

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.



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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 2019

The members of the executive as decided or confirmed at the 2018 AGM were.

Jeremy Tauri	President
Ryan Welsh	Past President & Board Member
Tim Robinson	Vice President
Danny Douglas	Treasurer
Auriole Ruka	Board Member
Phil Alexander-Crawford	Board Member
Jeroen Jongejans	Board Member
Ken Wilson	Board Member
Murray Broadbelt	Board Member
Sarah Blithe	Board Member
Sue Walters	Board Member
Tony Shi	Board Member
Fiona Taylor	Board Member
Nick Madden	Board Member

Council representatives

Cr Tricia Cutforth replaced by Cr Ken Couper (TBC)	Board Member – WDC Council representative
Cr Paul Dimery	Board Member – NRC Council representative
Cr Anna Curnow replaced by Cr Eryn Wilson-Collins	Board Member – KDC Council representative
Deputy Mayor Tania McInnes replaced by Cr David Clendon	Board Member – FNDC Council representative

Resignations during the year

- Cr Tricia Cutforth
- Cr Paul Dimery
- Cr Anna Curnow
- Deputy Mayor Tania McInnes

Co-opted during the year

-

Standing down for re-election as required by constitution

Murray Broadbelt
Ryan Welsh

Standing for election

Mike Kanji
Tony Savage
Trevor Griffiths

Board members not re-standing

Auriole Ruka
Jeroen Jongejans
Nick Madden
Sarah Blithe
Jeremy Tauri (Will become Immediate Past President)

AGM Agenda



CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC 117th ANNUAL GENERAL MEETING

To be held Wednesday 11th March 2020

1700hrs at The Orchard, Mahi Tahi Event room, Cnr Walton & Vine St, Whangarei
(Quorum required - Fifteen Financial Members)

AGENDA

1. Apologies

Name	Company
Ken Wilson	GT Advantage
Hon Shane Jones	NZ First
Jeroen Jongejans	Dive! Tutukaka
Janette Dobbs	NorthChamber
Tony Shi	SWITCH MSP
Phil Alexander-Crawford	NorthTec
Fiona Taylor	Flat Lands Ranch Ltd

2. Obituaries

The Northland Chamber wishes to note the passing of Keith Andrews – Keith Andrews Trucks Ltd, Brandon Edwardson – Whangarei Youth Space,

3. Minutes of the 116th 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. 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

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 8th 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 11th, 2019 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	President
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10.2 Election for Vice President

“As per the nominations received prior to the February 11th, 2019 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
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10.3 Election for Treasurer

“As per the nominations received prior to the February 11th, 2019 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 7th, 2020 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.

Ken Wilson	GT Advantage	Board of Directors
Tony Shi	SwitchMSP	Board of Directors
Fiona Taylor	Flatlands Ranch Ltd	Board of Directors
Phil Alexander-Crawford	NorthTec	Board of Directors

Motion – "That as per the nominations received prior to the February 7th, 2020 closure date, the following five persons will be elected to the position of Board member unopposed."

Murray Broadbelt	Employer Services Ltd	Board of Directors
Ryan Welsh	WRMK	Board of Directors
Mike Kanji	EC Credit Control	Board of Directors
Trevor Griffiths	Griffiths and Associates Ltd	Board of Directors
Tony Savage	WRMK	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

Mike Kanji (EC Credit Control Ltd)

Mike is currently Chairman of the Kaikohe Business Association and been very successful in his role, establishing the thriving Kaikohe Business and Event Centre and working alongside NRC as part of their Water Project Advisory Group.

He's also been working for over 12 years as Business Development Manager in the Auckland/Northland region for EC Credit Control NZ and enjoys supporting, safeguarding and building businesses.

Mike feels passionate about growing and promoting enterprise in the Far North and believes his position on the Board of NorthChamber would provide an opportunity to push this forward and make things happen.

