

NZ CHAMBERS OF COMMERCE
North Chamber

NORTHCHAMBER

Annual General Meeting

Tuesday 17 March 2026



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NorthChamber

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PURPOSE

Empowering and enabling Northland business to thrive

NorthChamber connects people, ideas and opportunities so Northland businesses can collaborate and prosper.

Together, we amplify our region's voice, grow capability, and celebrate the success of our business community.



OUR ABC'S



ADVOCATE

We stand alongside our members, working closely with local and central government to ensure Northland's voice is heard.



BUILD

We bring Northland businesses together — creating spaces to connect, share ideas and learn from one another.



CELEBRATE

We are proud of the incredible diversity, innovation and resilience of Northland businesses. We actively celebrate their stories and achievements through our annual Business Excellence Awards.

Looking Back to late 2024

NorthChamber - an organisation under pressure

- X Member numbers declining (since 2021)
- X Proposition unclear for today's world
- X Legacy internal systems creating issues
- X Key stakeholder relationships were strained
- X BE Awards produced a financial loss
- X Struggling to meet our financial obligations



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Wei ji

2025 – A year of *revitalisation*

Achievements in a nutshell:

- ✓ Biggest and best yet Business Excellence Awards
- ✓ Northland Monopoly project very successful
- ✓ Increased number events and programmes
- ✓ Improved reputation for delivering value
- ✓ Number of 'new members' increasing
- ✓ Improved financial performance
 - we're out of the 'red' (but not out of the woods)!



Business Excellence Awards

The biggest and best yet

NBEA AWARDS:

54

Category & Specialist
Award
Entrants (up 55%)

17

Winners

\$24,324

Surplus

410

Tickets Sold



"Entering the Awards was extremely valuable. As a first-time entrant, it made us evaluate things about our business that we weren't thinking about."

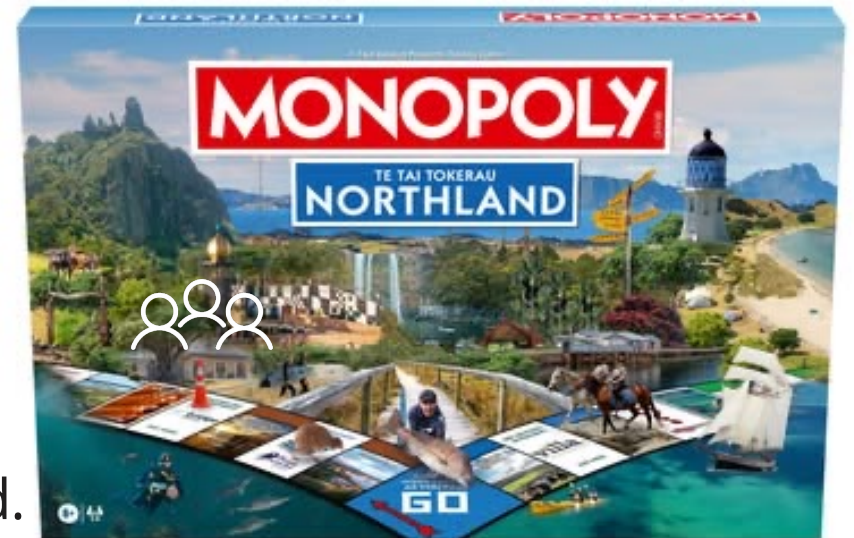
The feedback and suggestions from the judges were excellent and we're already making changes as a result. Thanks NorthChamber".

- Entrant & Finalist

Northland Monopoly a success

Even more popular than we imagined

- 3,100 sets sold in 2025*
- Significant financial contribution:
 - Gross Profit \$100k
 - Net Cash \$25K
- High risk (\$160k purchase outlay) mitigated.
- Positive for brand enhancement



*Plus a further 1,200 purchased by Mitre10 Mega in 2026

Huge thanks to our key
sales outlet Partner



Full programme of events

EVENTS:



830

BA5 Guests

2300

Total Attendees

BUSINESS MENTORS NZ:

49

Northland businesses currently being mentored

Projects delivered and supported:

- Skills for Industry Training (MSD)
- Look North (Northland Corporate Group)
- The PICK (Northland Inc.)
- Retail Crime Ministerial Review
- Social Sector Recovery Plan (MSD)
- City Safe
- Youth Enterprise Scheme
- Mayoral Taskforce – Whangarei
- Covid-19 Royal Commission
- Transpower Fund support

Membership has returned to growth, especially recent months

 **75** 

'New' members in 2025
(versus 36 in 2024)

- Subscription income 23% higher in second half (Jul-Dec), vrs first half (Jan-Jun)
- Attracting more larger businesses (average \$ subscription has risen 20%)
- Business closures, sales, mergers, relocations currently account for around 30% of resignations – it's still tough for business!



