

Minutes of NZ Chambers of Commerce Northland
meeting of The Executive Board
held 4.00pm 23rd April 2013

President welcomes Board

PRESENT: Ryan Welsh, Murray Broadbelt, Terry Sage, Daryl Small, Laura Burns, Jeremy Tauri,
Tony Collins, Talia Mana, Paul Dunn, Annie Johnston, Shelley Nissen, Janette Dobbs

APOLOGIES: Rob Meadows, Jon Moore, Tim Robinson, Jeroen Jongejans Moved/Seconded
Daryl/Jeremy

LATE ARRIVALS: Vince Cocurullo (4:05pm)

EARLY LEAVERS:

PREVIOUS MINUTES: Moved/Seconded
Ryan/Jeremy

FINANCE REPORT: Daryl spoke to the Finance KPI report for March 2013 Moved/Seconded
The budget is still not in place, so only comparison at present is the previous year. Daryl/Murray

Income

- \$8900 from subscriptions plus \$9700 from MSD contract.
- Revenue \$22K for March, \$57k YTD compared with \$62K YTD last year.
- Lower YTD than last year due to Awards sponsorship still to be invoiced.

Cost of Sales

- Payment of \$9K YTD for MSD contract

Expenses

- \$18K for March, \$50K YTD

Net Surplus

- \$600 profit March, -\$2K loss YTD, compared with -\$10K loss YTD last year

Balance Sheet

- New account has been opened for money to be set aside for project e.g. Website.
- \$49K funds available

Receivables

- Have been through and looking much better.

Membership

8 New, 9 Resigned = Total 405

Campus Chamber - 10 Resigned = Total 28

CEO REPORT:

Tony highlighted the following:

- Top Energy have confirmed as an Awards sponsor.
- Mercury Energy has come on board as a Alliance Partner. Chamber will receive approximately \$2K per year to put towards an event/events – possibly a speaker for the Corporate@12 luncheons.
- Website – Cybernamix have contacted us to advise that the technology behind the Chamber website is obsolete. Tony has approached Monster Graphics who were chosen after the tender process last year. Tony asked that Board members with IT experience help with the set up.
- MSD Contract – Tony is still waiting on negotiations with MSD to complete the budget, and gave an overview of why.

A/P: Tony to contact NorthTec re Campus Chamber member cancellations, to see if these members were still at NorthTec or had moved into work/business situations.

Moved/Seconded
Vince/Murray

COUNCIL **NRC:** No report
REPRESENTATIVE
REPORTS: **WDC:** No report

PREVIOUS ACTION POINTS:

A/P: Board to email 5 actionable ideas through by Thursday 4th April.

Results below

ALLOCATION OF ROLES:

Ryan gave overview of the 3 team profiles (which had been emailed prior to the Board meeting)

Requirements of these teams are to report back to the Board with recommendations, to be discussed and ideas and actions put in place.

Profiles need to be fleshed out and brought back to the Board.

1. Ease of Business

- Focus on Hard and Soft inducements
- Business audit – approach businesses who have started operating in Northland to see what attracted them and what barriers they found.

2. Advocacy/Membership Action Group

- Pin pointed Jeremy’s article and how these can be used to promote areas of concern for SMEs.
- Translate and simplify messages to business to help them understand the implications.
- NZ Chambers of Commerce is a large lobby group.

3. Transformational Issues

- As the name suggests this includes the hot topics such as Marine Parks and Cruise Ships.

Discussion

Notes

Jeremy outlined the use of Yammer for the teams to exchange ideas etc. Yammer is like a Facebook for a closed group and is by invitation only. Opportunity to post comments, chat and upload files, documents and links for discussion.

The idea is to keep physical meetings to a minimum by using Yammer.

A/P: Jeremy to set up Yammer and send out invitations to the Board.

As well as these teams Board has a role in business as usual which includes encouraging businesses to enter the Awards, recruiting Business mentors and new Chamber members.

Tony gave an overview of the Business Mentors programme.

GENERAL BUSINESS:

Murray raised that KiwiRail have made an announcement which puts the Auckland to Moerewa line at risk.

- Private sector has to get on board or lose it. Chamber needs to comment.
- Port and potential growth will require rail.

A/P: Tony to action a media release about this.

Also of note – Jetstar is looking at coming North – no extra information is available at present.

Meeting closed: 5:05pm

NEXT MEETING: Tuesday 28th May 2013

President Date.....