

**NORTHLAND CHAMBER of COMMERCE**

**Minutes of a meeting of the**

**Executive Board**

**Chamber Boardroom**

**4.00pm Tuesday 26<sup>th</sup> February 2013**

---

Ryan Welsh (Acting President) welcomed the Board.

**Present:**

Darren Mason, Daryl Small, Jeremy Tauri, Cr Jeroen Jongejans, Ryan Welsh, Tim Robinson, Cr Merv Williams, Tony Collins, Janette Dobbs..

**Apologies:**

David Moss, Jon Moore, Jane Scripps, Mark Ewen, Murray Broadbelt, Terry Sage

**Resolved**

That the Apologies be accepted

**Ryan/ Jeroen**

**Carried**

**Late Arrivals:**

Vince Cocurullo (4.10pm)

Cr Tony Davies-Colley (4.33pm)

**Early Leavers:**

Darren Mason (5.00pm)

**Previous Minutes:**

Previous minutes approval "that the minutes are a true and correct record"

**Ryan/Jeroen**

**Carried**

**Finance Report:**

Finance report tabled.

Daryl spoke to the report.

- Income \$13K, Expenses \$18K leaves a \$5K deficit compared with \$3K last year.
- Similar to last year in terms of receivables, but will discuss 90days with Janette, with regards to writing some of these off.

**A/P: Janette to correct ageing for 60days from 21.4% to 12.4%**

- 4 new members, 2 resigned = Total 403

Finance report approval

**Ryan/Jeroen**

**Carried**

**CEO's Report:**

Tony

Institute of Directors

**A/P: Tony to bring a more definitive proposal to the next meeting in February.**

Still waiting to hear back from Clare Davies-Colley. It is mainly about marketing their training programmes and taking on their administration, with registrations etc.

Discussion

Vince arrived

**A/P: Tony to look into funding options for new website.**

Still looking into what is the bare minimum required in a website.

A separate savings account has been set up with the new budget.

Also looking into the Auckland Chamber offer, but this might incur extra ongoing costs.

Hundertwasser

**A/P: Tony to put out a media release endorsing the project.**

Tony advised that he has been talking with people endorsing the project on behalf of the Chamber.

Northland INC

**A/P: Tony to set up meeting with Northland INC going forward to have a round table discussion to develop a memorandum of understanding.**

Tony had a positive meeting with Colin Mitten who is keen to work with the Chamber.

Colin also has experience with Business Excellence Awards from working on the Manukau Awards.

**Marine National Park – Wayne Donaldson**

Tony met with Wayne, who is keen to talk to the Board and to help make it happen.

**Tony outlined the Northland Business Grow Team** partnership with the Chamber. We will get good value out of this relationship.

**MSD contract**

There are 8 places left to complete the contract.

CEO report approval

**Daryl/Tim  
Carried**

**Portfolio Reports:**

**Awards: Terry Sage**

Past:

Points for consideration and full discussion at the next board meeting with the new board.

- Revised judges feedback process, this will be developed in conjunction with the judges representatives.
- A target of 75 entries for 2013, if we start early and add a few new initiatives this is achievable.
- 3 years ago we had a proposal from another event company to run a series of run up events to promote the awards and encourage entrants. I have discussed these events with Kate Claydon and we both agreed that they are worth investigating further for this year.
- Talk with Top Energy regarding the defunct Tall Poppy Awards.

Future:

- Tony outlines what Terry completes as part of the judges feedback with the entrants.
- Entrants – aim is to get 60, would be great to get 75
- Re series of run up events – perhaps corporate team building events. Also add ons and more value props for entrants/winners.
- Tony is meeting with Russell Shaw from Top Energy, who is keen to be involved in this year's Awards.
- Reasonably good feedback from sponsors for 2013 sponsorship.
- Westpac still at same level, but may be able to get some extras through them.
- Ticket price will increase this year. Capacity will be 320.

Action Points Arising:

**Coms/Marketing: Vince Cocurullo – No report**

Past:

Future:

- Jeremy raised the prospect of a quarterly magazine
  - Might also be a source of revenue
  - Get advertisers to pay for the publication
  - Could be a collaboration

Action Points Arising:

**A/P: Tony to look into the viability of this project.**

**Advocacy: Tim Robinson**

Past:

Future:

	<p><b>Local Govt Reform</b></p> <ul style="list-style-type: none"> <li>• Tomorrows council meeting will be seeking public consultation.</li> <li>• It will be based on whether the commissioners think it is a viable proposition.</li> <li>• Then the submission process takes place</li> <li>• Followed by the final plan.</li> <li>• The final decision won't come into effect until the election after next.</li> </ul> <p>Discussion Does the Chamber want to take a position now or wait until the consultation process takes place?</p> <p><b>Cruise Ships</b> – Jeroen outlined the following Jeroen, along with Barry Trass from WEDG, Jude Tompson WDC and Tony Collins, went through to Tauranga and met with Graham from Port Tauranga.</p> <ul style="list-style-type: none"> <li>• Great opportunity for Whangarei</li> <li>• Product delivery is an important factor to be introduced prior to the cruise ships arriving</li> <li>• Average spend is \$100US per person per day</li> <li>• Inbound tourism are the people to work with</li> <li>• Potential of \$.5m per cruise ship benefit to the local community</li> </ul> <p>Discussion</p>
--	---