411

Total Members
(at Dec'25)

Beyond membership

 **1600+** 

**Estimated volunteer hours donated to
NorthChamber and our initiatives in 2025.**

Financial Report 2025

Results at a glance

- Turnaround to **Net surplus: +\$22k** (v -\$25K in 2024), moving Chamber back into the 'black'
- **Total Revenue up 50%** to \$792K
 - Up 20% if Monopoly is excluded
- **Total Expenses up 40%** reflecting Monopoly purchase cost and staff costs to support bigger work programme
- **Net Assets improved to \$4.8K** (versus 'minus' \$17.1K in 2024)
- **Cash on hand \$73K** at Year End (down \$31k on 2024)



Financial Outlook for 2026

Positive but still more work to be done

- Budgeting for **Net surplus of circa +\$30K or more**
- **Revenue forecast** to be down around 20%, due to Monopoly winding down.
 - Monopoly P&L contribution circa \$35K. But larger **'cash' contribution** (\$60K-\$80k), because full purchase costs were incurred in 2025.
 - BE Awards forecast double **Net Surplus of around \$50k** (\$23K in 2025), with increased Sponsorships and cost-containment.
 - Additional revenue opportunities identified through **'A Connected North'** initiative.
- **Operating Expenses** forecast to be 10% lower (staffing)

Around 85% of income budgeted already locked in.

Cash will remain tight until additional income is secured.



A Connected North



Brief: Engage business leaders and develop a **clear, compelling story** that our entire business community can align around and present the reasons why do business in Northland.



The Story of Northland Business



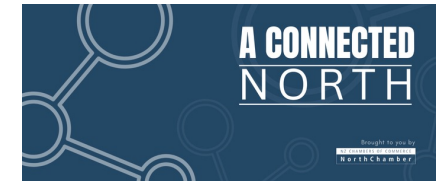
What has emerged...

“Northland offers a compelling combination of **natural advantage, cultural depth, emerging opportunity and untapped potential**. It is a region rich in resources, people and heritage, innovation and ambition.

“What distinguishes Northland is not just who we are, or what it has, but **what it is becoming**: a region *intentionally connecting* its people, sectors, cultures, systems to unlock smarter, faster, more sustainable and inclusive outcomes”.



Big appetite to build upon the Waitangi launch



Continuing this will be beneficial for Northland Business

9.1/₁₀

I Would like to stay involved

9.5/₁₀

"One key insight - within my own community, there is significant opportunity for stronger connection and collaboration"

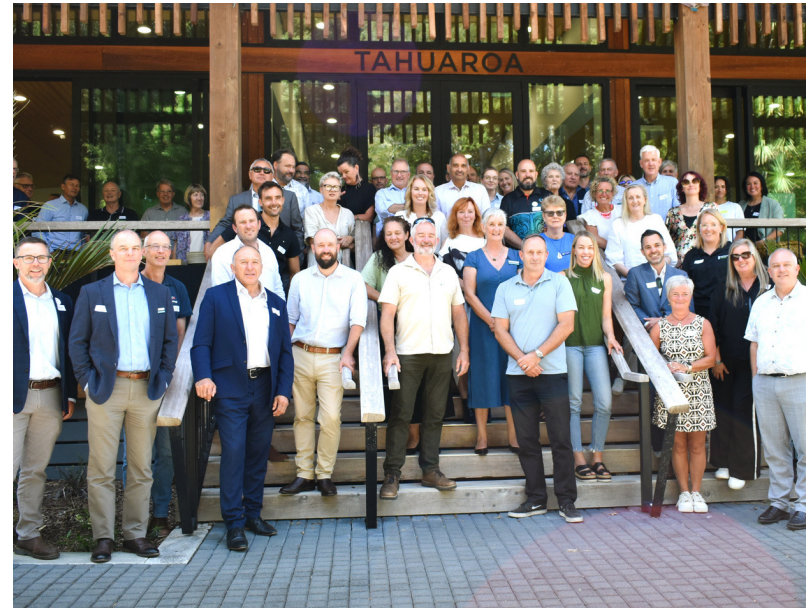
"Great to know that this mahi is aimed at activating existing strategies. The attendance and energy was great, so I hope the momentum can develop into activation".

*"Created strong leads for me on topics that need exploring and development with a great selection of people.
Loved that school principals were there".*



Add to the momentum of a Connected North!

**Join a Connected North as a
Partner or Supporter**



Thank You!

- **Members / Supporters**



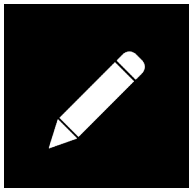
- **Partners**



- **Board**

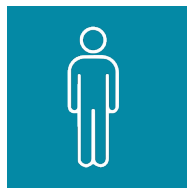
- **NorthChamber Team**

JOIN US



SIGN UP

Sign up to receive our latest e-news, business updates and upcoming event invitations.



MEET UP

Meet up with others in business, learn from experts and each other, build connections, and collaborate to build a prosperous region.



STAND UP

Stand up together as a business community to be heard on the important issues that impact the growth and development of a prosperous Northland.

www.northchamber.co.nz

