NZ CHAMBERS OF COMMERCE

NorthChamber

Business Vitality

ANNUAL REPORT 2020

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 2020

The members of the executive as decided or confirmed at the 2020 AGM were.

Tim Robinson	Bernina Northland	President
Jeremy Tauri	Plus Chartered Accountants Ltd	Past President
Sue Walters	Northland Scaffolding Ltd	Vice President
Danny Douglas	Gilmore Taylor Associates Ltd	Treasurer
Ryan Welsh	WRMK	Board Member
Phil Alexander-Crawford	NorthTec	Board Member
Ken Wilson	GT Advantage Ltd	Board Member
Murray Broadbelt	Employer Services Ltd	Board Member
Mike Kanji	2f2f Ltd t/a Far North Business & Event Hub	Board Member
Tony Shi	Switch MSP	Board Member
Fiona Taylor	Flat Lands Ranch Ltd t/a Abbey Barn	Board Member
Tony Savage	WRMK	Board member
Trevor Griffiths	Griffiths & Associates Ltd	Board Member

Council representatives

Cr Ken Couper	Whangarei District Council
Cr Jack Craw	Northland Regional Council
Cr Eryn Wilson-Collins	Kaipara District Council
Cr David Clendon	Far North District Council

Ministry of Social Development representative

Darrell Lambert

Resignations during the year

- Phil Alexander-Crawford
- Cr Jack Craw

Co-opted during the year

- Lyn Cheyne as replacement NorthTec rep for Phil Alexander-Crawford

Standing down for re-election as required by constitution

Ken Wilson
Jeremy Tauri

Standing for election

Dr Maggie Buxton
Denis Orme
Jeroen Jongejans

Board members not re-standing

Tony Shi
Fiona Taylor

AGM Agenda

NZ CHAMBERS OF COMMERCE
NorthChamber
Business Vitality

CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INC
118th ANNUAL GENERAL MEETING
To be held Wednesday 10th 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
Alan Martin	Life member
Janette Dobbs	NorthChamber
Guy Slocum	Sentinel International
Hon. Kevin Davis	MP for Te Tai Tokerau
Cr Eryn Wilson-Collins	Far North District Council
Tayla Marsh	Connected

2. Obituaries

We have not been notified of any obituraries

3. Minutes of the 117th Annual General Meeting
4. Matters Arising
5. President's Report
6. Chief Executive'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

11. 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 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.

11.1 Election for President

Motion – "That as per the nominations received prior to the February 5th, 2021 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 Ltd	President

11.2 Election for Vice President

"As per the nominations received prior to the February 5th, 2021 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

11.3 Election for Treasurer

"As per the nominations received prior to the February 5th, 2021 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 Associates Ltd	Treasurer

11.4 Board of Directors

As per the nominations received prior to the February 5th, 2021 closure date, the following persons have been nominated for the position of Board member"

The following current Board members will automatically retain 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
Mike Kanji	2f2fLtd t/s Far North Business & Event Hub	Board of Directors
Trevor Griffiths	Griffiths and Associates Ltd	Board of Directors
Tony Savage	WRMK	Board of Directors

Motion – "That as per the nominations received prior to the February 5th, 2021 closure date, the following five persons will be elected to the position of Board member unopposed."

Dr Maggie Buxton	AwhiWorld Ltd	Board of Directors
Jeroen Jongejans	Dive! Tutukaka	Board of Directors
Denis Orme	Denis Orme Photography	Board of Directors
Jeremy Tauri	Plus Chartered Accountants Ltd	Board of Directors
Ken Wilson	GT Advantage	Board of Directors

12. General Business

No general business

Conclusion of Formal Meeting.

The AGM is followed at 5.30pm by the Chamber Family BA5 with the National and Regional Partners.

Nominee Profiles

Nominations for new Board members

Dr Maggie Buxton - AwhiWorld Ltd

Dr Maggie Buxton – producer, facilitator, and consultant. She has extensive international experience in change facilitation, strategic development and cross boundary collaboration and innovation. She has worked with eco-village communities in West Africa, Latin America and North East Scotland, social enterprises in the UK, experimental designers and artists in Brussels, climate change initiatives in Beijing and Singapore and large political institutions in Europe.

In the last 12 years, (via her company AwhiWorld) she has become a NZ leader in working innovatively with technology to support places and communities. Her PhD was in Creative Technologies (AUT) and she also has a Master of Science in Organisational Development from Sheffield Business School.

