

Together  
we can  
*drive*  
change...

# Newsletter

November 2015

## MEMBER PROFILE • MODERN OFFICE



[www.modernoffice.co.nz](http://www.modernoffice.co.nz)

Modern Office has been providing creative and innovative furniture solutions for corporate and commercial environments since they were established in 2007, creating a strong competitive advantage with the way they approach business. Unlike many office supply chain stores, Modern Office was established by local business people, Adam Hazlett and David Littlewood, who offer a unique and personal service, minimal wait time and a wealth of knowledge to their clients. Their expertise includes everything from the optimal office furniture to suit the specific needs of each client, to advice on the latest technology and the most cost effective way to purchase and manage office supplies.

The Modern Office team has grown rapidly over the past few years, from a team of four to now comprising 10 employees. With the head office well established in Tauranga and already servicing some of the largest organisations in the Bay of Plenty, 2015 saw the establishment of a Hamilton branch and the recruitment of both Tauranga and Hamilton-based business development managers. Modern Office also operates an online furniture store 'Office Furniture Warehouse' ([www.ofw.co.nz](http://www.ofw.co.nz)), which provides competitively priced flat-packed furniture with free delivery nationwide. This part of the business has seen significant growth over the last two years due to targeted marketing and the increasing use of the internet for consumer purchases.

Modern Office has developed partnerships with numerous international suppliers, including being the sole New Zealand distributor of world-class Turkish commercial furniture manufacturer 'Nurus'. Adam says "The relationships we have developed have resulted in us taking on an 800m<sup>2</sup> warehouse facility located in the Tauriko Business Estate to manage distribution. These advancements have enabled us to provide a complete furniture solution to our clients, including developing our own range of height adjustable desks and ensuring an efficient fit-out service, as well as timely after sales services."

Regularly attending the world's leading international furniture tradeshows and closely following the economic, cultural and social changes in our society, the Modern Office team creates modern solutions that answer to the needs of 'activity based working' practices. Adam and David believe good office design does not just cater for the way our bodies work, but also for the way our minds work. With the effects of technology and innovation on the workplace, businesses are more mobile, more agile, and leaner than ever before. In today's world we work everywhere - in a city, on a phone, in a field, in a corridor or even in an airport. Then there's the official office, where we are fast seeing the disappearance of the desk phone and the slower but eventual disappearance of the desk.

David says "The notion that people need a piece of wood to call their own in an era of fast communication will soon become fiction. An 'activity based working' approach is increasingly important - not a traditional office, but a hybrid environment which provides a place for people with shared amenities and spaces. The most important role of an office today is for fostering interactions. The team at Modern Office know that encouraging interactions can have a catalysing effect on creativity."

Modern Office believes the fit-out of an office is a science and, with years of proven results to call upon, they can help take the guesswork out of the equation. They are proud of their track record and have redesigned the office space for hundreds of well-known local businesses over the years. They have a strong view that, through environment, they can enhance human potential and enable high-performance business outcomes.

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Economic  
Growth

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### NEW BOARD MEMBERS FOR PRIORITY ONE

Brett Hewlett has been elected as the new chair of economic development organisation, Priority One. Brett has spent the last 10 years as the chief executive of global honey and health food company Comvita New Zealand Limited. He holds significant international business development experience, including roles in emerging and developed markets such as the Middle East, the UK and Europe. He replaces retiring chair Murray Denyer of Cooney Lees Morgan, who has not sought re-election after eight years on the board, for three of which he was the chair.

Priority One chief executive, Andrew Coker, says "Brett brings strong entrepreneurial and business leadership skills to the organisation that will be important to shaping Priority One and our future direction. He will complement current board members who have expertise across a range of industries that are a focus for us in growing the local economy." Brett says "I am passionate about economic development for the region and delighted to have the opportunity to contribute to my local community in this way."

Priority One's recent AGM saw two additional long standing board members retire, alongside Murray Denyer. Glenn Keaney of KPMG has served on the board for 10 years, while Alister Jones of the University of Waikato was elected to the board in 2011. Andrew says "Murray has been a tremendous advocate for Priority One and its goals and we, as a team, really valued his contribution." He also thanked Glenn and Alister for their significant contribution in the areas of finance and tertiary education and research delivery respectively.

In addition to Brett Hewlett, Katikati-based entrepreneur, Simon McDonald, and Sharp Tudhope partner, Kylie van Heerden, have been elected as new members of the board. "Simon is a very successful entrepreneur who will bring skills that will shape the organisation's areas of focus and direction. Kylie has a solid background in commercial law, providing her with an appreciation of the legal challenges and issues that many businesses face."