Tony Savage (WRMK)

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

My background and skills will help NorthChamber continue to be very effective in advancing business in Northland and making sure we maximise all of the opportunities available to us.

My relationship with business owners throughout the North, government agency representatives and local government will be an asset for NorthChamber.

I have been a board member and president of NorthChamber and have represented a large number of Northland community and business organisations.

I am a director of a business that is a large employer with offices in Whangarei, Kerikeri and Dargaville. I am a property and business lawyer.

I have been part of a campaign for better transport links, diversification of our economy and a huge increase in investment in Northland. In 2019 I ran a campaign for Mayor of Whangarei with very substantial business support.

Trevor Griffiths (Griffiths & Associates Ltd)

Trevor is Director of Griffiths & Associates, a Civil Engineer by trade and has been based in Northland since 2000.

A native Englishman born in Liverpool, he's called New Zealand home since 1984 and during the long course of his engineering career has worked on some of the largest construction and infrastructure projects around New Zealand.

Locally Trevor has been involved with many of Whangarei's high-profile projects, for example the Te Matau a Pohe Bridge and Hatea Loop Walkway.

As a busy Director of Griffiths & Associates, he currently has 85 projects on the books with a combined value of over \$100 million.

Trevor is a Fellow of NZIOB, a Chartered Building Professional and Registered Construction Manager. When he does get some downtime, he enjoys music, good food, wine and beer and supporting his beloved football team Everton FC.

Nominations for current Board members re-standing for election

Murray Broadbelt (Employer Services Ltd)

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. 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).

Ryan Welsh (WRMK Lawyers)

Originally from Wellington Ryan has now firmly settled in Northland after having moved here 14 years ago to practice law. Ryan graduated from Victoria University with degrees in Law and Science. Prior to practicing 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 businesspeople who operate in a broad range of enterprises. The experience gained from acting for these commercial clients provides an insight into the issues that businesspeople 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.

Nominations for 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 on the Board of Trustees for Whangarei Boys High School, where he was previously Chairman for 5 years.

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 Vice President

Sue Walters (Northland Scaffolding Ltd)

It has been an honour to be part of the Chamber of Commerce and the past two years as a Chamber Board member has been incredibly inspiring. We are lucky to have such a talented group of businessmen and women working hard on behalf of our region's economy. The networking opportunities that are available through the Chamber are an excellent way to connect with fellow business owners.

I completed the NZ Diploma in Business at NorthTec during the 1990s and more recently refreshed my knowledge at Te Wananga o Aotearoa by completing the Certificate in Small Business Management and Certificate in Money Management. Among business administration roles I also spent several years facilitating the KiwiHost Excellence in Customer Service courses.

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 so that my 3 sons can enjoy an exciting and vibrant place to live, where there are both traditional and innovative job opportunities and where the community looks after its own.

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 line deep sea fishing.

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

Currently, Danny is a Director of 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 116th AGM

THE CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INCORPORATED

Minutes of the 116th Annual General Meeting

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

Wednesday March 13th 2019 at 5.00 pm

Jeremy Tauri (President) welcomed members to the 116th Northland Chamber AGM. He then invited Auriole Ruka to perform a Karakia.

Present

Attendee	Business Name
Auriole Ruka	Te Puu Ao Charitable Trust
Bryn Ingham	Mediaworks
Cr Paul Dimery	Northland Regional Council
Danny Douglas	Gilmore Taylor Associates Ltd
Dave Woodfield	Platform 1
David Templeton	Northland Inc
David Wilson	Northland Inc
Dean Abel	Retired
Elaine MacKintosh	Heads Up on Bank
Fiona Taylor	Flat lands Ranch Ltd
Grant Hall	Prime Strategies Group
Gwendolyn Needham	HIGHWISE Leadership
Janette Dobbs	The Chamber of Commerce & Industry of Northland Inc
Jeremy Tauri	Plus Chartered Accountants Ltd
Joseph Stuart	Northland Inc
Ken Wilson	GT Advantage
Mikal Nielsen	Sounds Easy
Muriel Willem	CareerFocusNZ
Murray Broadbelt	Employer Services Ltd
Nick Madden	QRC Resort College
Paul Batchelder	UIT Limited
Pete Gregory	NAI Harcourts
Phil Alexander-Crawford	NorthTec
Ryan Welsh	WRMK Lawyers
Steve Smith	The Chamber of Commerce & Industry of Northland Inc
Sue Walters	Ricoh Northland
Tim Robinson	Bernina Northland
Tony Collins	Whangarei District Council
Tony Shi	SwitchMSP
Vince Cocurullo	Cocurullo Ltd
Wayne Jackson	NorthTec