Jeroen Jongejans - Dive! Tutukaka

Jeroen is excited to stand again for the Northland Chamber.

Business is the engine room for society and should benefit communities in very many ways from employment to taxes being generated- Businesses to be successful need to be heard and supported.

I have been in business over 3 decades and fulfilled many roles from Conservation Boards, to District Councillor, Northland Inc director, Tourism Industry champion and many more roles- providing insights and networks that helps businesses thrive.

The "business Waka" needs some good paddlers on board to foil the Waka, I am excited to be able to work together with others to make this happen.

Denis Orme - Denis Orme Photography

Resident of Paihia, having returned to NZ 3 years ago, my objective would be to lead expansion of geographic coverage for events and workshops on behalf of the chamber throughout the North.

I have international business experience including New Zealand, Australia, Samoa, New Caledonia, and USA. Business start-ups and turnarounds across a broad range of industries.

Heavily involved with Chambers of Commerce internationally, including leadership award winner for the Houston Chamber of Commerce.

Current Turner Centre Board member and business mentor for Business Mentors NZ. Previous board member for NZ Institute of Management, EMA and Fellow of Financial Services Institute of Australasia.

Nominations for current Board members re-standing for election

Ken Wilson (GT Advantage Ltd)

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

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

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

Ken is also 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 many Advisory Boards for Northland Businesses.

Jeremy Tauri - Plus Chartered Accountants Ltd

If you ask Jeremy Tauri what he likes most about his job, he will say it is helping people. Whether it is helping people understand their accounts or how to achieve success in business, he explains things in simple, plain-English terms.

Jeremy has been an accountant 21 years at Plus Chartered Accountants, in Whangarei. He is a trustee of the Hihiaua cultural centre and 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 perspectives on the future that being a parent can offer.

Jeremy is also the Immediate Past President.

Nominations for President

Tim Robinson (Bernina Northland)

Tim is co-owner and director of Bernina Northland Sewing Centre following 33 years in ICT with Spark NZ/Gen-I, partnering with customers for innovative solutions to enhance business performance. These endeavours, and especially his retail business, have provided an invaluable insight into the issues affecting business.

He was raised in Whangarei and attended WBHS. Currently Secretary of the Kai Iwi Lakes Water-ski Club and former chair of the Board of Trustees for Whangarei Boys High School.

Tim has served the Chamber Board for over 15 years, in position of Director, Vice President and President. Tim brings sound business, governance, and relationship management, in the regional environment, plus board succession and continuity.

Nominations for Vice President

Sue Walters (Northland Scaffolding Ltd)

It is an honour to be part of the Chamber of Commerce board. Northland is lucky to have a talented group of businesspeople working hard for 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; to be 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.

Nominations for Treasurer

Danny Douglas (Gilmore Taylor Associates)

Danny Douglas (Partner at Gilmore Taylor Associates Limited) - Treasurer Danny is Northland educated and trained. He has been working for in the accounting industry since 2003.

Prior to being employed as an accountant Danny worked various jobs in different industries.

His experience at Gilmore Taylor Associates Limited has helped to develop a keen interest in helping businesses to grow and achieve their goals.

Danny has 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.

Nominations for current Board members automatically re-elected as per the constitution

Murray Broadbelt (Employer Services Ltd)

Murray is the Managing Director of Employer Services Ltd established in 2002, an employment relations consultancy based in Whangarei. Prior to this Murray spent 6 years serving employers and businesses throughout Northland as manager of the Employers and Manufacturers Association's Northland office.

Employer Services Ltd client base extends as far as Invercargill but maintains a strong Northland presence from its offices in Maunu Rd, Whangarei.

Murray is currently a Trustee/Board Member of the Northland Emergency Services Trust (Northland Rescue Helicopters) and was a Trustee/Board Member of Foundation North (formerly the ASB Community Trust) for eight years until 2020.

Trevor Griffiths (Griffiths & Associates Ltd)

Trevor is founding director and now Associate at Griffiths & Associates, a Civil Engineer by trade.

He has been based in Northland since 2000, born in Liverpool, he is called New Zealand home since 1984. During the long course of his engineering career has worked on some of the largest construction and infrastructure projects around New Zealand including locally the Te Matau a Pohe Bridge and Hatea Loop Walkway.

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.

