

NZ CHAMBERS OF COMMERCE

**North Chamber**

*Business Vitality*

## ANNUAL REPORT 2021

*Our mission is to inspire and influence business vitality.*



# Contents

Value of Membership	2
Executive Board March 2021 to March 2022	3
AGM Agenda	4
Nominee profiles	7
Minutes of 118 <sup>th</sup> AGM	12
Report: President	17
Report: Chief Executive	19
Report: Audited Financial Report for 2021 – BDO	Attachment 1
Report: Business Excellence Awards 2021	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.

## **Advocacy**

NorthChamber is here to provide the best commercial environment in which you can achieve your business goals. We do this by giving business a "voice". The Chamber works on your behalf to influence the rules and regulations that local councils and central government impose on business in order to minimise compliance costs and optimise your business performance. We will be your advocate when you need us and can assist you in overcoming obstacles.

## **Services available:**

- Lobbying & Advocacy
- Submissions to local and central government
- Economic reporting to business
- Legislation updates

## **Make the most of your well-earned profits**

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

## **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.**

## **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.

# Executive Board for 2021

The members of the executive as decided or confirmed at the 2020 AGM were.

Tim Robinson	Bernina Northland	President
Jeremy Tauri	Plus Chartered Accountants Ltd	Past President
Sue Walters	Northland Scaffolding Ltd	Vice President
Danny Douglas	Gilmore Taylor Associates Ltd	Treasurer
Ryan Welsh	WRMK	Board Member
Ken Wilson	GT Advantage Ltd	Board Member
Murray Broadbelt	Employer Services Ltd	Board Member
Mike Kanji	2f2f Ltd t/a Far North Business & Event Hub	Board Member
Jeroen Jongejans	Dive!Tutukaka	Board Member
Dr Maggie Buxton	AwhiWorld Ltd	Board Member
Denis Orme	Denis Orme Photography	Board Member
Tony Savage	WRMK	Board member
Trevor Griffiths	Griffiths & Associates Ltd	Board Member

## Council representatives

Cr Ken Couper	Whangarei District Council
Cr Eryn Wilson-Collins	Kaipara District Council
Cr David Clendon	Far North District Council

## Ministry of Social Development representative

Darrell Lambert (resigned December 2021)

## Resignations during the year

-

## Co-opted during the year

- Toa Faneva as replacement NorthTec rep for Lyn Cheyne

## Standing down for re-election as required by constitution

Tim Robinson – President  
Sue Walters – Vice President  
Danny Douglas – Treasurer  
Murray Broadbelt  
Tony Savage

## Standing for election

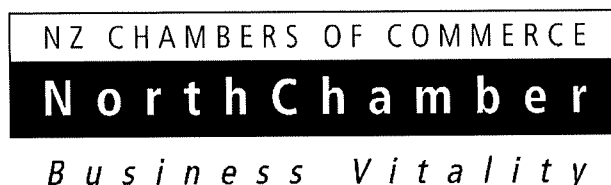
Janine Abernethy  
Darrell Trigg  
Natalie Blandford

## Board members not re-standing

Dr Maggie Buxton  
Denis Orme  
Trevor Griffiths  
Ryan Welsh  
Mike Kanji



# AGM Agenda



**CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC**  
**119<sup>th</sup> ANNUAL GENERAL MEETING**  
**To be held Wednesday 9<sup>th</sup> March 2021**  
**1700hrs at The Orchard, Puawai meeting room, Cnr Walton & Vine St, Whangarei**  
 (Quorum required - Fifteen Financial Members)  
 Members attending by ZOOM

## AGENDA

### 1. Apologies

Name	Company
David Templeton	Northland Inc.
Ken Wilson	GT Advantage
Tony Savage	SavageLaw Ltd

### 2. Obituaries

The Chamber would like to acknowledge the passing of the following members  
 Arthur Brasting, Gaye Billings, Peter Faber, Chris Anderson, Fran Lawrence, Jeroen Jongejans

### 3. Minutes of the 118th Annual General Meeting

### 4. Matters Arising

### 5. President's Report

### 6. Chief Executive'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. Appointment of mIR owner for Inland Revenue Online Services

Motion: "that Janette Dobbs be retained as myIR owner for Inland Revenue Online Services in her role as Executive Assistant to complete the Chamber tax requirements"

### 11. Election of Officers – Stephen Smith, Returning Officer

### 12. General Business

## 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 CE Northland Chamber of Commerce in writing prior to the 8<sup>th</sup> 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

Motion – “That as per the nominations received prior to the February 7<sup>th</sup>, 2022 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”

Tim Robinson	Bernina Northland Ltd	President
--------------	-----------------------	-----------