Apologies

Name	Business Name
Alan Martin	Life Member
Barbara Jaques	BJ Projects
Cr Anna Curnow	Kaipara District Council
Cr Tricia Cutforth	Whangarei District Council
Kathy Menzies	Sounds Easy
Peter Grogan	HX. Systems
Sarah Blithe	Hubands Energy
Jeroen Jongejans	Dive!Tutukaka
Danny Douglas	Gilmore Taylor Associates
Kevin Etherington	Facebox
Dean Abel	Hubands energy

Resolved**"That the apologies be accepted"****Moved: Murray Broadbelt****Seconded: Tony Shi****All in favour****Obituaries**

The Northland Chamber wishes to acknowledge the passing of Richard & Cheryl Lee, Greg Guy and Pete Gleeson and pass on condolences to their families.
A moment of silence was held.

Minutes of the previous AGM**Resolved****"That the minutes of the 115th AGM on 7th March 2018 be confirmed as a true and correct record"****Moved: Murray Broadbelt****Seconded: Tim Robinson****All in favour****Matters Arising**

No Matters Arising

President and Chief Executive Report

Jeremy Tauri (President) congratulated all of the attendees for being part of the 116th Chamber AGM and advised that even better things are in the year to come. He thanked members of the Chamber of Commerce for their support throughout the year.

- 2018 was a year of change and especially in the personnel department. We acknowledge the departure from our team of Tony and Shelley, and after some intensive recruitment we welcomed Rebecca and Steve.
- We had a high calibre of applicants during our recruitment process. Jeremy advised that to him this reflects the position and importance of the chamber in today's environment.
- Jeremy also took the time to acknowledge Janette for her continued commitment and support for our members /businesses in the North and her support of our board.
- Throughout the personnel changes the Chamber continued to deliver quality business as usual with 25 Business After 5 events, the flagship Westpac Northland Business Excellence Awards along with Business Mentors, Regional Business Partnership, Ease of Business, along with advocacy on a range of conversations, processes and projects.
- Jeremy thanked the Board, Tim Robinson Vice president, Danny Douglas Treasurer, Ryan Welsh, Murray Broadbelt, Virginia Craig, Brett Donovan, Tony Shi, Ken Wilson, Sue Walters, Auriole Ruka, Sarah Blithe, Jeroen Jongejans, Phillip Alexander-Crawford and also council

representatives Anna Curnow Kaipara District Council, Tricia Cutforth WDC, Paul Dimery NRC, Tanya McInnes FNDC, your contribution and commitment is noted and appreciated.

- The meaning of vitality in business vitality is the state of being strong and active and we are ensuring that we are committed to that for 2019.

Jeremy handed over to Steve who mentioned the following and advised that he would expand more at the Business After 5 which is to follow.

- Steve thanked Janette, and staff who had left (Tony and Shelley) for leaving the Chamber in such a sound position.
- He advised that there will be changes going forward, some subtle and some not so subtle and asked members to watch this space.

Resolved

"That the President and Chief Executive report be received"

Moved: Tim Robinson Seconded: Murray Broadbelt All in favour

Financial Report

Treasurer's Report – year ended 31 December 2018

Danny Douglas spoke to the financial statement for 2018

Profitability

A net surplus of \$7,914, pleasing that there has been a surplus for the last 3 years in a row. This was all due from the hard work put in by Rebecca, Janette, Tony and Shelley.