Mike Kanji (2F2F Ltd T/A Far North Business & Event Hub)

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 has also been working for over 12 years 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 help Northchamber continue to be very effective in advancing business in Northland and making sure we maximise all the opportunities available to our region.

I have been part of a campaign for better transport links, diversification of our economy and a huge increase in investment in Northland.

Ryan Welsh (WRMK Lawyers)

Wellington born Ryan graduated from Victoria University with degrees in Law and Science. Married to Rose they together have three children.

Fisheries research was the first career path but for the last 22 years has been a lawyer with the law firm WRMK Lawyers in Whangarei. In a voluntary capacity sits on the board of numerous community organisations in Northland.

Minutes of 117th AGM

THE CHAMBER OF COMMERCE & INDUSTRY OF NORTHLAND INCORPORATED

Minutes of the 117th Annual General Meeting

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

Wednesday March 11th 2020 at 5.00 pm

Jeremy Tauri (President) welcomed members to the 117th Northland Chamber AGM. He then invited Darrell Lambert to perform a Karakia.

Present

Name	Business Name
Andy Cooney	Caniwi Construction
Cr David Clendon	Far North District Council
Cr Vince Cocurullo	WDC
Danny Douglas	Gilmore Taylor
Darrell Lambert	Ministry of Social Development
Dean	Re Tired
Eryn Wilson-Collins	Kaipara District Council
Graham Billings	GGB Business Therapy Ltd
Jeremy Tauri	Plus Chartered Accountants
Jude Thompson	Northland Inc
Julian Stewart	OfficeMax
Karen Symons	Kia Kaha Jewellery
Ken Orr	Orrs Pharmacy
Lesley Parkin	Kia Kaha Jewellery
Mikal Nielsen	Mind Mechanix
Muriel Willem	CareerFocusNZ
Murray Broadbelt	Employer Services
Natalie Blandford	Stellar Projects
Nerida Hawkins	Griffiths & Assoc
Nick Blake	Whangarei TOP 10 Holiday Park
Paulette Scrooby	NorthChamber
Ralph Correa	NZHL
Ryan Welsh	WRMK
Sandy Jones	OfficeMax
Shona Kelly	Reflect NZ
Sue Walters	Northland Scaffolding Ltd
Susan Cooney	Oxygen8 Business Consulting
Tim Robinson	Bernina Northland
Toast	More FM
Tony Collins	JHI
Tony Savage	WRMK
Trevor Griffiths	Griffiths & Associates Ltd

Apologies

Name	Business Name
Ken Wilson	GT Advantage
Hon Shane Jones	NZ First
Jeroen Jongejans	Dive! Tutukaka
Janette Dobbs	NorthChamber
Tony Shi	SWITCH MSP
Tony Alexander Crawford	Northtec
Murray Reade	NINC

Resolved
"That the apologies be accepted"
Moved: Vince Cocurullo **Seconded: Murray Broadbelt** **All in favour**

Obituaries

The Northland Chamber wishes to acknowledge the passing of Keith Andrews – Keith Andrews Trucks Ltd, Brandon Edwardson – Whangarei Youth Space and pass on condolences to their families.
A moment of silence was held.

Minutes of the previous AGM

Resolved
"That the minutes of the 116th AGM on 13th March 2019 be confirmed as a true and correct record"

Moved: Trevor Griffiths **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 117th Chamber AGM and thanked members of the Chamber of Commerce for their support throughout the year.

- As outgoing President Jeremy thanked Steve, Rebecca and Janette for their hard work and welcomed Paulette and Niamh to the NorthChamber team and expressed his enjoyment at working with a great board.
- Going forward Jeremy believes we need to think less as individuals and more as a cohesive group to enable Northland to succeed.
- With this is mind Jeremy elaborated on the work done this year by the Board around the 4 Pou – essentially NorthChamber four key areas of focus: **advocacy, ease of business, networking** and **leadership**
- Personal highlights for Jeremy this year included the Hall of Fame award presented to the Kaka Porowini for his contribution to business and recognition of their mana. His story is not only inspirational for Maori but also Northland business as a whole.
- BA5s remain really successful and Jeremy pointed out how great it is to see regulars and new members and how doing business over a beer or juice is never a chore. He also thanked our many stakeholders, national and regional partners whose support for NorthChamber and the Board makes our operations run so much smoother here in Northland.
- Finally Jeremy congratulated the new President elect Tim Robinson and the new Board members Trevor Griffiths, Tony Savage and Mike Kanji and felt confident the Chamber was in very safe and competent hands going forward.