### 11.2 Election for Vice President

“As per the nominations received prior to the February 7<sup>th</sup>, 2022 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”

Sue Walters	Northland Scaffolding Ltd	Vice President
-------------	---------------------------	----------------

### 11.3 Election for Treasurer

“As per the nominations received prior to the February 7<sup>th</sup>, 2022 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 Associates Ltd	Treasurer
---------------	-------------------------------	-----------

**11.4 Board of Directors**

As per the nominations received prior to the February 7<sup>th</sup>, 2022 closure date, the following persons have been nominated for the position of Board member”

**The following current Board members will automatically retain 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.*

<b>This year none of the</b>	<b>Board fit this criterion</b>	

**The following members have been nominated for election to the Chamber Board**

Motion – “That as per the nominations received prior to the February 7<sup>th</sup>, 2022 closure date, the following five persons will be elected to the position of Board member unopposed.”

Janine Abernethy	Marsden Metals Group Ltd	Board of Directors
Darrell Trigg	Trigg Construction Ltd	Board of Directors
Natalie Blandford	Project Apōpō	Board of Directors
Murray Broadbelt	Employer Services Ltd	Board of Directors
Tony Savage	WRMK	Board of Directors

**12. General Business**

No general business

Conclusion of Formal Meeting.

# Nominee Profiles

## Nominations for new Board members



### **Janine Abernethy (Marsden Metals Group Ltd) - Board of directors**

Janine Abernethy General Manager of MMGroup - Marsden Metals and Marsden Waste.

We are committed to serving our community and to supporting the prosperity of our community through growth in the economics of our region.

As the General Manager I have structured our team so that I can spend around 20% of my workday focused on the big picture of how good business in Northland will support the goal of making Northland a wonderful place to work and live.

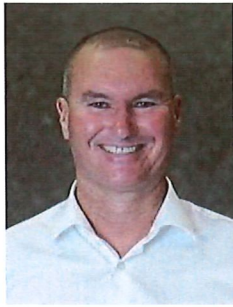
I have experience as a board member in both private enterprise and Government Policy areas.



### **Natalie Blandford (Project Apōpō) - Board of directors**

Natalie is proud to be the proprietor of Project Apōpō - an Amotai registered Māori business, and Northland's leading construction project managers delivering regenerative environmental legacies.

As a PMP certified Senior Project Manager with more than 18 years of experience working with consultancy, local government and central government organisations, Natalie leads award-winning project teams and has a strong track record of using globally recognised systems to manage her construction and other sector projects for environmental benefit alongside other project goals. Natalie has ancestral connections to Ngapuhi and Ngai Tahu and an aptitude for working in partnership or in consultation with Māori organisations on projects.



### **Darrell Trigg (Trigg Construction Ltd) - Board of directors**

Darrell's governance journey began over twenty years ago as a Director of Trigg Construction Ltd. From there Darrell realised the value of best practice governance and became a Director of the Auckland Registered Master Builders Assn. from there Darrell has been involved in multiple advisory roles across the NZ built environment. The four directorship he currently holds, draw on that experience to add real value to each organisation.

Darrell's strengths lie in practical solutions, best practice governance and not being frightened to wade into the heavy stuff to get the correct outcome for the business.

## **Nominations for current Board members re-standing for election**



### **Murray Broadbelt (Employer Services Limited) - Board of Directors**

Murray is the Managing Director of Employer Services Ltd established in 2002, an employment relations consultancy based in Whangarei. Prior to this Murray spent 6 years serving employers and businesses throughout Northland as manager of the Employers and Manufacturers Association's Northland office.

Employer Services Ltd client base extends as far as Invercargill but maintains a strong Northland presence from its offices in Maunu Rd, Whangarei.

Murray is currently a Trustee/Board Member of the Northland Emergency Services Trust (Northland Rescue Helicopters) and was a Trustee/Board Member of Foundation North (formerly the ASB Community Trust) for eight years until 2020.





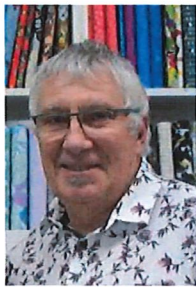
### **Tony Savage (Savage Law) - Board of Directors**

Northchamber takes a leading role in the economic transformation of Northland.

My background and skills help Northchamber continue to be very effective in advancing business in Northland and making sure we maximise all the opportunities available to our region.

I have been part of a campaign for better transport links, diversification of our economy and a huge increase in investment in Northland.