Action Points Arising:

Local Govt Reform

**A/P: Tony to email link from Tauranga Chamber, about the seminar they held regarding Local Govt Reform.**

Tony Davies-Colley arrived

**A/P: Janette to set up new advocacy meeting for the 1<sup>st</sup> Wednesday each month at 4pm**

**Education/Research: Mark Ewen – No report**

Past:

Future:

	<ul style="list-style-type: none"> <li>•</li> </ul>
--	---

Action Points Arising:

Tony advised that Rob meadows will be Mark Ewen's replacement on the board. He will be available to give more time to the position.

**New Revenue Opportunities: Jeremy Tauri & Daryl Small – No report**

Past:

Future:

<p><b>A/P: Jeremy to contact David Templeton with regard to YES – Financial Literacy – have discussed with Jeremy. This needs to be carried forward till next year.</b></p>	<p>Promotion of Business Mentors programme</p> <ul style="list-style-type: none"> <li>• Shortage of mentors</li> </ul>
---	--

Action Points Arising:

**A/P: Any Board member who knows of a potential business mentor should forward their name and details to Shelley who will contact them directly.**

**Vitalise WRE: David Moss – No report**

Past:

Future:

	<ul style="list-style-type: none"> <li>• CitySafe is going well</li> <li>• Adam Isa has been seconded to attend these meetings</li> <li>• New Police Commander is changing how they are responding, taking a tougher line and wanting shop owners to be more proactive about preventing theft.</li> </ul>
--	---

Action Points Arising:

**Ease of doing business: Ryan Welsh – No report**

Past:

Future:

	<ul style="list-style-type: none"> <li>• WDC Leadership group????</li> <li>• Tony is continually asking questions about difficulties in starting/bringing business to the city.</li> <li>• Possibly might help to have WEDG and REDG in meetings with WDC leadership team.</li> </ul>
--	---

Action Points Arising:

**A/P: To be discussed at next Advocacy meeting.**

**Government relations: Murray Broadbelt – No report**

Past:

Future:

	<ul style="list-style-type: none"> <li>• Noted that NZ First has re opened a local office</li> <li>• Phil Heatley is meeting with local groups now that he is not based in Wellington</li> <li>• Deputy Labour Minister – Grant Robertson visited Whangarei recently.</li> </ul>
--	--

Action Points Arising:

Portfolio reports approved

**Vince/Jeremy  
Carried**

**NRC**

Cr Tony Davies-Colley highlighted the following;

Regarding Local Government Reform, there is an Act of Parliament which states that there is a population limit for Board which will come under the Unitary Authority. Tony gave overview of types of Boards and stated that statutory boards are essential.

**WDC**

Cr Merv Williams highlighted the following;

In reply to Tony DC comments Merv advised that if there was Authority there would be the need for boards but if there are 2 there possibly wouldn't be a need for a next level.

**A/P: Tony to follow up re understanding the act and it's implications.**

- Busy time for WDC
- Budgets – looking at what can be completed
  - o Completion of walkway around town basin – want to make it a priority.
  - o Bridge all go – 2 more contracts award locally.
- Tomorrow a decision would be made with regard to the FIFA U15 proposal.

Merv advised that he is keen to work with CBD Chamber representative,

Hundertwasser

- \$8m from council, \$2m from private investors
- Total required is 13.6m
- Approaching Lotteries Commission etc for more funds
- WEDG in support
- Martin Sneddon talking to John Key to gain more support.

Darren Mason left meeting

**General / New Business:**

**Item 1 – The Radio Network Special Children’s Christmas Party**

As this is not a Northland based promotion Board agreed that Chamber would not be supporting this.

**Item 2 – Growth Guide**

VantagePoint run seminars in Rotorua, Tauranga and Auckland.  
An EOI was sent to the Chamber, we may retain a small revenue.

**A/P: Tony to look into this prospect further.**

**Item 3 – Chamber Board meetings**

**A/P: Board to arrange a suitable day and time amongst themselves and advise Tony of the outcome.**

**Item 4 – Mercury Energy**

Tony advised that Auckland Chamber have a relationship with Mercury Energy, for which they get a financial return.  
Chamber supplies a phone list of our members to Mercury Energy. They have a scripted call which they make to Chamber members – their target is SMEs.  
Decision was yes in principle, but investigate any potential risks. Tony advised that knowing Michael Barnett’s protection policy around the Auckland Chamber database he is comfortable that there wouldn’t be risk attached to this opportunity.

**Item 5 – Potential Joint Venture with other Chambers**

Ryan asked “Is there an initiative the Chambers jointly can investigate?” e.g. Diesel and road tax.  
Board to think about for next meeting.

**A/P: Tony to raise at next Hub meeting in early March.**

Meeting closed 5.25pm

**Next Meeting: Time and date to be confirmed, Chamber Board room at Old Library, 7 Rust Ave, Whangarei.**

**President ..... Date .....**