Revenue

Overall revenue held fairly steady from \$210K in 2016 to \$207K in 2017

Changes in revenue streams:

- Business awards – Danny advised that the awards were down by \$2.5K due to extra costs in the hosting of the event. The \$8K difference on the financial report is due to this amount being moved due to audit purposes.
- Business Mentors was back up for 2018
- Membership subscriptions were up by a small amount. Membership total at 480 compared to 478 in 2017.
- The Business Mix made a profit \$4.7K in its first year.
- Business to business publication contributed \$2.6K

Expenses

Total expenses were up by \$11K due to the higher pay rates which started in the 2017 year and the extra costs associated with advertising and postage.

Financial position

As at 31 December the Chamber held \$112K of assets made up of:

Bank balances	\$78.9K up from \$68.9K prior year
Debtors	\$25K same as previous year
Equip	\$7.4K
Total Assets	\$112K
Less Liabilities	\$24K – suppliers and IRD

Giving Accumulated Members Fund \$88K up from \$80K in 2017

Cash on hand has held well and Debtors are steady

Future Focus

It is important to continue to expanding revenue streams.

Resolved

"That the financial statements be approved"

Moved: Danny Douglas Seconded: Jeremy Tauri All in favour

Appointment of Auditor

Motion: "to appoint an Auditor for 2019"

Resolved

"That BDO Northland be appointed for 2019"

Moved: Sue Walters 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 2019"

Moved: Tim Robinson Seconded: Ken Wilson 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: Vince Cocurullo All in favour

Jeremy 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 February 11th, 2019 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: Ryan Welsh All in favour

Election for Vice President

"As per the nominations received prior to the February 11th, 2019 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"

Tim Robinson	Bernina Northland	Vice President
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Moved: Ryan Welsh Seconded: Jeremy Tauri All in favour

Election for Treasurer

"As per the nominations received prior to the February 11th, 2019 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: Tim Robinson Seconded: Jeremy Tauri All in favour

Election of Board

Tim called point of order – that these two groups of nominees must be elected separately.
Steve agreed and noted.

Board of Directors

"As per the nominations received prior to the February 11th, 2019 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
Sarah Blithe	Hubands energy	Board of Directors
Auriole Ruka	Te Puu Ao Charitable Trust	Board of Directors
Jeroen Jongejans	Dive! Tutukaka	Board of Directors

Motion – "That as per the nominations received prior to the February 11th, 2019 closure date, the following six persons will be elected to the position of Board member unopposed."

Ken Wilson	GT Advantage	Board of Directors
Suzanne (Sue) Walters	Northland Document Solutions (Ricoh)	Board of Directors
Tony Shi	SwitchMSP	Board of Directors
Fiona Taylor	Flatlands Ranch Ltd	Board of Directors
Phil Alexander-Crawford	NorthTec	Board of Directors
Nick Madden	QRC Tai Tokerau Resort College	Board of Directors

Moved: Murray Broadbelt Seconded: Ryan Welsh All in favour

General Business

No general business.

Conclusion of Formal Meeting.

Auriole Ruka closed the meeting with a Karakia

The meeting closed at 5.20 p.m.

The AGM was followed by the Chamber BA5.

President and Chief Executive Report for 2019

Welcome to the Chamber's 117th Annual General Meeting.

INTRODUCTION

It is a pleasure to present the 2020 Annual Report to the members of NorthChamber (The Chamber of Commerce and Industry Northland Inc.). Northland businesses are continuing to grow, along with our region's population, primarily due to the influx of citizens from the South. 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 be net positive and along with more regional engagement, (one of our principal projects for 2020), we are confident this will continue well into the future. Our view on attracting and retaining members, is firmly based on our commitment to engage with Northland business and leave them in no doubt of the value NorthChamber will bring to its stakeholders. Whether you are new to business or have a few miles under your belt, never forget, you do not have to face each day/challenge alone!