## **Nominations for President**



### **Tim Robinson (Bernina Northland) - President**

Tim is co-owner and director of Bernina Northland Sewing Centre following 33 years in ICT with Spark NZ/Gen-I, partnering with customers for innovative solutions to enhance business performance. These endeavours, and especially his retail business, have provided an invaluable insight into the issues affecting business.

He was raised in Whangarei and attended WBHS. Currently Secretary of the Kai Iwi Lakes Water-ski Club and former chair of the Board of Trustees for Whangarei Boys High School.

Tim has served the Chamber Board for over 15 years, in position of Director, Vice President and President. Tim brings sound business, governance, and relationship management, in the regional environment, plus board succession and continuity.

## **Nominations for Vice President**



### **Sue Walters (Northland Scaffolding) - Board of Directors and Vice President**

It is an honour to be part of the Chamber of Commerce board. Northland is lucky to have a talented group of businesspeople working hard for our region's economy. The networking opportunities that are available through the Chamber are an excellent way to connect with fellow business owners.

Whangarei has always been my home and I Love it Here! I have a genuine passion to see our city and region grow and prosper; to be an exciting and vibrant place to live where there are both traditional and innovative job opportunities and where the community looks after it's own.

## **Nominations for Treasurer**



### **Danny Douglas (Gilmore Taylor Associates Limited) - Treasurer**

Danny Douglas (Partner at Gilmore Taylor Associates Limited) – Treasurer Danny is Northland educated and trained. He has been working for in the accounting industry since 2003.

Prior to being employed as an accountant Danny worked various jobs in different industries.

His experience at Gilmore Taylor Associates Limited has helped to develop a keen interest in helping businesses to grow and achieve their goals.

Danny has 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.

## **Nominations for current Board members automatically re-elected as per the constitution**

No current board members will automatically be re-elected this year

# Minutes of 118th AGM

THE CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INCORPORATED

## Minutes of the 118th Annual General Meeting

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

Wednesday March 10<sup>th</sup> 2021 at 5.00 pm

Tim Robinson (President) welcomed members to the 118th Northland Chamber AGM.

### Present

Name	Business Name
Angela Gill	Westpac
Cameron Thompson	NDSL
Cordelia Cheung	TLC Partners
Danny Douglas	Gilmore Taylor
David Clendon	FNDC
David Templeton	Northland Inc
Dean Abel	Mentor
Denis Orme	Denisormephoto.com
Di Errington Crawford	On Track Book Keeping
Dr Maggie Buxton	AwhiWorld
Fiona Taylor	Abbey Barn B&B
Greg Alexander	NZME
Gwendolyn Needham	HIGHWISE Leadership
Jeroen Jongejans	Dive!Tutukaka
Ken Walker	Air New Zealand
Leo Unger	Human Assets
Lyn Cheyne	NorthTec
Mike Kanji	2f2f Ltd
Murray Broadbelt	Employer Services Ltd
Natalie Blandford	Project Apopo
Niamh O'Neill	NorthChamber
Paul Batchelder	UIT Limited
Pete Gregory	Hotprintz
Sarah Petersen	Northland Inc
Steve Smith	NorthChamber
Sue Walters	Northland Scaffolding
Susan Cooney	Oxygen8 Business Consulting
Tim Robinson	Bernina Northland
Tony Collins	WDC
Trish Madison	Audits AML (NZ) Ltd

**Apologies**

<b>Name</b>	<b>Business Name</b>
Ken Wilson	GT Advantage
Hon Kelvin Davis	Labour Party
Guy Slocum	Sentinel International
Janette Dobbs	NorthChamber
Cr Eryn Wilson-Collins	Far North District Council
Tayla Marsh	Connected
Alan Martin	Life Member
Guy Wilkinson	Renovation Warehouse
Jeremy Tauri	Plus Chartered Accountants
Nicki Kane	Spence Assets

**Resolved****"That the apologies be accepted"****Moved: Tim Robinson****Seconded: Trish Madison****All in favour****Obituaries**

We have not been notified of any obituaries.

**Minutes of the previous AGM****Resolved****"That the minutes of the 117th AGM on 11th March 2020 be confirmed as a true and correct record"****Moved: Tim Robinson****Seconded: Murray Broadbelt****All in favour****Matters Arising**

No Matters Arising

**President & Chief Executive Report**

Both Tim Robinson and Stephen Smith indicated that they would present their report at the BA5 event immediately after the AGM. These reports are included within the Annual Report.

**Financial Report**

Treasurer's Report by Danny Douglas– year ended 31 December 2020

**1. Profitability**

The Chamber has reported a net loss of \$17,184 for the year compared to loss of \$17,036 in 2019. In this challenging time want to thank the hard work from all the staff Steve, Janette, Rebecca Paulette and Niamh have all done in a tough year.