Jeremy handed over to Steve who thanked both the staff and the Board for the continued hard work and support.

Resolved
"That the President and Chief Executive report be received"

Moved: Tony Savage Seconded: Jude Thompson All in favour

Financial Report
Treasurer's Report – year ended 31 December 2019
Danny Douglas spoke to the financial statement for 2019

Profitability
The Chamber has reported a net loss of $17,914 for the year compared to profit of $7,914 in 2018. In this challenging time want to thank the hardwork from all the staff Steve, Janette, Rebecca, Paulette and Niamh have all done in a tough year.

Revenue
Overall revenue held fairly steady and was down to $210k from $217k in 2018 that is in line with 2017

Changes in revenue streams:

- Business awards up 5.5k to $26,370 from $20,714 in 2018, costs were steady ticket sales, sponsorship was up,
- Business Mentors was down approximately $3,500
- Membership subscriptions was steady at 112k. Membership total at 481 compared to 488 in 2018
- Whangarei maps up by 1.5k
- The Business Mix and Future crunch events made a combined loss of 3.2k compared to 4.8k of additional income last year, this was mainly down to a late withdrawal of a sponsor of approximately 3k and lower than expected ticket sales
- The main reduction income was the unexpected loss of the regional business partners contract that was unforeseen and is supplementary to the work we are still doing that we are now not compensated for this was a $11,667 reduction
- Sponsorship was up and it is great we still received great support from Vodafone, OfficeMax, Noel Leeming being the main alliance partners.
- Our major gain in income this year was down to the Ministry of Social Development work that has been done on the Whangarei CBD, I would like to thank the MSD for the support and assistance they have given us this year and the ongoing future relationship that is helping with events like the Job lab

Expenses
Total expenses were up by approximately $17k. The major area wAS staff remuneration., vehicle expenses. Most other expenses have resulted in similar costs to prior year or slight increase over the prior year. The big rise in vehicle costs and subsequently FBT on the vehicle are from the Lease of a vehicle for chamber use, with Steve and the team trying to get around more to the wider Northland business community the additional reimbursement costs were largely replaced by the lease of new vehicle.

Financial position
As at 31 December the Chamber held $110K of assets made up of:

Bank balances	$31.5k down from 79k prior year
Debtors	$39.5k up from $26k
Equip	$9.5k includes cost of the Chamber share of Orchard fitout
Total Assets	$110K
Less Liabilities	$39.5k – suppliers and IRD, income in advance

Giving Accumulated Members Fund $71k down from 88k

Future Focus

- continue to expand revenue streams, as shown by MSD assistance and CBD developments,
- Utilise funds to continue to develop services

Again I offer thanks the Chamber staff for all of their work over the last 12 months.

Resolved
"That the financial statements be approved"

Moved: Jeremy Tauri Seconded: Jude Thompson All in favour

Appointment of Auditor

Motion: "to appoint an Auditor for 2020"

Resolved
"That BDO Northland be appointed for 2020"

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 2020"

Moved: Murray Broadbelt Seconded: Vince Cocurullo All in favour

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"

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 7th, 2020 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"

Tim Robinson	Bernina Northland	President

Moved: Jeremy Tauri Seconded: Ryan Welsh All in favour

Election for Vice President

"As per the nominations received prior to the February 7th, 2020 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"

Sue Walters	Northland Scaffolding	Vice President

Moved: Murray Broadbelt **Seconded: Tim Robinson** **All in favour**

Election for Treasurer

"As per the nominations received prior to the February 7th, 2020 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

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 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 six 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 & Associates	Board of Directors
Tony Savage	WRMK	Board of Directors

Moved: Sue Walters **Seconded: Tim Robinson** **All in favour**

General Business

No general business.

Conclusion of Formal Meeting.
The meeting closed at 5.20 p.m.

The AGM was followed by the Chamber BA5.

President Report for 2020

Welcome to the Chamber's 118th Annual General Meeting.

I write this as we have just entered another week of Level 2. It will be interesting see where we sit, in 10 days at the AGM. My sense is that whilst most of us are not directly affected by the ongoing level changes, almost all of us are beginning to notice the long-term impacts of Auckland going in and out of lockdown, and the resultant disruption it brings to Northland.

If the past 12 months have taught us anything, it is that our world has changed forever, and we cannot forecast anything with certainty for the foreseeable future. As challenging, and at times frustrating, it is, as business owners we have no option but to adapt quickly, accept that what is true today, may not be tomorrow, and invest as much time as possible working on our businesses, not in them.