OUR STRATEGIC AND OPERATIONS PLAN

We have continued to draw focus on our Four Pou, Advocacy, Ease of Business, Networking and Leadership development. In addition, Chamber has engaged with major projects across the Region such as transport infrastructure, Northport, Whangarei CBD (the Heart of the North) and the Riverside Drive Events project.

Internally we have added capacity and capability with the addition of two new staff members, Paulette Scrooby (Community Engagement Manager) and Niamh O'Neill (Assistant Office manager). Chamber is expanding its engagement across the Region via the implementation of an operational model, which is seeing us support local business associations and building shared membership, specifically in Dargaville and Kaikohe, with further expansion to come in the Bay and Kaitia.

This year NorthChamber made submissions on, or were involved in many projects including: -

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

The support and accessibility of Northland's media is deeply appreciated. We receive generous support from our media partners, and it is very satisfying to see this relationship continue to grow and strengthen. Regular contributions to print, electronic and social media have enabled the NorthChamber to comment on business opinion and concerns over a wide range of issues.

EVENTS, NETWORKING AND SERVICES

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
- Commencement of our Regional Presence Program
- StrandLab

We will continue to examine opportunities we can provide for our stakeholders/members to increase engagement and positively affect their market reach through networking and other value adds. In the coming year we are excited to be taking a lead in a program designed to assist 'Thought Leadership' with a view to meeting a currently unmet need in our regional 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 the dedicated support of Janette and Rebecca, 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 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.

We would also like to acknowledge Northpower, Top Energy, Hubands Energy, Energise Web, Ministry of Social Development, Mediaworks, NZME, UIT and Ricoh Northland along with all our Business Awards Sponsors.

CELEBRATING THE BEST IN BUSINESS

The 2019 Westpac Northland Business Excellence Awards once again provided the opportunity for Northland to acknowledge the 'Best in Business'. Further tweaks are being made this year to ensure the event continues to evolve and grow. A separate report on the Awards is included in this Annual Report.

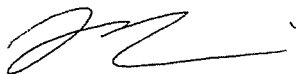
FINANCIAL POSITION

The financial position of the NorthChamber is still strong. We continue to diversify our income stream, while at the same time focusing on delivering those benefits that are relevant to our membership base.

POSITIVE LEADERSHIP AND GOVERNANCE

2019 Chairmanship of the Executive has been provided by Jeremy Tauri and Steve Smith.

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 impartially. Obviously, revenues are a vital to our future and the more we can generate the more we can invest in strategic projects which are aligned with our overall plan.



Jeremy Tauri
President
Chamber of Commerce & Industry
of Northland Inc



Steve Smith
CE
Chamber of Commerce & Industry
of Northland Inc

Financial Statements

Chamber of Commerce and Industry of Northland Inc
As at 31 December 2019

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- 9 Independent Audit Report

Statement of Profit or Loss

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2019

	NOTES	2019	2018
Income			
Annual awards	2	26,370	20,714
Business to business publication		2,100	2,600
Business mentors		3,550	7,208
Interest		530	1,273
Office services		3,790	5,474
Other Income		3,268	1,858
Regional business partners		8,333	20,000
Seminar and function		(4,443)	(74)
Sponsorship		12,835	11,448
Subscriptions		112,182	112,117
Whangarei maps		11,567	10,078
MSD Employment Enhancement contract		7,059	12,941
The Business Mix/ Future Crunch	2	(3,270)	4,776
BA5		8,240	7,152
MSD CBD contract		18,750	-
MSD Joblab			
Joblab Income		3,000	-
Joblab Expenses		(3,000)	-
Total MSD Joblab		-	-
Total Income		210,860	217,566
Gross Surplus		210,860	217,566
Expenses			
Administration			
Advertising		1,209	1,685
Audit fees		2,258	2,150
Bank Charges & Interest		328	344
Computer Expenses		3,706	2,674
General expenses		7,505	3,647
Postage		3,238	3,869
Printing stationary and office expenses		1,766	2,098
Salaries and contractors		166,418	159,030
Sponsorship		401	556
Telephone		5,290	5,985
Travel and conferences		1,221	4,198
Vehicle Expenses		11,410	5,265
FBT payable		4,055	-
Total Administration		208,803	191,500

BDO Northland
ASSURANCE *BR*

This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 9.