**2. Revenue**

Overall revenue increased to \$292k from \$214k when including the Covid Wage Subsidy  
Changes in revenue streams:

- Business awards held steady at \$26K
- Business Mentors was up approx. \$6.5k
- Membership subscriptions were up slightly at \$114k. Membership total at 482 compared to 481 in 2019
- Sponsorship was up and it is great we still received great support from Vodafone, OfficeMax, Noel Leeming and Z Energy being the main alliance partners.
- Once again we have had the Ministry of Social Development work that has been done on the Whangarei CBD, employment enhancement and JobLab. I would like to thank the MSD for



the support and assistance they have given us this year and the ongoing future relationship that is helping with events like the Job lab

### **3. Expenses**

Total expenses were up by approximately \$77k. The major area was staff remuneration., JobLab costs. Most other expenses have resulted in similar costs to prior year or slight increase over the prior year. The big rise in wage costs with accrual of wages and holiday pay for leave not taken due to Covid, and additional wages for providing support for businesses

### **4. Financial position**

As at 31 December the Chamber held \$151K of assets made up of:

Bank balances	\$117k
Debtors	\$24k
Equip	\$10k includes cost of the Chamber share of Orchard fitout
Total Assets	\$151k
Less Liabilities	\$97k – suppliers and IRD, income in advance of 61k
Giving Accumulated Members Fund	\$71k down from 88k

### **5. Future Focus**

- continue to expand revenue streams, as shown by MSD assistance and CBD developments,
- Utilise funds to continue to develop services

Again I offer thanks the Chamber staff for all of their work over the last 12 months.

**Resolved**

**"That the financial statements be approved"**

**Moved: Trish Madison**

**Seconded: Murray Broadbelt All in favour**

### **Appointment of Auditor**

**Motion: "to appoint an Auditor for 2021"**

**Resolved**

**"That BDO Northland be appointed for 2021"**

**Moved: Danny Douglas**

**Seconded: Trish Madison**

**All in favour**

### **Appointment of Honorary Solicitors**

**Motion: "That WRMK be appointed as Honorary Solicitors"**

**Resolved**

**"That WRMK be appointed Honorary Solicitors for 2021"**

**Moved: Tim Robinson**

**Seconded: Trish Madison**

**All in favour**

### **Appointment of mlR owner for Inland Revenue Online Services**

**Motion: "That Janette Dobbs be retained as myIR owner for Inland Revenue Online Services in her role as Executive Assistant to complete the Chamber tax requirements"**

**Resolved**

**"That Janette Dobbs be retained as myIR owner for Inland Revenue Online Services for 2019"**

**Moved: Tim Robinson Seconded: Murray Broadbelt**

**All in favour**

**Tim handed over to Steve Smith as the Returning officer to conduct 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 5<sup>th</sup> February 2021 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"**

Tim Robinson	Bernina Northland	President
--------------	-------------------	-----------

**Moved: Murray Broadbelt      Seconded: Sue Walters      All in favour**

#### **Election for Vice President**

"As per the nominations received prior to the 5<sup>th</sup> February 2021 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"**

Sue Walters	Northland Scaffolding	Vice President
-------------	-----------------------	----------------

**Moved: Tim Robinson      Seconded: Murray Broadbelt      All in favour**

#### **Election for Treasurer**

"As per the nominations received prior to the 5<sup>th</sup> February 2021 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
---------------	---------------------------	-----------

**Moved: Tim Robinson      Seconded: Sue Walters      All in favour**

### **Election of Board**

Board of Directors

"As per the nominations received prior to the 5<sup>th</sup> February 2021 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
Ryan Welsh	WRMK	Board of Directors

Tony Savage	WRMK	Board of Directors
Mike Kanji	EC Credit Control	Board of Directors
Trevor Griffiths	Griffiths & Associates	Board of Directors

Motion – “That as per the nominations received prior to the 5<sup>th</sup> February 2021 closure date, the following five persons will be elected to the position of Board member unopposed.”

Dr Maggie Buxton	AwhiWorld	Board of Directors
Jeroen Jongejans	Dive! Tutukaka	Board of Directors
Denis Orme	Denis Orme Photography	Board of Directors
Jeremy Tauri	Plus Chartered Accountants	Board of Directors
Ken Wilson	GT Advantage	Board of Directors

**Moved: Sue Walters**

**Seconded: Tim Robinson**

**All in favour**

### **General Business**

No general business.

Conclusion of Formal Meeting.  
The meeting closed at 5.17 p.m.

The AGM was followed by the Chamber BA5.

# President Report for 2021

Welcome to the Chamber's 119<sup>th</sup> Annual General Meeting.

