We don't rely on a source of income from government, councils or a particular organisation and so are independent of any influence to truly represent our members' interests effectively.

As a chamber and as a business, our board considers an important question to ask ourselves "Is the chamber still relevant?" To answer that question there are a number of things to consider. History would say that the last 115 years for Northland's chamber certainly make it a long living organisation, in itself that's an achievement. We also know that the chambers of commerce as an organisation have existed since 1599 and their core function to represent merchants, industry, commerce and business as a collective voice is still a necessity.

Our staff are so committed to the membership and the level of service they provide to the executive and the members has played no small part in the memberships continued growth. So once again a very warm thank you to Janette and Shelley who are both incredibly conscientious workers with a deep understanding of what the Chamber is all about.

THE FUTURE

We are committed to continue to be responsive to our changing business environment and explore opportunities to grow, improve the diversity of our membership and be truly representative of Northland businesses. The chamber will continue to evolve but the purpose for its existence, as a voice for business and building better businesses, will remain at its core.

As always thankyou to all our members, without whom we have no reason to exist because the Chamber is nothing more than a membership organisation and our primary objective is to benefit our member's businesses.



Jeremy Tauri
President
NZ Chambers of Commerce Northland



Tony Collins
CE
NZ Chambers of Commerce Northland

Financial Statements

Chamber of Commerce and Industry of Northland Inc
As at 31 December 2017

Contents

3	Statement of Profit or Loss
5	Balance Sheet
6	Notes to the Financial Statements
8	Depreciation Schedule
10	Independent Audit Report

Statement of Profit or Loss

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2017

	NOTES	2017	2016
Income			
Annual awards	2	30,988	30,036
Business to business publication		3,375	3,725
Business mentors		1,362	7,086
Interest		461	268
Office services		8,815	5,007
Other income		930	390
Regional business partners		20,000	20,000
Seminar and function		7,023	11,402
Sponsorship		15,375	14,962
Subscriptions		107,569	104,903
Whangarei maps		11,348	12,611
Total Income		207,244	210,390
Gross Surplus		207,244	210,390
Expenses			
Administration			
Advertising		-	470
Audit fees		2,150	2,000
Bank Charges & Interest		248	263
Computer Expenses		2,765	2,773
General expenses		3,362	4,239
Postage		2,833	3,030
Printing stationary and office expenses		1,991	2,104
Salaries and contractors		151,716	139,039
Sponsorship		348	322
Telephone		5,047	5,718
Travel and conferences		3,460	2,644
Vehicle Expenses		5,728	5,458
Total Administration		179,648	168,061
Occupancy and standing			
A.C.C. Expenses		221	212
Insurance		1,237	1,216
Photocopier - Lease		4,768	4,768
Rent		9,627	12,907
Total Occupancy and standing		15,852	19,102
Non cash expenses			
Depreciation Expense		2,181	1,557

This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 10.

Statement of Profit or Loss

	NOTES	2017	2016
Loss on Sale		5	131
Total Non cash expenses		2,186	1,688
Total Expenses		197,685	188,851
Excess (deficit) income over expenditure		9,560	21,539



This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 10.

Balance Sheet

Chamber of Commerce and Industry of Northland Inc As at 31 December 2017

	NOTES	31 DEC 2017	31 DEC 2016
Assets			
Current Assets			
Westpac Cheque		27,543	30,672
Westpac 25		6	6
Westpac 28		41,370	20,906
Accounts Receivable		25,123	21,739
Prepayments		143	-
Total Current Assets		94,186	73,322
Non-Current Assets			
Property, Plant and Equipment	5	9,444	9,719
Total Non-Current Assets		9,444	9,719
Total Assets		103,630	83,042
Liabilities			
Current Liabilities			
GST Payable		410	2,373
Accounts payable		10,220	5,747
Accruals		9,013	2,468
Income in Advance		3,639	1,667
Total Current Liabilities		23,282	12,253
Total Liabilities		23,282	12,253
Net Assets		80,348	70,789
Represented by:			
Accumulated funds			
Opening Balance		70,789	49,249
Current Year Earnings		9,560	21,539
Total Accumulated funds		80,348	70,789
Total Represented by:		80,348	70,789



President

Date 21.2.18



Treasurer

Date 21.2.18

This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 10.