### RELOCATIONS MANAGER

Priority One has contracted Max Mason to further develop their 'Tauranga Business Case' business attraction campaign. The campaign has been running for three years and has been successful in the relocation of around 20 new businesses to Tauranga and the Western Bay of Plenty. Max will review the campaign and identify opportunities to refine and refocus the programme, as well as lead the development of a targeted campaign for Tauranga's city centre. He will also undertake a study to determine the economic benefit of businesses that have relocated to the area, including the downstream benefits to local product and service providers. Priority One chief executive, Andrew Coker, says "Max brings wide community and business connections, which will be vital in assisting businesses that are relocating or expanding here, as well as knowledge of potential businesses to target for relocation here to fill gaps in key sector supply chains." Max has previously held the roles of CEO of the Bob Owens Retirement Village at Bethlehem and CEO of the Tauranga Chamber of Commerce. For the duration of his contract he will be based in Priority One's offices.

### BAY TOPS JOB GROWTH .... AGAIN!

The Bay of Plenty had the highest and only statistically significant annual employment growth in the country at 6.1%, according to Statistics NZ. Supported by a strong performance in the horticultural, administrative and support sectors, the Bay of Plenty has 8,100 more people employed now than it did a year ago. Nationally the economy has softened somewhat, with an increase in unemployment from 5.9% to 6.0%. Faster job growth in the North Island has been offset by a drop in the South Island which has reduced from record highs largely as a result of the Christchurch rebuild.

The Bay's strong growth is reflected in job listings on Trade Me and Seek, as well as information from the Ministry for Business, Innovation & Employment (MBIE). The Bay of Plenty recorded the highest growth of any region for jobs listed on Trade Me for the third quarter, with Tauranga registering a 20% increase over the corresponding period last year. Seek said it was the fastest growing region in terms of new job advertisements to September 2015 - up 9% compared to the same period in 2014. Data from MBIE's Jobs Online survey shows growth for October 2015 was up 7% in the Bay of Plenty compared to the same time last year.

### .. AND WE'RE THE BEST PERFORMING REGION!

The Bay of Plenty has knocked Auckland from top spot as New Zealand's best-performing region in the ASB/Main Report Regional Economic Scoreboard for the third quarter. The move up from second place in the previous quarter comes as the region continues to outperform on jobs growth and enjoys a strong housing market. ASB chief economist Nick Tuffley says the Bay of Plenty has much to boast about this quarter as it finally takes first place from Auckland. "We're hearing stories about happy, cashed-up Aucklanders moving to the region. Indeed, house sales, house prices and construction were all star performers for the Bay of Plenty over the quarter." Auckland slipped to second-equal in the rankings this quarter as a degree of softness crept into Auckland's labour market, with employment growth on par with the national average. Consumer confidence also took a hit, and is sitting at the lowest level in three years. However, strong migration continues to boost Auckland's population growth, supporting retail and car sales, as well as house prices.

In fourth position, Waikato's economy remains strong despite the dairy downturn. In particular, housing is strong, with sales doubling over the quarter compared to a year ago, and house prices continuing to increase. Taranaki has been downgraded on the scoreboard to two stars as the region continues to struggle due to the twin downturns in dairy and energy. Although growth in Canterbury is slowing, the return of tourists to the region is a bright spot and consumer confidence is the second-highest reading nationally.

### ... AND WE'RE ALSO THE MOST POSITIVE

Westpac Bank's latest quarterly economic roundup has named the Bay of Plenty the most positive region in New Zealand, with 25% of respondents optimistic about the economy. The positive mood has been attributed to the recovery and predicted growth of the kiwifruit industry, and that we are not as exposed to the uncertainties of the dairy

industry as other areas. In addition, issues in the Auckland housing market are seeing increasing numbers of people moving their businesses and themselves to Tauranga, particularly in light of our enviable lifestyle and competitive advantages for businesses of being based here. The inward migration is also boosting the construction sector, with a strong corresponding growth in professional services.

### **PROPOSALS SOUGHT FOR REGIONAL RESEARCH INSTITUTES**

The government is inviting proposals from groups of businesses, researchers and private investors who are seeking to collaborate to establish regional institutes that will deliver commercially-focused and industry-relevant research to their region and New Zealand as a whole. The aim of the new institutes is to help grow innovation and competitiveness in the regions by making the most of local industry, technology and economic development opportunities.