I thought it would be interesting to review what I wrote last year, as I had concerns about what the longer-term impact of the pandemic would have on our region. Sadly, my sense is that the impact has indeed become increasingly significant, and that the challenges that we are experiencing mid-Omicron are just yet another layer of hardship, on what has been two incredibly difficult years.

Whilst not wanting to take a negative approach to this report, nonetheless I feel it is time to speak out about what is happening out there. I continue to have many conversations with business people from all walks of life, so I believe that what I am hearing is their reality, and it's a reality that needs to be acknowledged and addressed.

The mental health toll on business owners and leaders has been immense, and it is disappointing that despite commitments of over a billion dollars to address mental health as a whole, nothing has been formally made available to help our business community as they continue to keep our community employed and productive. NorthChamber has tried multiple times to access funding to provide support services of a number of different ways, all to no avail.

And then, to layer further challenges, we have an increased minimum wage, compliance, ever increasing supply chain issues, plus wider strategic issues with a sinking lid of investment in public infrastructure, particularly roading.

The roading issue is a very hot topic for NorthChamber. We are 100% opposed to the proposed blanket reduction on speed across the region, and will continue to advocate loud and strong for the correct solution, being significantly increased investment in new and improved roads, including four laneing Whangarei-Auckland.

In the midst of all of this, NorthChamber will continue its proud tradition of being the voice of business across Tai Tokerau. We will not shy away from advocating on your behalf, challenging local and central government when necessary and providing services that support you, as you look to grow and adapt to your chosen markets. Our strong relationships with Northland Inc, MSD, local councils, EMA, plus the nationwide Chamber network mean that we bring real value to you, our members.

It goes without saying, that without our amazing staff; Steve, Janette, Paulette, Niamh & Fiona, we would not have anything to offer you. I said last year that their positive, can-do attitude is infectious, and they deserve our sincere thanks, so please applaud them! That tenacious approach continues, and we owe a debt of gratitude to staff for never giving up, despite having to deal with continuous disruption to virtually everything they do.

In closing, I wish to pay tribute to my very dear friend, business colleague, ultimate passionate Northlander, and long-serving NorthChamber Board member, Jeroen Jongejans. Jeroen's tragic passing has left a gaping hole in many of us. His relentless positivity, laser focus and ability to think and articulate strategically was a gift for us, and we are the poorer for having lost that. We extend our aroha to Kate & the team at Dive! Tutukaka, and will always hold JJ in our hearts. Kia Kaha.

A handwritten signature in black ink, appearing to read 'Tim', with a stylized flourish extending from the end.

Tim Robinson  
President  
Chamber of Commerce & Industry  
of Northland Inc



# Chief Executive Report for 2021

## Executive Summary

Greetings to you all,

2021.... We got through it, and we certainly managed to affect some great outcomes! Firstly, my thanks and congratulations to the Team and our Board, continuation let alone a year with many successes deserves some real celebration.

Here are details of some of our activities:

### Events

48 events delivered despite numerous cancellations and challenges due to covid.

Several our events converted to online as well.

These included 2 x Industry After 5's and related roadshows

13 Business After 5's

12 Chamber Chats sessions

5 Lunch Box Sessions

16 joint events with stakeholders including Northland Inc and Callaghan Innovation, MSD, The Hatea Arts Trust, MP Dr Emily Henderson- Parliamentary updates and, Westpac.

Included in this we launched the awesome Bream Bay Chamber, hosted government ministers, and hosted our first online BA5.

### Membership

Membership remained fairly static around the 500 mark given the upheaval in our business community and considerable effort has been put into managing onboarding and churn by our staff including individual welcome packs, personal invitations to their first networking events.

A 6 to 8 week check in to remind of our services and opportunities and phone calls 4 months prior to membership renewal to check on how they are doing. The refinement of the customer care journey remains a hot topic and one the team are working on to improve retention and engagement, and value for our members.

We successfully concluded our plans to create an endowment fund with the purpose of future proofing NorthChamber and look forward to launching that as a key project this year.

### New Strategic Partners

We have brought on board a number of key new strategic partners including the Northpower/Top Energy joint principal sponsorship of our Business Excellence Awards. Launching a new look brand for the Awards that includes NorthChamber in the visual for the first time helping raise our profile.

We also introduced two new categories and sponsors to the Awards, namely Digital Transformation with Vodafone and WorkPlace Diversity and Inclusion with Te Mana Oranga Trust rounding out our compliment of specialist categories.

### Looking Ahead

In the year ahead we expect to bring you positive news of our Tertiary Precinct project, which is advancing at pace. The early phase of this project will see Northtec migrate much closer to the city centre, bringing fresh life to the CBD and act as the catalyst to significant investment into the region.