Statement of Profit or Loss

	NOTES	2019	2018
Occupancy and standing		542	245
A.C.C. Expenses		1,311	1,217
Insurance		5,404	5,084
Photocopier - Lease		9,626	9,627
Rent		16,883	16,172
Total Occupancy and standing			
Non cash expenses		2,210	1,980
Depreciation Expense		2,210	1,980
Total Non cash expenses			
Total Expenses		227,896	209,652
Excess (deficit) Income over expenditure		(17,036)	7,914

BDO Northland
ASSURANCE *BR*

This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 9.

Balance Sheet

Chamber of Commerce and Industry of Northland Inc
As at 31 December 2019

	NOTES	31 DEC 2019	31 DEC 2018
Assets			
Current Assets			
Westpac Cheque	4	32,719	31,235
Westpac Debit card		394	-
Westpac 25		6	6
Westpac 28		28,357	47,733
Accounts receivable		39,765	25,902
Total Current Assets		101,241	104,876
Non-Current Assets			
Property, Plant and Equipment	5	9,473	7,464
Total Non-Current Assets		9,473	7,464
Total Assets		110,714	112,340
Liabilities			
Current Liabilities			
GST Payable		4,949	2,875
Accounts payable		7,397	6,111
Accruals		10,142	6,366
Income In Advance		17,000	8,726
Total Current Liabilities		39,488	24,078
Total Liabilities		39,488	24,078
Net Assets		71,226	88,262
Represented by:			
Accumulated funds			
Opening Balance		88,262	80,348
Current Year Earnings		(17,036)	7,914
Total Accumulated funds		71,226	88,262
Total Represented by:		71,226	88,262



President

Date 5/3/2020



Treasurer

Date 5/3/2020



This statement is to be read in conjunction with the notes on pages 6-7 and the Audit Report on page 9.

Notes to the Financial Statements

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2019

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.



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.

	2019	2018
2. Annual Awards and Business Mix		
Events		
Annual Awards		
Income	123,790	118,310
Less expenses	(97,421)	(97,596)
Total Annual Awards	26,370	20,714
 The Business Mix and Future Crunch		
Income	20,601	29,960
Less expenses	(23,871)	(25,184)
Total The Business Mix and Future Crunch	(3,270)	4,776

3. Capital Commitments

Capital commitments at balance date are nil (2018: nil)

4. Bank overdraft

The Westpac cheque account has an overdraft limit of \$10,000.00 (2018: \$10,000). There is no specific security in place for this arrangement.

	2019	2018
5. Property, Plant and Equipment		
Plant and Equipment		
Plant and machinery owned	39,003	34,784
Accumulated depreciation - plant and machinery owned	(29,530)	(27,320)
Total Plant and Equipment	9,473	7,464
Total Property, Plant and Equipment	9,473	7,464

6. Contingent liabilities

There are no contingent liabilities at year end (2018: \$Nil).

7. Related Party (2018 and 2019)

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.