Proposals must show they have the capability to leverage the government's initial investment and establish and sustain independent private research institutes. They must also articulate a clear industry strategy to grow R&D in the regions. Budget 2015 allowed for up to \$25 million over three years to support this initiative. It is expected that up to three new institutes will be established over the next four to five years in areas outside Auckland, Wellington and Christchurch.

Shane Stuart recently joined the Priority One team as Innovation Manager in a joint appointment with the University of Waikato. One of his first major tasks is to support responses to the Regional Research Institutes initiative from the Western Bay of Plenty sub-region by facilitating discussions to identify and develop concepts of local relevance. Notices of intent to submit a proposal are due to the Ministry of Business, Innovation and Employment by 11 December 2015, with initial proposals required by 17 February 2016. Visit <http://www.mbie.govt.nz/info-services/sectors-industries/regions-cities/investigating-regional-research-institutes/?searchterm=regional%20research%2A>

### **NATIONAL ACCOLADE FOR MARINE SCIENTISTS**

University of Waikato's Professor Battershill, chair of Coastal Science and Head of the Coastal Marine Field Station in Tauranga, has been jointly named Science Communicator of the Year along with Canterbury University marine scientist Professor Schiel. The award from the New Zealand Association of Scientists recognises their collaborative efforts in communicating the complexities of science surrounding the Rena grounding and oil spill off Mount Maunganui in 2011.

From the outset, Professor Battershill and Professor Schiel became the public faces of the oil spill, reporting on the clean-up effectiveness from an environmental perspective and the longer term consequences. Over a period of 30 months, they gave over 100 talks at marae, public meetings and conferences, as well as dozens of media interviews. Professor Battershill is recognised as one of New Zealand's top marine ecologists. The Coastal Marine Field Station, which Chris heads up, has experienced unprecedented growth in research demand since opening in 2011.

### **SUMMER START-UP PROGRAMME FOR STUDENTS**

The University of Waikato and Bay of Plenty Polytechnic have partnered with Priority One to launch a summer start-up programme which will give tertiary students the chance to understand what it means to be an entrepreneur. The programme will run for 10 weeks and will enable the students to develop their own project or idea with the help of an expert start-up coach, workshops and full-access to Priority One's Ignition coworking space. The concept is based around the international 'Lean Start-Up Method' and is grounded in experiential learning. The students will each be provided with \$5,000 and will work through a series of start-up modules that are customised to their own

ideas. They will also hear from business speakers, attend networking events, access specialist advice and learn how to apply for seed funding. This initiative is also supported by Ballance Agri-Nutrients Limited and Plus Group.

### **LIFE CHANGING VOYAGES OF DISCOVERY**

During November Priority One hosted a breakfast for business leaders to showcase an initiative that will take young people on development voyages off the east coast of New Zealand. The Hawaiki Rising Voyaging Trust was established in 2014 to help New Zealand youth believe in themselves and feel a sense of belonging. The waka Hinemoana, which will be used for the voyages, has been donated to the trust by Katikati entrepreneur Simon McDonald.

For the past five years the waka Hinemoana has travelled across the Pacific as part of an international fleet of seven modern day voyaging canoes to spread the message of environmental protection. The trust is launching the 10 day youth development voyages in early 2016. Participants will learn team work and how to sail, as well as connect with nature, interact with dolphins and seals, experience Maori culture and become empowered. For further information, visit <http://wakavoyages.org/>.

### **EXPORTING TO ASIA - IP WORKSHOP**

Zespri International, Export NZ BOP and James & Wells are partnering to host a free workshop providing an in-depth illustration of the importance of implementing a sound intellectual property strategy before entering the Asian market. The workshop will cover identifying your intellectual property and its value when exporting; how to access export opportunities in China; what you need to look out for when trading with China; and strategies to ensure you retain ownership and control of your brand.

When: 3pm-6pm, **Thursday 3 December 2015**

Where: Zespri International, 400 Maunganui Rd

For further information and to register, visit <http://bayofplenty.exportnz.org.nz/training-and-events/bayofplenty-events/seminars/ip-in-china-workshop>.

### **IMMIGRATION CHANGES BENEFIT REGIONS**

New measures to encourage skilled migrants and entrepreneurs to settle outside Auckland came into effect in November. They include:

- Tripling the bonus points for skilled migrants applying for residence with a job offer outside Auckland from 10 to 30 points.
- Doubling the points for entrepreneurs planning to set up businesses in the regions under the Entrepreneur Work Visa from 20 to 40 points.
- Streamlining the labour market test, allowing employers to check directly with Work & Income before lodging a migrant visa application, so they know sooner if a work visa application is likely to succeed.

