

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 2018

The members of the executive as decided or confirmed at the 2017 AGM were.

Jeremy Tauri	President
Ryan Welsh	Past President
Tim Robinson	Vice President
Danny Douglas	Treasurer
Auriole Ruka	Board Member
Brett Donovan	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
Virginia Craig	Board Member
Cr Tricia Cutforth	Board Member – WDC Council representative
Cr Paul Dimery	Board Member – NRC Council representative
Cr Anna Curnow	Board Member – KDC Council representative
Deputy Mayor Tania McInnes	Board Member – FNDC Council representative

Resignations during the year

-

Co-opted during the year

Phil Alexander-Crawford

Standing down for re-election as required by constitution

Ken Wilson

Sue Walters

Tony Shi

Standing for election

Fiona Taylor

Nick Madden

Phil Alexander-Crawford

Board members not re-standing

Brett Donovan

Virginia Craig

AGM Agenda



CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC
116th ANNUAL GENERAL MEETING
To be held Wednesday 13th March 2019
1700hrs at The Orchard, Mahi Tahi Event room, Cnr Walton & Vine St, Whangarei
 (Quorum required - Fifteen Financial Members)

AGENDA

1. Apologies

Name	Company
Cr Tricia Cutforth	Whangarei District Council
Peter Grogan	HX. Systems
Alan Martin	Life Member
Barbara Jaques	BJ Projects
Cr Anna Curnow	Kaipara District Council

2. Obituaries

The Northland Chamber wishes to note the passing of Richard & Cheryl Lee, Greg Guy and Pete Gleeson

3. Minutes of the 115th 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

10. 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 were required to notify the CE Northland Chamber of Commerce in writing prior to the 8th March. No-one has opposed the nominees.

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”

Jeremy Tauri	Plus Chartered Accountants	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”

Tim Robinson	Bernina Northland	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 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

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

Fiona Taylor (Flatlands Ranch Ltd)

My name is Fiona Taylor. I have resided in Whangarei since 2003. I live with my husband, and we have a blended family. My husband has operated his business in Whangarei for 30+ years.

I have lived in the North for most of my life, apart from a few roles in New Plymouth and Auckland during my working career. In the 80's I worked alongside my parents businesses in Kaikohe. I have operated my own successful businesses in both Kaikohe, New Plymouth and Whangarei.

I have a Bachelor of Applied Management, Certificate in Audit Teaching and a great deal of experience in management, sales and training. I have worked within government agencies and held positions on Board of Trustees over the years.

I believe connecting with businesses, communities and people is where it starts. I would like to bring my passion and drive, as a new Board member.

Phil Alexander-Crawford (LLB, BAM, MIndSt)(NorthTec Polytechnic (Tai Tokerau Wananga)

(Ngati Rehia, Ngati Hine, Ngapuhi, Scottish, English)

Philip is Director of Development at NorthTec leading student recruitment, business development and Government Investment. Most recently, he was sponsor of the Tai Tokerau Regional Investment Plan that looks to improve access to and outcomes for learners in Northland.

His board and governance experience includes 7 years on the Kamo High School BOT, Northland Rugby League and work in Wellington with the Tertiary Education Commission and NZQA. He has also been a member of Ako Aotearoa Northern Hub Advisory Board for the last 4 years..

Philip is committed to seeing Tai Tokerau prosper and grow.

With his wife Nicki they have 4 children –two of whom are finishing their study in Wellington and two that are at Kamo High School.

Nick Madden (QRC Tai Tokerau Resort College)

I would like to express my interest as a nominee to become a board member for the NZ Chamber of Commerce Northland.

I am currently the General Manager of QRC Tai Tokerau Resort College, alongside my proven experience in the tertiary education sector, the hospitality industry and my transformational leadership style, I am confident I have the skills and personal qualities required by NZ Chamber of Commerce Northland and believe I would be an asset to my local area.

With over 18 years leadership and operations experience across a wide range of businesses and with my strengths in business planning and developing high performance teams. I am a hands-on manager that's able to work with heads of departments & managers to develop and implement effective business strategies.

QRC is New Zealand's premier Tourism & Hospitality Management College, with a focus on professionalism, continuous improvement and positive outcomes which underpins the culture. QRC Tai Tokerau has an important role in developing the workforce, QRC prides itself on providing a high quality, unique and world-class learning experience. This results in excellent

graduate outcomes; 97% of graduates progress directly into industry employment or pathway to further study.