Change will continue to dominate our thinking well beyond the AGM in 2022, and for NorthChamber, our intention is to continue to be the champion for business, guiding you through these strange days, supporting you when you need assistance, advocating on your behalf for things that matter to business, and providing thought leadership to add real value to you, our members.

And so, looking back over the past 12 months, I'm struck by a number of things:

- NorthChamber has tooled up quickly to deal with the exponential increase of requirements from our members and others, this despite no help from central government.
- Our team have worked tirelessly (and over and above the call of duty!) to respond promptly, create resources, and connect businesses with the help they have needed
- Our board have been 100% focussed on delivering value to our members, and ensuring that our very limited resources deliver the maximum outcome possible, and relentlessly advocating to both local and central government for a better business environment
- We have undertaken new initiatives i.e. Industry After 5's, and ran a highly successful business champions event, despite significant obstacles post lockdown, and have partnered with Whangarei District Council to assist in doing business with them.

Looking ahead, we are firmly focussed on facilitating a business and development enabling region, where organisations will choose to locate, and grow successfully. We will advocate strongly for the proposed NorthPort opportunities, including moving naval base operations to Whangarei, and facilitate activities for complimentary businesses, to make the proposition highly attractive. We will campaign strongly for a proper 4 lane expressway, not just another 2 lanes for trucks and/or multi passenger cars. We will partner effectively to bring quality resources that educate and upskill you as business leaders.

We are genuinely excited about what 2021 can bring us but are acutely aware that the best laid plans can be upended overnight; witness the Northland Field Days. We ask you to keep engaged and communicating with us. You are our very best source of the truth, and it is only with the truth that we can be an effective advocate and enabler for you. We wish you every success in the year ahead.

Finally, I want to acknowledge our amazing staff; Steve, Janette, Paulette, Niamh & Rebecca. Without them we would not have anything to offer you. Their positive, can-do attitude is infectious, and they deserve our sincere thanks, so please applaud them!

Tim Robinson
President
Chamber of Commerce & Industry
of Northland Inc

Chief Executive Report for 2020

Executive Summary

NorthChamber has weathered the effects 2020 alongside our 489 member businesses and emerged into 2021 ready to continue the journey in advancing the resilience and prosperity of our business community.

Internally, the 'heat' of the working environment we experienced last year has forged some very strong bonds amongst the Team. Financially our balance sheet remains robust and revenues are stable. Membership is a significant 489 businesses and continues to develop throughout our region.

Externally we are continuing to build value and relevance with our National Partners and are advancing a similar relationship with our Regional Partners and key stakeholders. Our new series of roadshows takes centre stage here, along with the sector business events we started last year.

This year we will move back to our more usual format for our business awards program but watch this space as we expect to take the entire process and event up quite a few notches in 2021-22.

Steve Smith
Chief Executive
Chamber of Commerce & Industry
of Northland Inc

2020 Westpac Northland Business Champion Supreme Award
Jessie Rose

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010
Number of Entries	241	80	85	71	71	79	76	80	81	67	50
Net Profit	$33,067	$26,370	$20,714	$30,998	$30,036	$26,328	$25,973	$23,420	$8,071	$28,010	$35,883
No. tickets sold	300	339/17	340/34	341/37	340	340	353	360	427	413	472
Sponsorship $$	↓	↑	↓	↑	↑	↑	↑	↑	↓	↔	↓
Media Profiling	↑	↔	↑	↑	↑	↑	↑	↑	↑	↑	↑

WINNERS AND FINALISTS

Congratulations to the Westpac Northland Business Champion winners and finalists

WESTPAC NORTHLAND BUSINESS CHAMPIONS 2020
Celebrating Northland Business

Westpac Northland Business Champions - Supreme Leadership

WINNER

Jessie Rose Boutique, Forever Love Caskets and Inspire Art Studio

"Jessie Rose and her business stood out because of the complexity and success of the response to Covid-19 and other 2020 disasters. Forced into the world of online teaching for the delivery of painting classes, she changed her ways of doing business and expanded on those learnings to build new product offerings and outlets for her creativity while at the same time providing those stuck at home an outlet for their feelings around Covid restrictions and a way to continue something 'normal'.