If you are considering employing someone from overseas and would like assistance with this process, please email [annie@priorityone.co.nz](mailto:annie@priorityone.co.nz).

### **GOVERNMENT SUPPORT FOR ŌPŌTIKI HARBOUR DEVELOPMENT**

During November central government announced a contribution of up to \$3 million to finalise geotechnical investigations and design options for a new harbour entrance in Ōpōtiki. The Ōpōtiki Harbour development project is one of the key initiatives of the recently released Bay of Plenty Regional Economic Action Plan, which has been designed to lift employment, incomes and investment across the region. It will enable the establishment of twin groynes at the harbour entrance and a dredging programme to create an entrance at Ōpōtiki Harbour that is easy for vessels to access to stimulate growth of the aquaculture industry. A social and economic impact report commissioned by Ōpōtiki District Council estimated the project, in conjunction with the Eastern Sea Farms marine

farm and processing plant and other economic activity, would create around 230 jobs and increase GDP by about \$33.5 million.

## INITIAL STEPS TOWARDS AN EU FTA

A significant step has been taken towards expanding trade and economic links with the European Union, with a commitment to progress free trade negotiations. Initial discussions will focus on the next steps required to formally launch negotiations, including the scope and overall approach. The announcement builds on the EU's recently revised Trade Policy Strategy, which sets out an increased focus on the Asia-Pacific region as well as the recently completed Korea FTA and Trans-Pacific Partnership negotiations. Both sides have internal processes, including Cabinet approval, to complete in order to obtain the more detailed mandates needed to begin negotiations. The EU is a key trading partner for New Zealand with two-way trade totalling over \$19 billion. It is also our second-largest investment source, as well as our largest research and development partner.

## WHAT MAKES A GREAT BOSS?

Joyce E A Russell, senior associate dean of learning at the Robert H. Smith School of Business, recently wrote an article for the Washington Post on what does and doesn't make a great boss. Some of the most common traits of great bosses identified by employees are summarised below.

- They engage with all employees, from the lowest ranking to their direct reports.
- They act on the insights they get from employees or explain why they can't.
- They are visible to their employees, rather than isolated in their office or away traveling all of the time.
- They regularly seek feedback on their leadership style to make needed adjustments.
- They are comfortable, and not threatened, working around people who have different talents than they have.
- They learn something personal about each of their employees, ie their children's/pet's name or their hobby.
- They share a little of their own personal life in return, eg if they're off to see their child's soccer game or their interests.
- In one-on-one meetings, they find out about their employees' hopes and aspirations at work.
- They serve as a role model in terms of ethical behaviour and ensure they behave with integrity.
- They value diversity and are inclusive when soliciting ideas, and encourage their management team to do the same.
- They recognise that each employee brings unique talents to the workplace, and they try to ensure that those exceptional gifts are utilised.

## WE'RE #2 FOR EASE OF DOING BUSINESS

A report by the World Bank has ranked New Zealand as one of the best places in the world to do business. The 'Doing Business' report is an annual study measuring government regulations and their effect on business across 189 economies. New Zealand was ranked second for ease of doing business for the second year in a row. We also ranked first in four out of the ten categories that were measured, including starting a business, registering property, getting credit and protecting minority investors. The report is regarded highly around the world and enhances our international competitiveness as a place in which to do business. A full copy of the report can be found at <http://www.doingbusiness.org/reports/global-reports/doing-business-2016>.

## NEW MODELS OF TERTIARY EDUCATION TO BE EXAMINED

The Productivity Commission has been tasked with reviewing new and emerging models of tertiary education to consider how changes in technology, costs and

internationalisation might change the way tertiary education and training is funded, organised and delivered in the future. The inquiry will look across the tertiary system including universities, polytechnics and wānanga as well as work-based training and private tertiary providers. Rapid technological development is leading to new tertiary education models worldwide. While there is already significant innovation in the New Zealand tertiary education sector, there is high interest from the sector in a continued focus on future changes. The Productivity Commission will draw on the expertise within the tertiary education sector, as well as from employers, communities and international best practice. It is expected that the findings will be reported back in February 2017.