Nominations for current Board members re-standing for election

Tony Shi (SwitchMSP)

Tony founded his first business Orbitcoms Ltd in Whangarei in 2002 and has been in ownership and leadership role since. Currently, Tony is the managing director of Sitch MSP, a successful Whangarei based Managed IT Services Provider.

Tony has accumulated vast experience and knowledge in sales/marketing and business management. The background of his migrating from China over 18 years ago also enables him to bring a different cultural perspective to business and life in general. The most notable accolade to date is winning the 2014 Westpac Northland Business Excellence Awards Small Business Category (prior to re-branding, as Northcom ICT)

Tony believes in “vibrant businesses, vibrant community”, and recognises the importance of the role Chamber plays in the local business and wider community. He is confident that he is able to add value by getting involved in the chamber governing body and contributing to its members’ success.

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 practising 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 business people who operate in a broad range of enterprises. The experience gained from acting for these commercial clients provides an insight into the issues that business people 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.

Ken Wilson (GTAdvantage)

Ken is a 5th generation Northlander, now based back in hometown Whangarei and trading as GT Advantage, a specialist role within Gilmore Taylor Associates.

Ken has over 30 years hands-on Operations and General Management experience throughout New Zealand, and across a broad range of business sectors including NZ Dairy Industry, Pulp and Paper, Hospitality, Manufacturing and Contract Packing, and Economic Development.

Ken's particular strengths include effective Change Management for companies, Team Performance and Culture, and Good Governance.

Ken sits on the Board of the Northland Chamber of Commerce, an associate member of NZIM, a member of the Institute of Directors (IOD), and a judge for the Northland Business Excellence Awards. He also sits on a large number of Advisory Board for Northland Businesses.

Suzanne Walters (Northland Document Solutions – Ricoh)

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 business men 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.

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 it's own.

Auriole Ruka (Te Puu Ao Charitable Trust)

I am a descendant of Ngapuhi and it's with pride that I currently hold governance roles and can contribute to Te Puu Ao Charitable Trust, The Chamber of Commerce, The Whangarei Accessible Housing Trust, so as to further the well being and economic development of whanau, hapu and Iwi.

I've worked in key senior management roles within CCS Disability Action Northern Region for 7 years, in Auckland, building inclusive communities for people with disabilities and more recently for He Puna Marama Trust as the General Manager Maori Business Transformation project managing initiatives like InnoNative Market and Business Base. As well I'm in my thesis year of my Masters in Business at AUT.

I have a love for the moana and waka ama keeps me connected and our club Te Puu Ao is based at Kowharewa Bay in Tutukaka where our whanau coach tamariki, taitamariki and we paddle on the coast and compete at a national level. Recently, we had four generations compete at this years nationals at Lake Karapiro.

I have recently begun a new role at the Northland Regional Council as Kaiwhakahaere Hononga Maori – Manager Relationships Maori strengthening commitment of Council to create effective outcomes that meet diverse needs of community.

Nominations for President

Jeremy Tauri (Plus Chartered Accountants)

If you ask Jeremy Tauri what he likes most about his job, he'll say it's helping people. Whether it's showing clients how to understand accounts or helping them understand how to overcome problems in their businesses, he explains things in simple, plain-English terms.

He is committed to developing Northland as a place to do business and is enthusiastic about helping other people achieve success.

Jeremy has been an accountant for the past 17 years at Plus Chartered Accountants, based in Whangarei. He holds trustee roles for various charitable trusts around town, and also writes a column for NZME regional newspapers.

Jeremy grew up in Kaikohe but moved to Whangarei to study when he was 18. He now has young children and enjoys the different perspective on the future that being a parent can offer.

In his spare time he enjoys kickboxing – but don't worry, he's very approachable.

Nominations for Vice 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 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 time deep sea fishing.

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

Currently Danny is an Associate at 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 115th AGM

THE CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INCORPORATED

Minutes of the 115th Annual General Meeting

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

Wednesday March 7th 2018 at 5.00 pm

Jeremy Tauri (President) welcomed members to the 114th Northland Chamber AGM. He then invited Auriol Ruka to perform a Karakia.