Depreciation Schedule

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2019

NAME	PURCHASED	COST	OPENING VALUE	PURCHASES	RATE	DEPRECIATION	CLOSING VALUE
Plant and office equipment							
Compucon Workstation - MEPS Model 7 I5 2.8Ghz, 8gb RAM, 512gb SSD	30 Sep 2019	3,575	-	3,575	50.00%	596	2,979
Board table - grey	30 Nov 2016	559	460	-	8.50%	48	412
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	352	-	10.50%	47	304
Computer	23 Mar 2016	2,335	511	-	50.00%	255	255
Desk - 3 pod with screen	30 Nov 2016	2,309	1,900	-	8.50%	196	1,704
HP Probook laptop	31 Aug 2017	1,910	756	-	50.00%	378	378
Kitchen table - Brown	30 Nov 2016	299	246	-	8.50%	25	221
Laptops x 5	1 Apr 2012	4,020	39	-	50.00%	20	20
Locker - white	30 Nov 2016	306	239	-	10.50%	32	207
Monitor LCD Phillips 17"	31 Dec 2009	413	-	-	60.00%	-	-
Office cabinet - white	30 Nov 2016	648	506	-	10.50%	68	438
Office chairs - black (3)	30 Nov 2016	734	573	-	10.50%	77	496
Office fitout - share of cabling, electrics etc	30 Nov 2016	1,758	1,502	-	7.00%	123	1,379
Porcelain whiteboard	31 Dec 2009	445	1	-	48.00%	-	-
Reception desk	31 Dec 2009	489	95	-	15.60%	15	80
Samsung tablet - TAB S3 9.7"	28 Feb 2019	644	-	644	50.00%	295	349
Signage	31 Dec 2009	470	134	-	12.00%	16	118
Signs	31 Dec 2009	545	151	-	12.00%	18	133
Website update	1 Oct 2013	9,740	-	-	40.00%	-	-
Total Plant and office equipment		39,003	7,464	4,220		2,210	9,473
Total		39,003	7,464	4,220		2,210	9,473



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**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 The Chamber of Commerce and Industry of Northland Incorporated ("the Society"), which comprise the balance sheet as at 31 December 2019, 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 2019 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, 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 Member 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/has no realistic alternative but to do so.

PARTNERS: Adelle Allbon Greg Atkins Angela Edwards Scott Kennedy Robyn Terlesk

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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 directors.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the directors 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
5 March 2020

2019 Westpac Northland Business of the Year Supreme Award Clements Contractors Ltd



	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Number of Entries	80	85	71	71	79	76	80	81	67	50	40
Net Profit	\$26,370	\$20,714	\$30,998	\$30,036	\$26,328	\$25,973	\$23,420	\$8,071	\$28,010	\$35,883	\$33,221
No. tickets sold	339/17	340/34	341/37	340	340	353	360	427	413	472	459
Sponsorship \$\$	↑	↓	↑	↑	↑	↑	↑	↓	↔	↓	↓
Media Profiling	↔	↑	↑	↑	↑	↑	↑	↑	↑	↑	↑

NorthTec Best Emerging Business Award

Villa Chartered Accountants and Business Advisors Ltd

Ricoh Northland Excellence in Business – Micro Business Award

Whangarei Top 10 Holiday Park

Henderson Reeves Excellence in Business – Small Business Award

Ruakaka Beach Holiday Park

Marsden Maritime Holdings Ltd Excellence in Business – Medium Business Award

Bellingham Quarries Ltd

Vodafone Excellence in Business – Large Business Award

Maungatapere Berries Ltd

Top Energy Best Not for Profit Organisation Award

I Have a Dream Charitable Trust

ACC Workplace Safety Award

Educare

Creative Northland Excellence in Creative Industries Award

Sarahlee Studio

More FM Customer Choice Award – Retail

Taste & See NZ

More FM Customer Choice Award – Service Provider

Memory Lane

People Potential Judges Choice Award

Northland Art Centre

Northland Inc – Innovate Award

Olive and Ash

Northland Regional Council Environmental Excellence Award

HeadsUp Adventures Ltd

Business Coaching New Zealand Mentor Voucher

Blush Beauty Therapy

He Poutama Taitamariki Award

Trey Henry from Ngati Kahu Social Services

The Northern Advocate Business Hall of Fame inductee

Kaka Porowini