## RESEARCH ON GEOTHERMAL OPPORTUNITIES

A research project is underway in the Bay of Plenty to look at the potential for deep geothermal resources outside the currently known fields. The work is being undertaken by GNS Science in partnership with Bay of Plenty Regional Council. The aim of the research is to improve the understanding of the deep (3-to-7km) geothermal resource potential in the wider region, including the Okataina Volcanic Centre. Results are already proving interesting, with GNS Science geophysicist Grant Caldwell saying they have started to see the connection between the shallow parts of geothermal fields and the underlying volcanic systems which provide the heat. Geothermal is recognised as an important asset for the Bay of Plenty region, offering potential to grow the region's economy and social communities. It is important that we utilise the resource effectively and efficiently for its long-term sustainability.

## TRANS-TASMAN PATENT ATTORNEY REGIME

A Bill has been introduced to Parliament to establish a single trans-Tasman patent attorney regime. The Patents (Trans-Tasman Patent Attorneys, and Other Matters) Amendment Bill is the first significant update to the New Zealand patent profession in 60 years. It is expected it will result in significant time and cost savings through the establishment of a single joint registration regime allowing patent attorneys to practice seamlessly in both Australia and New Zealand. The regime has also been designed to facilitate increased competition between patent attorneys on both sides of the Tasman, to the benefit of innovative local businesses.

## MĀORI BUSINESS DELEGATION VISITS CHINA

Māori Development Minister, Hon Te Ururoa Flavell, led a trade delegation representing New Zealand's \$42 billion-plus 'Māori Taniwha economy' to China and Hong Kong at the end of October. "Māori enterprises want to be serious partners with China and Chinese businesses. We are heading to China to create and extend our trade relationships, to build a sustained presence in China and show the unique value that Māori businesses offer," said Mr Flavell. The delegates on the mission manage assets and businesses spanning tourism, dairy, fisheries, wine, horticulture, professional services and manufacturing. They met with government and commercial leaders in Beijing, Qingdao, Shanghai, Guangzhou and Hong Kong. This is part of an ongoing strategy supported by Te Puni Kōkiri to strengthen trade relationships with China.

## NZ AND VIETNAM LAUNCH NEW ERA IN RELATIONS

New Zealand and Vietnam have launched a new era in bilateral relations which will see increased cooperation and trade between the two countries. On top of international education, Vietnam buys around half a billion dollars a year of New Zealand goods and services and is our fastest growing export market in South East Asia. New opportunities include the following:

- A new agreement between the University of Waikato and the University of Economics in Ho Chi Min City will see collaborative educational opportunities made available for both students and staff. The MOU is the University of Waikato's fourth formal partnership agreement with institutions in Vietnam.

- New Zealand will invest \$14 million in Vietnamese projects, including a food safety project, the expansion of a dam safety pilot, and an enhanced scholarship and short-term training scheme.
- The two countries have signed a strategic engagement plan to maximise links in international education.
- Bilateral cooperation arrangements in healthcare and aviation have been agreed, where New Zealand expertise will contribute to Vietnamese government institutions.

#### DRAFT REPORT ON DAIRY COMPETITION RELEASED

The Commerce Commission recently released a draft report on the state of competition in New Zealand's dairy industry. The Commission's independent view is based on its expertise as New Zealand's primary competition regulatory agency. On balance, the draft report has found that competition in the dairy industry is not sufficient to warrant deregulation at this point. Submissions on the draft report are open until 4 December 2015. Following a period for cross-submissions, the final report will be released by 1 March 2016, helping to inform the government's policy decisions in this area. For a copy of the draft report and information on the submission process, visit <http://www.comcom.govt.nz/regulated-industries/dairy-industry/report-on-the-state-of-competition-in-the-new-zealand-dairy-industry/>.

#### TEXT OF TPP AGREEMENT RELEASED

The 12 members of the Trans Pacific Partnership (TPP), including New Zealand, have released the text of the results of trade negotiations between the parties. The text will continue to undergo legal review and will be translated into French and Spanish language versions prior to signature. For further information, visit [www.mfat.govt.nz/tpdepositary](http://www.mfat.govt.nz/tpdepositary).

#### TRUSTPOWER TAKE OVER KING COUNTRY ENERGY

During November Tauranga energy company, Trustpower, announced a \$125 million takeover bid for King Country Energy. Trustpower will pay \$5 a share in cash in a full takeover offer, provided it gets at least 70.2% of the company. If it falls short of this target, it is offering a price of \$4.78 a share. King Country Energy owns and operates four small hydro generation stations in the King Country and the Mangahao hydro generation station near Palmerston North. It also has about 17,500 electricity customer connections with around 70% located in its local network. Trustpower will fund the acquisition from committed bank facilities.