Notes to the Financial Statements

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2017

1. Statement of Accounting Policies

Chamber of Commerce & Industry of Northland Inc is an Incorporated Society established under the Incorporated Societies Act 1908. The financial statements have been prepared in accordance with the rules of the Society.

Basis of preparation

These financial statements have been prepared on a Special Purpose basis which has been derived primarily from previously applicable Financial Reporting standards and statements of standard accounting practice.

Accounts receivable

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

Revenue

Revenue is recorded when invoiced and is therefore not necessarily captured on an accruals basis. For instance advertising and subscriptions are recognised as revenue when invoiced as opposed to the financial year that the service relates.

Historical cost

These financial statements have been prepared on a historical cost basis, except as noted otherwise below. The financial statements are presented in New Zealand dollars (NZ\$) and all values are rounded to the nearest NZ\$, except when otherwise indicated.

Goods and services tax

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 Balance Sheet.

Property, plant and equipment

Property, plant and equipment are included at cost less aggregate depreciation provided at rates set by the committee. 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.

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 Audit 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 previous year.

	2017	2016
2. Annual Awards		
Income	124,470	122,162
Less expenses	(93,482)	(92,126)
Total Annual Awards	30,988	30,036

3. Capital Commitments

Capital commitments at balance date are nil (2016: nil)

4. Bank overdraft

The westpac cheque account has an overdraft limit of \$10,000.00 (2016: \$10,000). There is no specific security in place for this arrangement.

	2017	2016
5. Property, Plant and Equipment		
Plant and Equipment		
Plant and machinery owned	34,784	41,546
Accumulated depreciation - plant and machinery owned	(25,340)	(31,827)
Total Plant and Equipment	9,444	9,719
Total Property, Plant and Equipment	9,444	9,719

6. Contingent liabilities

There are no contingent liabilities at year end (2016: \$Nil).

7. Related Party (2016 and 2017)

By nature of the organisation members of the Board are also members of the Society. Transactions for membership, the annual awards and any sundry purchases take place at an arms length basis.

Depreciation Schedule

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2017

NAME	PURCHASED	COST	OPENING VALUE	DISPOSED	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Plant and equipment								
Board table - grey	30 Nov 2016	559	555		8.50%	48	-	508
Boardroom chairs - 16	31 Dec 2009	4,118	-		10.00%	-	-	-
Boardroom table	31 Dec 2009	3,236	-		10.00%	-	-	-
Cabinets/shelves	31 Dec 2009	1,100	-	1 Jan 2017	10.00%	-	-	-
Chairs - board table (6)	30 Nov 2016	450	446		10.50%	47	-	399
Computer	23 Mar 2016	2,335	2,043		50.00%	1,021	-	1,021
Desk - 3 pod with screen	30 Nov 2016	2,309	2,293		8.50%	196	-	2,096
HDT 1047 HP computer	31 Dec 2009	2,825	1	1 Jan 2017	48.00%	-	1	-
HDT 1047 HP computer	31 Dec 2009	2,825	1	1 Jan 2017	48.00%	-	1	-
HP laptop	31 Dec 2009	1,644	1	1 Jan 2017	60.00%	-	1	-
HP Probook laptop	31 Aug 2017	1,910	-		50.00%	398	-	1,512
Kitchen table - Brown	30 Nov 2016	299	297		8.50%	25	-	271
Laptops x 5	1 Apr 2012	4,020	157		50.00%	79	-	79
Locker - white	30 Nov 2016	306	303		10.50%	32	-	271
Monitor LCD Phillips 17"	31 Dec 2009	413	-		60.00%	-	-	-
Office cabinet - white	30 Nov 2016	648	642		10.50%	68	-	574
Office chairs - black (3)	30 Nov 2016	734	728		10.50%	77	-	651
Office fitout - share of cabling, electrics etc	30 Nov 2016	1,758	1,748		7.00%	123	-	1,625
Porcelain whiteboard	31 Dec 2009	445	2		48.00%	1	-	1
Reception desk	31 Dec 2009	489	133		15.60%	21	-	113
Samsung camera	31 Dec 2009	178	2	1 Jan 2017	48.00%	-	2	-
Signage	31 Dec 2009	470	172		12.00%	21	-	152
Signs	31 Dec 2009	545	194		12.00%	23	-	171