Present

Attendee	Business Name
Auriol Ruka	Te Puu Ao Charitable Trust
Claire Blake	Whangarei TOP 10 Holiday Park
Cr Tricia Cutforth	Whangarei District Council
David Templeton	Northland Inc
David Wilson	Northland Inc
Graham Billings	GGB Business Therapy Ltd.
Jeremy Tauri	Plus Chartered Accountants
Jude Thompson	Northland Inc
Leo Unger	Human Assets
Mark Fletcher	Spending Planners New Zealand
Mikal Nielsen	Sounds Easy Limited
Murray Broadbelt	Employer Services Ltd
Nick Blake	Whangarei TOP 10 Holiday Park
Sarah Blithe	Hubands Energy
Steve Haywood	Steve Haywood Master Jeweller
Sue Walters	Ricoh Northland
Tim Robinson	Bernina Northland
Tony Shi	Switch MSP
Trish Madison	Accounta Limited
Veronica Fletcher	Spending Planners New Zealand
Virginia Craig	Henderson Reeves Lawyers
James McLean	JD Landscape Architecture
John Steedman	Jonzone Limited
Des Cawood	Promed Ltd
Sidney Quintel	Retired
Taramati Quintel	Retired
Sophia Xiao-Colley	Desan Health

Apologies

Name	Business Name
Hon Shane Jones	NZ First MP Whangarei
Allan Gray	Wynn Fraser Paints
Ken Wilson	GT Advantage
Graham Foggin	Scots in Spirit
Terry Sage	Business Coaching New Zealand
Cr Anna Curnow	Kaipara District Council
Rob Meadows	Northpower
Jeroen Jongejans	Dive!Tutukaka
Danny Douglas	Gilmore Taylor Associates
Kevin Etherington	Facebox
Dean Abel	Hubands energy

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

The Northland Chamber wishes to acknowledge the passing of Don Sargent, John Cook, Jack Guy and Malcolm Hawthorn and pass on condolences to their families.
A moment of silence was held.

Minutes of the previous AGM**Resolved****"That the minutes of the 114th AGM on 8th March 2017 be confirmed as a true and correct record"****Moved: Trish Madison Seconded: Tony Shi All in favour****Matters Arising**

No Matters Arising

President and Chief Executive Report

Jeremy Tauri (President) expressed a moment of gratitude then handed over to Tony Collins (CE)

- Jeremy thanked members who ensure that the Chamber stays relevant. Membership is on its way to 500.
- He acknowledged the Board who donate their time and advised that he is grateful for the work they put in.
- Business mentors – the Chamber manages the Business Mentors contract under the Regional Business Partnership. This provides another resource available to businesses in Northland and Jeremy thanked our mentors for the time they volunteer to help.
- Thanks to our sponsors and alliance partners who allow the chamber to host events such as the Awards along with other seminars and functions.
- Thank you to The Orchard where the Chamber has lived for a year and to Northland Inc who we co-locate, and work with.
- Part of the Chamber Board are representatives of the councils, Jeremy thanked Cr Tricia Cutforth (Whangarei District Council), Cr Paul Dimery (Northland Regional Council), Cr Anna Curnow (Kaipara District Council) and Deputy Mayor Tania McInnes (Far North District Council) for their contribution to the Board.
- Finally he thanked Tony, Janette and Shelley for their part in making the Chamber a success.

Jeremy handed over to Tony who highlighted the following and reiterated what Jeremy had said

- The Chamber is lots of moving parts. It is a small organisation who punches above its weight due to the support of its relationships with other individuals and organisations.
- Tony advised that he was privileged to attend the International Chamber Conference in Sydney last year. This was attended by a range of Chambers from the large Dubai Chamber with 20,000 members and small like the Solomon Islands with a small number of members. It showed that all the same issues are faced by chambers all over the world.
- The Northland Chamber has aspirations to reach 500 members in 2018. To do this we need to demonstrate to make ourselves relevant.
- Tony thanked the Board for giving him a mandate and direction so that he can “get on with the job”. He also thanked the outgoing Board members – Terry Sage, Paul Dunn, Rob Meadows and Richard Cranenburgh for their individual efforts for the Chamber.
- Tony also thanked Shelley and Janette without who the Chamber would not be able to operate. He advised that they knew the Chamber inside out and have gone above and beyond for its members.

Resolved

"That the President and Chief Executive report be received"

Moved: Tim Robinson Seconded: Murray Broadbelt All in favour

Financial Report

In his absence Treasurer Danny Douglas provided a video of his financial report.