A significant decline in the death rate and changes to the way funerals were conducted led to changes and new opportunities in her casket decorating business. Rather than being overwhelmed by a personal tragedy, she directed her response into the establishment of a space in her premises where others with similar experiences could come without judgment or expectation. She took time to reflect on the business, where the strengths are and where she could diversify and improve – and took action on what she found. Every dark experience was turned into a positive and the business thrived as a result, with all of her activities based on sound ecological principles.

In Jessie's words: "The positive from Covid is that it has validated that what we are doing is working and impacts people's lives. We have made a difference."

NorthTec Northland Business Champion - Business Person (Individual)

FINALISTS

- Steve MacMillan – Northpower
- Jennifer Andrews – Regent Training

WINNER

- Jessie Rose – Jessie Rose Boutique, Forever Love Caskets and Inspire Art Studio

Northland Document Solutions Northland Business Champion - Micro Business (1-3FTE)

FINALIST

- Wild Ivy Flowers and Gifts
- KeriCentral Hostel

WINNER

- Jessie Rose Boutique, Forever Love Caskets and Inspire Art Studio

Henderson Reeves Northland Business Champion - Small Business(4-8FTE)

FINALIST

- Blush Beauty Therapy
- Heads Up Adventures

WINNER

- David's Pharmacy

Marsden Maritime Holdings Northland Business Champions - Medium Business (10-24FTE)

FINALIST

- BestStart Maunu Village

WINNER

- NorthAble Matapuna Hauora

Vodafone Northland Business Champion - Large Business (25+FTE)

FINALIST

- Northern Districts Security
- The Jetsons Group, incorporating No 8 Restaurant, the Cove Café, the Dune Mangawhai Restaurant and Bar, and The Quay.
- Kensington Pharmacy

WINNER

- PAK'nSAVE Whangarei

Accident Compensation Corporation Workplace Safety Champion

FINALIST

- Hone Heke Lodge
- Jennifer Andrews from Regent Training Centre

WINNER

- Aligned Movement

Top Energy Not for Profit Champion

FINALIST

- Rugby For Life Community Partnership Programme

WINNER

- Northland Arts Centre

Northland Regional Council Environmental Business Champion

FINALIST

- Gathered
- Kohatu Development Ltd
- Digital Wings

WINNER

- HeadsUp Adventures

Northland Inc Innovation Champion

FINALIST

- Best Start Maunu Village
- Digital Wings

WINNER

- Aligned Movement

The Northern Advocate Northland Business Hall of Fame Inductee

INDUCTEE

- Sandra McKersey

Creative Northland Creative Industries Champion

FINALIST

- Jessie Rose Boutique, Forever Love Caskets and Inspire Art Studio
- Wild Ivy Flowers and Gifts

WINNER

- MD Gallery

More FM Customer Choice Champion

FINALIST

- Wild Ivy Flowers and Gifts
- Blush Beauty Therapy
- KeriCentral Hostel
- Aligned Movement
- David's Pharmacy

WINNER

- Jessie Rose Boutique, Forever Love Caskets and Inspire Art Studio

Ministry of Social Development He Poutama Taitamariki Champion (Youth Employee of the Year)

FINALIST

- Anahera Pickering – Whangarei Youth Space

WINNER – Employee Jared Johnston

WINNER – Employer Northland Scaffolding

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NorthChamber wishes to thank Westpac, awards host and major sponsor of Westpac Northland Business Champions, along with all of the media, category, partner and event sponsors involved in the 2020 awards. For more information, visit:

www.northlandbusinesschampions.co.nz

WESTPAC NORTHLAND BUSINESS CHAMPIONS 2020

Financial Statements

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2020

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Statement of Profit or Loss

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2020

	NOTES	2020	2019
Income			
Annual awards	2	26,208	26,370
Business to business publication		-	2,100
Business mentors		10,077	3,550
CBD Initiative		9,000	-
COVID 19 Wage Subsidy		51,034	-
Events		3,334	3,797
Interest		56	530
MSD CBD contract		5,625	18,750
MSD - Employment Enhancement		13,688	-
MSD Joblab		13,000	3,000
MSD - Skills for industry		-	7,059
Office services		2,370	3,790
Other income		1,772	3,268
Regional business partners		-	8,333
Sponsorship		11,223	12,835
Subscriptions		114,061	112,182
Whangarei maps		12,716	11,567
The Business Mix/ Future Crunch	2	-	(3,270)
WDC Business contracts		18,025	-
Total Income		292,190	213,860
Gross Surplus		292,190	213,860
Expenses			
Administration			
Advertising		6,186	1,209
Audit fees		2,300	2,258
Bank Charges & Interest		328	328
Computer Expenses		6,302	3,706
FBT payable		4,353	4,055
General expenses		5,974	7,505
MSD Joblab (Expense)		9,994	3,000
Postage		658	3,238
Printing stationary and office expenses		2,716	1,766
Salaries and wages		230,668	166,418
Sponsorship		130	401
Telephone		5,584	5,290
Travel and conferences		1,249	1,221
Vehicle Expenses		12,840	11,410
Total Administration		289,282	211,803
Occupancy and standing			