Our Business Intelligence Project is one of the most ambitious we have ever undertaken. We started this research in 2021 and will continue it year on year. The outcomes for our business community will be development of efficiencies, growth, and new streams of revenue, which are not possible without this data and the analysis that will flow from it.

NorthChamber remains committed to strongly advocating (very strongly 😊) for the completion of the motorway system north of Auckland, to the point it serves the people of Northland in providing a safer, more efficient corridor with our major trading partner.

Finally, leadership is again on the radar this year and NorthChamber encourages each of you to consider carefully what you feel is best for our region and vote accordingly.  
Very best wishes,



Steve Smith  
Chief Executive  
Chamber of Commerce & Industry  
of Northland Inc

# Financial Statements

Chamber of Commerce and Industry of Northland Inc  
For the year ended 31 December 2021

# Contents

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

# Statement of Profit or Loss

## Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2021

	NOTES	2021	2020
<b>Income</b>			
Annual awards	2	-	26,208
Business mentors		2,413	10,077
CBD Initiative		9,000	9,000
COVID 19 Wage Subsidy		4,318	51,034
Events		9,432	3,334
Interest		70	56
MSD CBD contract		25,625	5,625
MSD - Employment Enhancement		3,775	13,688
MSD Joblab		-	13,000
Office services		4,810	2,370
Other income		4,138	1,772
Sponsorship		8,970	11,223
Subscriptions		126,322	114,061
Whangarei maps		14,894	12,716
WDC Business contracts		33,500	18,025
Te Pukenga		16,983	-
<b>Total Income</b>		<b>264,250</b>	<b>292,190</b>
<b>Gross Surplus</b>		<b>264,250</b>	<b>292,190</b>
<b>Expenses</b>			
<b>Administration</b>			
Advertising		8,288	6,186
Audit fees		2,585	2,300
Bank Charges & Interest		565	328
Commissions Paid		348	-
Computer Expenses		3,945	6,302
FBT payable		3,696	4,353
General expenses		4,724	5,974
MSD Joblab (Expense)		-	9,994
Postage		746	658
Printing stationary and office expenses		3,109	2,716
Salaries and wages		213,130	230,668
Sponsorship		139	130
Telephone		4,626	5,584
Travel and conferences		307	1,249
Vehicle Expenses		11,978	12,840
WDC Bus Intelligence Expense		5,167	-
<b>Total Administration</b>		<b>263,353</b>	<b>289,282</b>
<b>Occupancy and standing</b>			
Insurance		2,489	1,432

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.



	NOTES	2021	2020
Photocopier - Lease		5,409	5,416
Rent		11,816	9,336
<b>Total Occupancy and standing</b>		<b>19,715</b>	<b>16,184</b>
<b>Non cash expenses</b>			
Depreciation and loss on disposal		3,415	3,908
<b>Total Non cash expenses</b>		<b>3,415</b>	<b>3,908</b>
<b>Total Expenses</b>		<b>286,483</b>	<b>309,374</b>
<b>Excess (deficit) income over expenditure</b>		<b>(22,234)</b>	<b>(17,184)</b>


 BDO Northland  
ASSURANCE

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.

# Balance Sheet

## Chamber of Commerce and Industry of Northland Inc As at 31 December 2021

	NOTES	31 DEC 2021	31 DEC 2020
<b>Assets</b>			
<b>Current Assets</b>			
Westpac Cheque	4	95,360	57,419
Westpac Debit card		1,028	501
Petty Cash		40	40
Westpac 25		120,694	47,656
Westpac 28		31,612	11,483
Accounts receivable		29,054	23,873
<b>Total Current Assets</b>		<b>277,787</b>	<b>140,971</b>
<b>Non-Current Assets</b>			
Property, Plant and Equipment	5	6,940	10,356
<b>Total Non-Current Assets</b>		<b>6,940</b>	<b>10,356</b>
<b>Total Assets</b>		<b>284,728</b>	<b>151,326</b>
<b>Liabilities</b>			
<b>Current Liabilities</b>			
GST Payable		19,865	9,259
Accounts payable		3,399	4,774
Accruals		4,502	4,353
Employee Entitlements		17,325	17,586
Income in Advance	9	200,716	61,312
Funds - Ruakaka Chamber	10	7,113	-
<b>Total Current Liabilities</b>		<b>252,920</b>	<b>97,285</b>
<b>Total Liabilities</b>		<b>252,920</b>	<b>97,285</b>
<b>Net Assets</b>		<b>31,808</b>	<b>54,042</b>
<b>Represented by:</b>			
<b>Accumulated funds</b>			
Opening Balance		54,042	71,226
Current Year Earnings		(22,234)	(17,184)
<b>Total Accumulated funds</b>		<b>31,808</b>	<b>54,042</b>
<b>Total Represented by:</b>		<b>31,808</b>	<b>54,042</b>



President

Date 7-3-22



Treasurer

Date 7-3-22

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.