Treasurer's Report – year ended 31 December 2017

Profitability

A net surplus of \$9,560 for the year compared to profit of \$21,539 in 2016. This was from the hard work that Tony, Janette and Shelley have all done has contributed to holding the chamber in a profit situation.

Revenue

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

Changes in revenue streams:

- Business awards up nearly 1k to \$31,000 from \$30,000 in 2016, including additional sponsorship for awards
- Business Mentors was down approximately \$6,000
- Membership subscriptions were up \$2.5k. Membership total at 478 compared to 453 in 2016
- Seminars and functions have decreased by \$4k
- Whangarei maps down by \$1k
- Business to business publication contributed \$3.3k
- Sponsorship held steady mainly due to great support from Ricoh, Vodafone, OfficeMax, Noel Leeming being the main alliance partners
- Office services up \$3.8k

Expenses

Total expenses were up by approximately \$9k. The major area was due to a well-deserved and overdue increase in Tony, Janette and Shelly's remuneration. Most other expenses have resulted in similar costs to prior year or slightly less than the prior year.

Financial position

As at 31 December the Chamber held \$103K of assets made up of:

Bank balances	\$68.9k up from \$51.5k prior year
Debtors	\$25k up from \$21.7k

Equip	\$9.4k includes cost of the Chamber share of Orchard fit-out
Total Assets	\$103k
Less Liabilities	\$23.25k – suppliers and IRD

Giving Accumulated Members Fund \$80k up from 71k

Future Focus

- Continue to expand revenue streams
- Utilise funds to develop services

Danny thanks Tony Janette and Shelley for all of their work over the last 12 months.

Resolved

"That the financial statements be approved"

Moved: Jude Thompson Seconded: Trish Madison All in favour

Appointment of Auditor

Motion: "to appoint an Auditor for 2018"

Resolved

"That BDO Northland be appointed for 2018"

Moved: Jeremy Tauri Seconded: Jude Thompson All in favour

Appointment of Honorary Solicitors

Motion: "That WRMK be appointed as Honorary Solicitors"

Resolved

"That WRMK be appointed Honorary Solicitors for 2018"

Moved: Jude Thompson Seconded: Murray Broadbelt All in favour

Tony Collins as the Returning officer conducted 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 5th, 2018 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: Murray Broadbelt Seconded: Claire Blake All in favour

Election for Vice President

"As per the nominations received prior to the February 5th, 2018 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: Jude Thompson Seconded: Murray Broadbelt All in favour

Election for Treasurer

"As per the nominations received prior to the February 5th, 2018 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: Trish Madison All in favour

Election of Board

Board of Directors

"As per the nominations received prior to the February 5th, 2018 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
Richard Cranenburgh	On the Edge Design	Board of Directors
Suzanne(Sue) Walters	Rich Northland	Board of Directors
Tony Shi	SwitchMSP	Board of Directors
Virginia Craig	Henderson Reeves	Board of Directors

Richard Cranenburgh withdrew his nomination to the position of Board member

Motion – "That as per the nominations received prior to the February 5th, 2018 closure date, the following six persons will be elected to the position of Board member unopposed."

Murray Broadbelt	Employer Services Ltd	Board of Directors
Brett Donovan	Donovan Group NZ Ltd	Board of Directors
Ryan Welsh	WRMK	Board of Directors
Auriole Ruka	Te Puu Ao Charitable Trust	Board of Directors
Sarah Blithe	Hubands energy	Board of Directors
Jeroen Jongejans	Dive!Tutkaka	Board of Directors

Moved: Tim Robinson Seconded: Jeremy Tauri All in favour

General Business

No general business.

Conclusion of Formal Meeting.

Auriole Rula closed the meeting with a Karakia

The meeting closed at 5.23 p.m.

The AGM was followed by an Alliance Partners BA5.

President and Chief Executive Report for 2018

Welcome to the Chamber's 116th Annual General Meeting.

INTRODUCTION

It is a pleasure to present the 2019 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 2019), 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!

ADVOCACY, A VOICE FOR BUSINESS

It is becoming increasingly difficult to be heard in the media jungle of New Zealand. Private sector and SME's in particular must speak with a single voice on strategic matters important to the success of their respective enterprises. NorthChamber continues to build a brand and a reputation as the positive voice for Northland businesses and the regional economy.