BDO Northland Assurance

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.

	NOTES	2020	2019
A.C.C. Expenses		-	542
Insurance		1,432	1,311
Photocopier - Lease		5,416	5,404
Rent		9,336	9,626
Total Occupancy and standing		16,184	16,883
Non cash expenses			
Depreciation and loss on disposal		3,908	2,210
Total Non cash expenses		3,908	2,210
Total Expenses		309,374	230,896
Excess (deficit) income over expenditure		(17,184)	(17,036)

BDO Northland Assurance

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.

Balance Sheet

Chamber of Commerce and Industry of Northland Inc
As at 31 December 2020

	NOTES	31 DEC 2020	31 DEC 2019
Assets			
Current Assets			
Westpac Cheque	4	57,419	32,719
Westpac Debit card		501	394
Petty Cash		40	-
Westpac 25		47,656	6
Westpac 28		11,483	28,357
Accounts receivable		23,873	39,765
Total Current Assets		140,971	101,241
Non-Current Assets			
Property, Plant and Equipment	5	10,356	9,473
Total Non-Current Assets		10,356	9,473
Total Assets		151,326	110,714
Liabilities			
Current Liabilities			
GST Payable		9,259	4,949
Accounts payable		4,774	7,397
Accruals		21,939	10,142
Income In Advance	9	61,312	17,000
Total Current Liabilities		97,285	39,488
Total Liabilities		97,285	39,488
Net Assets		54,042	71,226
Represented by:			
Accumulated funds			
Opening Balance		71,226	88,262
Current Year Earnings		(17,184)	(17,036)
Total Accumulated funds		54,042	71,226
Total Represented by:		54,042	71,226

Date 9/3/21.

President

Date 9/3/21

Treasurer

BDO Northland Assurance

This statement is to be read in conjunction with the notes on pages 6-8 and the Audit Report on page 11.

Notes to the Financial Statements

Chamber of Commerce and Industry of Northland Inc
For the year ended 31 December 2020

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.

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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.

	2020	2019
2. Annual Awards and Business Mix		
Events		
Annual Awards		
Income	110,245	123,790
Less expenses	(84,037)	(97,421)
Total Annual Awards	26,208	26,370
The Business Mix and Future Crunch		
Income	-	20,601
Less expenses	-	(23,871)
Total The Business Mix and Future Crunch	-	(3,270)

3. Capital Commitments

Capital commitments at balance date are nil (2019: nil)

4. Bank overdraft

The Westpac cheque account has an overdraft limit of $10,000 (2019: $10,000). There is no specific security in place for this arrangement.

	2020	2019
5. Property, Plant and Equipment		
Plant and Office Equipment		
Plant and office equipment	39,774	39,003
Accumulated depreciation - plant and office equipment	(29,418)	(29,530)
Total Plant and Office Equipment	10,356	9,473
Total Property, Plant and Equipment	10,356	9,473

6. Contingent liabilities

There are no contingent liabilities at year end (2019: $Nil).

7. Related Party (2019 and 2020)

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.

BDO Northland Assurance

9. Income in advance

Income received in advance consists of funding contract received with conditions yet to be met as at balance date.

2020: $61,312 MSD Employment Enhancement, 2019: $8,000 MSD Job Lab, $9,000 CBD Initiative.

10. Covid 19 Disclosures

In December 2019, a new virus, COVID-19 was detected in Wuhan, China. The Virus was soon common in other countries and on 11 March 2020 the World Health Organisation declared that the outbreak should be considered as a pandemic.

The result of this pandemic has been a substantial reduction in economic activity throughout the world. as governments have introduced measure (such as the closure of national boarders, the closure of non-essential businesses, the cancellation of public events and the imposition of restrictions non individuals) in an attempt to reduce transmission of the virus.

