

Minutes of NZ Chambers of Commerce Northland
meeting of The Executive Board
held 4.00pm 26th August 2014

The President welcomed the Board

PRESENT: Tony Collins, Janette Dobbs, Richard Cranenburgh, Tim Robinson, Ryan Welsh, Daryl Small, Jeroen Jongejans, Annie Johnston, Cr Tricia Cutforth, Laura Burns, Rob Meadows.

APOLOGIES: Terry Sage, Jeremy Tauri, Cr Paul Dimery

Moved/Seconded
Tim/Annie

LATE ARRIVALS:

EARLY LEAVERS:

PREVIOUS MINUTES:

Moved/Seconded
Annie/Tim

FINANCE REPORT: Daryl spoke to the Finance KPI report for July 2014

Revenue

- \$29k for month - budget \$20k (difference is timing of Awards sponsorship coming through).
- YTD - \$163K tracking well against budget \$157K.

Cost of Sales

- \$20K vs \$15K budget due to Awards Event management payment schedule.

Expenses

- \$109K compared with \$113K last year.

Maximum Funds available

- \$75K

Debtors

- 60days shows at 27% but is now 12% due to a Awards sponsor making payment.

Membership

- Net gain 4
- Total 398.

Discussion over resigned members.

A/P: Annie to follow up with Ray White Real Estate

Moved/Seconded

Daryl/Jeroen

CEO REPORT:

- **Innovate Northland** – Tony summarised and explained that this was a successful event with 40 entrants and 4 finalists chosen from 3 categories. The winner was Hoon Kim from Greasures NZ Ltd.
Tony thanked Tricia Cutforth for her work in helping move this project forward. He advised that the Chamber needs to be aware that other organisations may want to take on this project for themselves. NorthTec, Northland INC and Plus Accountants partnered with the Chamber to bring this event together.
A/P: Tony to sit down with Joseph Stuart the new Business Development Manager at Northland INC to talk about next year.
- **Business Excellence Awards** – Entrant numbers are the same as last year – good quality of entrant. The first judge's meeting has taken place.
- Discussion over potential satellite events – Youth Enterprise, Women in business etc.

Moved/Seconded

Annie/Paul

TEAM RECOMMENDATIONS/REPORTS:

Ease of Business: emailed 21.8.14 taken as read

Tony advised that he is still working through this issue with contractors having access to their clients in the CBD. He is talking with WDC.

Moved/Seconded

Tim/Jeroen

Moved/Seconded

Tim/Jeroen

COUNCIL

REPRESENTATIVE

REPORTS:

WDC: Cr Tricia Cutforth highlighted the following

- **MOU with Whangarei Visitors group** – WDC are developing relationships with the tourism sector.
- **Bylaws discussions provoked much debate**
 - Regarding horses and dogs on beached
 - Mobility for disabled people – businesses are only allowed 1 sign on the footpath, some are known to have lots more.
- **Sister City** – visit from the Consul General Republic of China, NIU Qingbao, who have 30 other sister cities. This will be great to develop potential export relationships.
- **Smokefree 2025** – Government initiative to have NZ smokefree by 2025 – discussions at council about where Whangarei can take this.

FNDC: Cr Di Maxwell was not present so no report presented

NRC: no report as Cr Paul Dimery put in his apologies

GENERAL BUSINESS:

Item 1

Business to Business Publication with Advocate

Richard gave an update

- Advocate have been working on this for 3 week now
- 39 advertisers have been attracted so far with the aim of having 200
- If the target of 200 is met there is the potential for the Chamber to make \$5K

If the project is successful this could become a yearly publication

The Board thanked Richard for all of his work and input to this project.

Item 2

Staff performance appraisals and remuneration (Janette excused herself from the Board meeting)

Tony gave an update and recommendations which were discussed and approved.

Moved/Seconded

Daryl/Jeroen

Meeting closed: 4.30pm

Meeting was followed by Strategic Plan review

A/P: Tony to circulate the Strategic Plan which will be finalized at the September Board meeting

A/P: Chamber to commence discussions in Advocacy around “what is the appropriate level of rating for residential rate payers”

NEXT MEETING: Tuesday 25th September 2014

President **Date.....**