# Notes to the Financial Statements

## Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2021

### 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.
- Grants are recorded as income when the conditions have been met or in accordance with the terms of the contract. Where conditions have not been met or the period of the contract has not elapsed income in advance is recorded in the balance sheet.
- For revenue streams that incur direct trading costs including the Annual Awards, Business Mentors, Maps, Seminars and the Business Mix income is recorded net of expenditure.

#### 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.



## Employee Entitlements

Employee entitlements consists of wages owing but unpaid to employees at year end and accrued annual leave. Employee entitlements are recorded at the effective date of 31 December

## Audit

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

## Revenue and Expenditure Recorded Net

The following income and expenditure streams are recorded net within the financial statements;

- Annual Awards
- Whangarei Maps
- Events

This is on the basis that the net result of these activities is deemed to provide more useful information to the readers than if they were recorded gross.

## 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.

	2021	2020
<b>2. Annual Awards and Business Mix</b>		
<b>Events</b>		
<b>Annual Awards</b>		
Income	-	110,245
Less expenses	-	(84,037)
<b>Total Annual Awards</b>	-	<b>26,208</b>

This event was not held in 2021 - refer to note 9.

## 3. Capital Commitments

Capital commitments at balance date are nil (2020: nil)

## 4. Bank overdraft

The Westpac cheque account has an overdraft limit of \$10,000 (2020: \$10,000). There is no specific security in place for this arrangement.



	2021	2020
<b>5. Property, Plant and Equipment</b>		
<b>Plant and Office Equipment</b>		
Plant and office equipment	39,774	39,774
Accumulated depreciation - plant and office equipment	(32,833)	(29,418)
<b>Total Plant and Office Equipment</b>	<b>6,940</b>	<b>10,356</b>
<b>Total Property, Plant and Equipment</b>	<b>6,940</b>	<b>10,356</b>

## 6. Contingent liabilities

There are no contingent liabilities at year end (2020: \$Nil).

## 7. Related Party (2020 and 2021)

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. The honorary solicitor is legal firm WRMK Lawyers of which Chamber Director Ryan Welsh is an Associate.

## 8. Operating lease

In March 2019 the Society entered into a vehicle operating lease for a term of 48 months. The annual cost is \$9,336 which is disclosed within vehicle expenses.

## 9. Income in advance

Income received in advance consists of funding contract received with conditions yet to be met as at balance date.

2021: \$57,537 MSD Employment Enhancement, \$50,000 MSD Maori Business, \$84,178 2021 Awards Income, Westpac Events \$9,000. 2020: 61,312 MSD Employment Enhancement .

## 10. Funds Ruakaka Chamber

In December 2021 the Society received \$7,112.80 from the Ruakaka Economic Development Group. This was for the express purpose of the new Bream Bay Chamber and therefore has not been recognised as revenue.

## 11. Going Concern

The Society has recorded successive losses. This has resulted in an eroding equity base. The Executive Board consider the Society to be able to continue in operation for the foreseeable future and therefore continue to prepare the financial statements on a going concern basis.

# Depreciation Schedule

## Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2021

NAME	PURCHASED	COST	OPENING VALUE	PURCHASES	RATE	DEPRECIATION	LOSS	CLOSING VALUE
<b>Plant and office equipment</b>								
Compucon Workstation - MEPS Model 7 i5 2.8Ghz, 8gb RAM, 512gb SSD	30 Sep 2019	3,575	1,490	-	50.00%	745	-	745
Board table - grey	30 Nov 2016	559	365	-	8.50%	48	-	317
Boardroom chairs - 16	31 Dec 2009	4,118	-	-	10.00%	-	-	-
Boardroom table	31 Dec 2009	3,236	-	-	10.00%	-	-	-
Chairs - board table (6)	30 Nov 2016	450	257	-	10.50%	47	-	210
Computer	23 Mar 2016	2,335	128	-	50.00%	64	-	64
Desk - 3 pod with screen	30 Nov 2016	2,309	1,508	-	8.50%	196	-	1,311
HP Probook laptop	31 Aug 2017	1,910	189	-	50.00%	95	-	95
HP Probook laptop - 450 G6	31 Mar 2020	1,549	904	-	50.00%	452	-	452
HP Probook laptop - Niamh	31 Aug 2020	1,495	1,184	-	50.00%	592	-	592
HP Probook laptop 450 - Janette	30 Sep 2020	1,746	1,455	-	50.00%	728	-	728
Kitchen table - Brown	30 Nov 2016	299	195	-	8.50%	25	-	170
Locker - white	30 Nov 2016	306	175	-	10.50%	32	-	143
Monitor LCD Phillips 17"	31 Dec 2009	413	-	-	60.00%	-	-	-
Office cabinet - white	30 Nov 2016	648	370	-	10.50%	68	-	302
Office chairs - black (3)	30 Nov 2016	734	419	-	10.50%	77	-	342
Office fitout - share of cabling, electrics etc	30 Nov 2016	1,758	1,256	-	7.00%	123	-	1,132
Porcelain whiteboard	31 Dec 2009	445	-	-	48.00%	-	-	-
Reception desk	31 Dec 2009	489	68	-	15.60%	11	-	57
Samsung tablet - TAB S3 9.7"	28 Feb 2019	644	175	-	50.00%	87	-	87
Signage	31 Dec 2009	470	103	-	12.00%	12	-	91
Signs	31 Dec 2009	545	117	-	12.00%	14	-	103