In late march 2020, the New Zealand government ordered a four-week lockdown, during which non-essential businesses and organisations were not allowed to operate and individuals (other than essential workers or those undertaking essential business) were required to stay at home.

Following the lockdown, restrictions were gradually eased within New Zealand, although restrictions remained at the border. Subsequent to this, alert levels have and will continue to change depending upon the spread of community transmission in New Zealand.

The Board have assessed the ongoing impact of Covid-19 on the Society and have concluded that, for 12 months from the date of signing the financial statements Covid-19 will not impact the ability of the Society to continue operating. That conclusion has been reached because:

- Funding contracts remain in place and the Society has been able to adapt to the Covid-19 environment

- The Society took up the government wage subsidy on the basis that it met the criteria for applications
- Cash flow forecasts and current cash reserves are sufficient to operate for at least the next 12 months

BDO Northland Assurance

Depreciation Schedule

Chamber of Commerce and Industry of Northland Inc

For the year ended 31 December 2020

NAME	PURCHASED	COST	OPENING VALUE	PURCHASES	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Plant and office equipment								
Compucon Workstation - MEPS Model 7 i5 2.8Ghz, 8gb RAM, 512gb SSD	30 Sep 2019	3,575	2,979	-	50.00%	1,490	-	1,490
Board table - grey	30 Nov 2016	559	412	-	8.50%	48	-	365
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	304	-	10.50%	47	-	257
Computer	23 Mar 2016	2,335	255	-	50.00%	128	-	128
Desk - 3 pod with screen	30 Nov 2016	2,309	1,704	-	8.50%	196	-	1,508
HP Probook laptop	31 Aug 2017	1,910	378	-	50.00%	189	-	189
HP Probook laptop - 450 G6	31 Mar 2020	1,549	-	1,549	50.00%	645	-	904
HP Probook laptop - Niamh	31 Aug 2020	1,495	-	1,495	50.00%	311	-	1,184
HP Probook laptop 450 - Janette	30 Sep 2020	1,746	-	1,746	50.00%	291	-	1,455
Kitchen table - Brown	30 Nov 2016	299	221	-	8.50%	25	-	195
Laptops x 5	1 Apr 2012	4,020	20	-	50.00%	-	20	-
Locker - white	30 Nov 2016	306	207	-	10.50%	32	-	175
Monitor LCD Phillips 17"	31 Dec 2009	413	-	-	60.00%	-	-	-
Office cabinet - white	30 Nov 2016	648	438	-	10.50%	68	-	370
Office chairs - black (3)	30 Nov 2016	734	496	-	10.50%	77	-	419
Office fitout - share of cabling, electrics etc	30 Nov 2016	1,758	1,379	-	7.00%	123	-	1,256
Porcelain whiteboard	31 Dec 2009	445	-	-	48.00%	-	-	-
Reception desk	31 Dec 2009	489	80	-	15.60%	13	-	68
Samsung tablet - TAB S3 9.7"	28 Feb 2019	644	349	-	50.00%	175	-	175
Signage	31 Dec 2009	470	118	-	12.00%	14	-	103
Signs	31 Dec 2009	545	133	-	12.00%	16	-	117

Depreciation Schedule

NAME	PURCHASED	COST	OPENING VALUE	PURCHASES	RATE	DEPRECIATION	LOSS	CLOSING VALUE
Website update	1 Oct 2013	9,740	-	-	40.00%	-	-	-
Total Plant and office equipment		43,794	9,473	4,790		3,888	20	10,356
Total		43,794	9,473	4,790		3,888	20	10,356

BDO

Tel: +64 9 430 0471
Fax: +64 9 430 0671
northland@bdo.co.nz
www.bdo.co.nz

BDO NORTHLAND
49 John Street
PO Box 448, Whangarei 0140
New Zealand

Kerikeri Office
Tel: +64 9 407 7250

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 Chamber of Commerce and Industry of Northland Incorporated ("the Society"), which comprises the balance sheet as at 31 December 2020, 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 2020 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 *International Code of Ethics for Assurance Practitioners (including International Independence Standards) (New Zealand)* 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 1to the financial statements and for such internal control as the Board Members 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.

BDO New Zealand Ltd, a New Zealand limited liability company, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. BDO New Zealand is a national association of independent member firms which operate as separate legal entities.

BDO

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.

BDO Northland

BDO Northland
Whangarei
New Zealand
9 March 2021