At this time, we are flying two strategic flags, those being infrastructure and the Regional CBD, Whangarei, both of which require urgent attention in order for us to carve out our place in the future of New Zealand's development.

I would like to acknowledge and thank all those members who have given support and encouragement to the cause.

This year NorthChamber made submissions on, or were involved in many issues 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, Roding – 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

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 2018 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. It has improved year on year and part of this is related to an increase in the retention of members through higher levels of engagement. 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

2018 Chairmanship of the Executive has been provided by Jeremy Tauri and Steve (and Tony) would personally like to thank him for the support he has given and look forward to his continued contribution through the balance of 2019. Steve also wishes to thank Tony for handing over a robust organisation and giving him the opportunity to have his head up and able to look well into the future of Northland.

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.

THE FUTURE (in summary)

Our ability to grow and evolve as an organisation will be tested over the coming years and the fact that we have been around for 116 years will count for surprisingly little in the bigger scheme of things.

Our strategic plan sees the following:

1. Mission... "to engender success and vitality through engagement with the business community of Northland."

Vision... "to be the region's leading business organisation and champions of major infrastructural improvements, providing maximum opportunity to its stakeholders."

2. Advocacy, especially around infrastructure projects, such as roading, rail, broadband and especially the Heart of the Province, the Whangarei CBD.
3. A stronger NorthChamber presence in all major population centres.
4. A new initiative focussing on 'Thought Leadership' throughout the North.
5. CBD development project



Jeremy Tauri
President
NZ Chambers of Commerce Northland



Steve Smith
CE
NZ Chambers of Commerce Northland

Financial Statements

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2018

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Statement of Profit or Loss

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2018

	NOTES	2018	2017
Income			
Annual awards	2	20,714	30,988
Business to business publication		2,600	3,375
Business mentors		7,208	1,362
Interest		1,273	461
Office services		5,474	8,815
Other income		1,858	930
Regional business partners		20,000	20,000
Seminar and function		(74)	573
Sponsorship		11,448	15,375
Subscriptions		112,117	107,569
Whangarei maps		10,078	11,348
Skills for Industry MSD contract		12,941	-
The Business Mix	2	4,776	-
BA5		7,152	6,450
Total Income		217,566	207,244
Gross Surplus		217,566	207,244
Expenses			
Administration			
Advertising		1,685	-
Audit fees		2,150	2,150
Bank Charges & Interest		344	248
Computer Expenses		2,674	2,765
General expenses		3,647	3,362
Postage		3,869	2,833
Printing stationary and office expenses		2,098	1,991
Salaries and contractors		159,030	151,716
Sponsorship		556	348
Telephone		5,985	5,047
Travel and conferences		4,198	3,460
Vehicle Expenses		5,265	5,728
Total Administration		191,500	179,648
Occupancy and standing			
A.C.C. Expenses		245	221
Insurance		1,217	1,237
Photocopier - Lease		5,084	4,768
Rent		9,627	9,627
Total Occupancy and standing		16,172	15,852

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

	NOTES	2018	2017
Non cash expenses			
Depreciation Expense		1,980	2,181
Loss on Sale		-	5
Total Non cash expenses		1,980	2,186
Total Expenses		209,652	197,685
Excess (deficit) income over expenditure		7,914	9,560

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 2018

	NOTES	31 DEC 2018	31 DEC 2017
Assets			
Current Assets			
Westpac Cheque	4	31,235	27,543
Westpac 25		6	6
Westpac 28		47,733	41,370
Accounts receivable		25,902	25,123
Prepayments		-	143
Total Current Assets		104,876	94,186
Non-Current Assets			
Property, Plant and Equipment	5	7,464	9,444
Total Non-Current Assets		7,464	9,444
Total Assets		112,340	103,630
Liabilities			
Current Liabilities			
GST Payable		2,875	410
Accounts payable		6,111	10,220
Accruals		6,366	9,013
Income in Advance		8,726	3,639
Total Current Liabilities		24,078	23,282
Total Liabilities		24,078	23,282
Net Assets		88,262	80,348
Represented by:			
Accumulated funds			
Opening Balance		80,348	70,789
Current Year Earnings		7,914	9,560
Total Accumulated funds		88,262	80,348
Total Represented by:		88,262	80,348



President

7 March 2019
Date



Treasurer

7 March 2019
Date

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 2018

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.