Depreciation Schedule

NAME	PURCHASED	COST	OPENING VALUE	PURCHASES	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Website update	1 Oct 2013	9,740	-	-	40.00%	-	-	-
Total Plant and office equipment		39,774	10,356	-		3,415	-	6,940
Total		39,774	10,356	-		3,415	-	6,940



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

**Report on the Audit of the Financial Statements**

**Opinion**

We have audited the financial statements of Chamber of Commerce and Industry of Northland Incorporated ("the Society"), which comprises the balance sheet as at 31 December 2021, 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 2021 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 *International Code of Ethics for Assurance Practitioners (including International Independence Standards) (New Zealand)* 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, the Society.

**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 Society and the Society's members, as a body, and should not be distributed to or used by parties other than the Society or 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 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  
8 March 2022

## 2021 Northland Business Excellence Supreme Award Foreno Tapware NZ Ltd



	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Number of Entries		241	80	85	71	71	79	76	80	81
Net Profit	-	\$33,067	\$26,370	\$20,714	\$30,998	\$30,036	\$26,328	\$25,973	\$23,420	\$8,071
No. tickets sold	N/A	300	339/17	340/34	341/37	340	340	353	360	427
Sponsorship \$	-	↓	↑	↓	↑	↑	↑	↑	↑	↓
Media Profiling	↑	↑	↔	↑	↑	↑	↑	↑	↑	↑



Category
<b>ACC Workplace Safety Award Winner</b>
North Drill Ltd
<b>EMA Best Not for Profit Award Winner</b>
Waitangi Treaty Grounds
<b>Te Mana Oranga Workplace Diversity and Inclusion Award Winner</b>
Sunshine Homes
<b>Creative Northland Excellence in Creative Industries Award Winner</b>
Flax and Fibre
<b>Northland Regional Council Environmental Excellence Award Winner</b>
Extrutech Ltd
<b>Wynn Fraser Best Emerging Business Award Winner</b>
Developers Institute Ltd
<b>ASB Excellence in Business - Micro Business Award (1-3 FTE) Winner</b>
Kirsty Joy Photography
<b>Henderson Reeves Excellence in Business – Small Business Award (4-9 FTE) Winner</b>
Matakohe Architecture and Urbanism Ltd
<b>Marsden Maritime Holdings Ltd Excellence in Business - Medium Business Award (10-24 FTE) Winner</b>
Foreno Tapware (NZ) Ltd
<b>NDSL Ricoh Northland Excellence in Business – Large Business Award (&lt;25 FTE) Winner</b>
tlc4u2 Ltd
<b>Vodafone Best Digital Transformation Award Winner</b>
Marsden Metals Group Ltd
<b>NorthChamber Judges Choice Award Winner</b>
Flax and Fibre
<b>Northland Inc Innovate Northland Award Winner</b>
Developers Institute Ltd
<b>Northland Inc Innovate Northland Award Special Commendation</b>
Foam-Anchor Limited
<b>More FM Northland Customer Choice Award Winner</b>
Thomas Online
<b>Business Coaching New Zealand Mentor Voucher</b>
Studio 51
<b>Ministry of Social Development He Poutama Taitamariki Award (Youth Employee of the Year)</b>
Employee - Amber Jobbitt
Employer - Ministry of Social Development
<b>The Northern Advocate Business Hall of Fame Inductee</b>
Raewyn Tipene
<b>Northpower and Top Energy Northland Business Excellence Supreme Award Winner</b>
Foreno Tapware (NZ) Ltd