Depreciation Schedule

NAME	PURCHASED	COST	OPENING VALUE	DISPOSED	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Vacuum cleaners	31 Dec 2009	100	-	1 Jan 2017	20.00%	-	-	-
Website update	1 Oct 2013	9,740	-		40.00%	-	-	-
Total Plant and equipment		43,456	9,719			2,181	5	9,444
Total		43,456	9,719			2,181	5	9,444

**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF CHAMBER OF COMMERCE AND INDUSTRY OF NORTHLAND INC.**

Opinion

We have audited the financial statements of Chamber of Commerce and Industry of Northland Inc. ("the Society"), which comprise the balance sheet as at 31 December 2017, and the statement of profit or loss for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements of the Society for the year ended 31 December 2017 are prepared, in all material respects, in accordance with the accounting policies specified in Note 1 to the financial statements.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) ("ISAs (NZ)"). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Society in accordance with Professional and Ethical Standard 1 (Revised) *Code of Ethics for Assurance Practitioners* issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

BDO Northland Limited pays a subscription fee to the Society. Partners and staff of our firm may attend Society events on an arm's length basis from time to time. Other than this and in our capacity as auditor we have no relationship with, or interests in, Chamber of Commerce & Industry of Northland Inc.

Emphasis of Matter - Basis of Accounting and Restriction on Distribution and Use

We draw attention to Note 1 to the financial statements, which describes the basis of accounting. The financial statements are prepared solely for the Society's members, as a body. As a result, the financial statements may not be suitable for another purpose. Our report is intended solely for the Chamber of Commerce & Industry of Northland Inc. and the Society's members, as a body, and should not be distributed to or used by parties other than the Chamber of Commerce & Industry of Northland Inc. the Society's members. Our opinion is not modified in respect of this matter.

Board Members Responsibilities for the Financial Statements

The Board Members are responsible for the preparation of the financial statements in accordance with the accounting policies specified in Note 1 to the financial statements and for such internal control as the Board Members determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board Members are responsible for assessing the Society's ability to continue as a going concern, disclosing, as applicable, matters relating to going concern and using the going concern basis of accounting unless the Board Members either intend to liquidate the Society or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs (NZ), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Society's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board Members.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the Board Members and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Society's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Society to cease to continue as a going concern.

We communicate with the Board Members regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Who we Report to

This report is made solely to the Society's members, as a body. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Society and the Society's members, as a body, for our audit work, for this report or for the opinions we have formed.



BDO Northland
Whangarei
New Zealand
23 February 2018



**Westpac Northland
Business Excellence Awards**

NZ CHAMBERS OF COMMERCE
NORTHLAND
Business Vitality

2017



**INSPIRING
BUSINESS
SUCCESS**

2017 Westpac Northland Business of the Year Supreme Award Northland Emergency Services Trust



	2017	2016	2015	2014	2013	2012	2011	2010	2009
Number of Entries	71	71	79	76	80	81	67	50	40
Net Profit	\$30,998	\$30,036	\$26,328	\$25,973	\$23,420	\$8,071	\$28,010	\$35,883	\$33,221
No. tickets sold	341/37	340	340	353	360	427	413	472	459
Sponsorship \$\$	↑	↑	↑	↑	↑	↓	↔	↓	↓
Media Profiling	↑	↑	↑	↑	↑	↑	↑	↑	↑

Business Coaching New Zealand Best Emerging Business Award
Level

Ricoh Northland Excellence in Business – Micro Business Award
Sarahlee Studio

Henderson Reeves Excellence in Business – Small Business Award
Three Hairdressing

GBC Winstone Excellence in Business – Medium Business Award
Northland Emergency Services Trust

Vodafone Excellence in Business – Large Business Award
Ten4 Transport Engineering

Top Energy Not for Profit Organisation Award
Northland Emergency Services Trust

ACC Workplace Safety Award
Dive!Tutukaka/Northland Emergency Services Trust

Creative Northland Excellence in Arts Business Award
Memory Lane

More FM Customer Choice Award – Retail
Mint Floral Ltd

More FM Customer Choice Award – Service Provider
Uber Group Ltd

Judges Commendation Award
Ohaeawai Community Education Trust

Northland Inc – Innovate Award
Dataphyll Ltd

Northland Regional Council Sustainable Business Award
Waitangi Treaty Grounds

The Northern Advocate Business Hall of Fame inductee
The Hundertwasser Project Team