	2018	2017
2. Annual Awards and Business Mix		
Events		
Annual Awards		
Income	118,310	124,470
Less expenses	(97,596)	(93,482)
Total Annual Awards	20,714	30,988
Business Mix		
Income	29,960	-
Less expenses	(25,184)	-
Total Business Mix	4,776	-

3. Capital Commitments

Capital commitments at balance date are nil (2017: nil)

4. Bank overdraft

The westpac cheque account has an overdraft limit of \$10,000.00 (2017: \$10,000). There is no specific security in place for this arrangement.

	2018	2017
5. Property, Plant and Equipment		
Plant and Equipment		
Plant and machinery owned	34,784	34,784
Accumulated depreciation - plant and machinery owned	(27,320)	(25,340)
Total Plant and Equipment	7,464	9,444
Total Property, Plant and Equipment	7,464	9,444

6. Contingent liabilities

There are no contingent liabilities at year end (2017: \$Nil).

7. Related Party (2017 and 2018)

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.

Depreciation Schedule

Chamber of Commerce and Industry of Northland Inc For the year ended 31 December 2018

NAME	PURCHASED	COST	OPENING VALUE	DISPOSED	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Plant and office equipment								
Board table - grey	30 Nov 2016	559	508		8.50%	48	-	460
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	399		10.50%	47	-	352
Computer	23 Mar 2016	2,335	1,021		50.00%	511	-	511
Desk - 3 pod with screen	30 Nov 2016	2,309	2,096		8.50%	196	-	1,900
HP Probook laptop	31 Aug 2017	1,910	1,512		50.00%	756	-	756
Kitchen table - Brown	30 Nov 2016	299	271		8.50%	25	-	246
Laptops x 5	1 Apr 2012	4,020	79		50.00%	39	-	39
Locker - white	30 Nov 2016	306	271		10.50%	32	-	239
Monitor LCD Phillips 17"	31 Dec 2009	413	-		60.00%	-	-	-
Office cabinet - white	30 Nov 2016	648	574		10.50%	68	-	506
Office chairs - black (3)	30 Nov 2016	734	651		10.50%	77	-	573
Office fitout - share of cabling, electrics etc	30 Nov 2016	1,758	1,625		7.00%	123	-	1,502
Porcelain whiteboard	31 Dec 2009	445	1		48.00%	1	-	1
Reception desk	31 Dec 2009	489	113		15.60%	18	-	95
Signage	31 Dec 2009	470	152		12.00%	18	-	134
Signs	31 Dec 2009	545	171		12.00%	21	-	151
Website update	1 Oct 2013	9,740	-		40.00%	-	-	-
Total Plant and office equipment		34,784	9,444			1,980	-	7,464
Total		34,784	9,444			1,980	-	7,464

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

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 2018, 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 2018 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, Chamber of Commerce & Industry of Northland Inc.

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 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.

DRAFT

BDO Northland
Whangarei
New Zealand
8 March 2019



2018



Westpac Northland
Business Excellence Awards
Sponsored by
Business Excellence

2018 Westpac Northland Business of the Year Supreme Award Clements Contractors Ltd



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

The Orchard Business & Event Hub Best Emerging Business Award

Giftbox Boutique NZ Ltd

Ricoh Northland Excellence in Business – Micro Business Award

Mangawhai Artists Inc

Henderson Reeves Excellence in Business – Small Business Award

Cadenshae

GBC Winstone Excellence in Business – Medium Business Award

LC Hydraulics

Vodafone Excellence in Business – Large Business Award

Clements Contractors Ltd

Top Energy Best Not for Profit Organisation Award

Mangawhai Artists Inc

ACC Workplace Safety Award

Northern Benchtops Ltd

Creative Northland Excellence in Creative Industries Award

Jessie Rose

More FM Customer Choice Award – Retail

The Butter Factory

More FM Customer Choice Award – Service Provider

Uber Group Ltd

People Potential Judges Choice Award

Whangarei Top 10 Holiday Park & Motels

Northland Inc – Innovate Award

Extrutech Ltd

Northland Regional Council Environmental Excellence Award

Northern Benchtops Ltd

He Poutama Taitamariki Award

Lavinia (Vini) Hoeft –Northland Regional Council

The Northern Advocate Business Hall of Fame inductee

Stan Semenoff