#### WHARF42 PARTICIPATES IN GLOBAL THOUGHT LEADERSHIP CONFERENCE

Tauranga-based Wharf42 has leveraged its Silicon Valley partnerships to receive an invitation to co-organise a global conference for the agtech sector in April next year. 'How Digital Technology is Transforming Agtech' will see international experts in this field explore how emerging digital technologies such as robotics, drones, sensors and real-time data are creating more sustainable agri-business opportunities for the future. The forum is being organised by not-for-profit organisation SVForum, which has fostered innovation, entrepreneurship and leadership in Silicon Valley for more than 30 years. Wharf42's involvement evolved from hosting the SVForum's president/CEO and head of Garage Technology Ventures on a visit to several New Zealand cities in April this year, including Tauranga.

#### FULTON HOGAN BIG WINNER ON THE NIGHT

Congratulations to construction company, Fulton Hogan BOP, who wiped the floor at the recent Westpac Tauranga Business Awards by taking out five of the 12 award categories. This included the Westpac Business of the Year Award, as well as gongs for sustainability, manufacturing/logistics, customer service and workplace safety. Brian Diver, Principal of Tauranga Intermediate and chair of the AIMS Games, won the Excellence in

Business Leadership Award while Trustpower won the Corporate Leadership Award. Other winners on the night were: Land & Sea Drilling Consultants (innovation & entrepreneurship); D & B Construction (brand, marketing & design); Tauranga RSA (community organisation); Bay SportsMed (SME business); and Rodney Wayne Bethlehem (retail or service).

#### STRONG FINISH EXPECTED BY COMVITA

Honey and health products company Comvita has increased its full year profit estimate after recording a strong first half. For the six months to 30 September Comvita recorded an after tax profit of \$3 million on sales of \$91.1 million. The July AGM advised 2016 full year earnings would be at least 35% up on the previous year, however this has been revised to a 46-65% increase in the range of \$15-\$17 million. The result has been driven by strong growth in all markets on the back of strategic investment in supply security, better channel management and growth in sales of the Winter Wellness and fresh Olive Leaf categories.

#### TAURANGA MARINE PRECINCT



The Tauranga Harbour Marine Precinct project achieved several major milestones during November:

- Tauranga City Council and the Bay of Plenty Regional Council signed the agreement providing \$5 million funding towards the project through the Regional Council's Regional Infrastructure Fund. This funding is being matched by Tauranga City Council.
- Tauranga City Council has confirmed the acquisition of a travel-lift capable of lifting vessels of 350 tonnes and up to 12 metres wide. Italian company, Cimolai Technology, won the tender to supply the travel-lift. The machine's parts will be built at their premises in Carmignano di Brenta, north-west of Venice and shipped to New Zealand for assembly. Once installed, it will be the largest travel-lift in New Zealand.
- A tender process is open until 21 December 2015 for the sale of eight lots within Stage 1 of the Marine Precinct's development. Throughout the past year, 40 marine-related companies have expressed interest in the acquisition of freehold sites at the precinct. The tender process will be managed by Tauranga law firm Cooney Lees Morgan.

#### NEW CE FOR NGATI RANGINUI IWI

Steph O'Sullivan recently commenced in the role of Chief Executive for Ngati Ranginui Iwi Society Inc to lead the organisation's plans post Treaty settlement. While her own whakapapa is Pakeha, she grew up on the family farm in Tokoroa which has a strong Maori and Pasifika community. In addition, she has spent most of her career working in Maori development with a focus on resource management issues and the primary sector. Ms O'Sullivan represented New Zealand in 2006 at the first Emerging Pacific Leadership Conference and was selected to do the one year Kellogg Rural Leadership Course through Massey University in 2008. In 2012-13 she was the inaugural observer director on the board of AgResearch and she has also served on the Waikato River Authority, the Waikato River Trails Trust, and chaired a major catchment committee for the Waikato Regional Council.

## SEARCH ON FOR NEW DHB CEO

In September, Bay of Plenty District Health Board chief executive, Phil Cammish, announced he was stepping down after 10 years in the role. During this time, Mr Cammish made a valuable contribution to the community, leading the health board through significant growth in both services and facilities. This has included the introduction of cardiac angioplasty and a world-class stroke service, as well as the rebuilding of Tauranga Hospital and the building of a new hospital at Whakatane. Mr Cammish will leave at the end of January 2016 and interviews are currently underway for his replacement.

## WORLD CLASS CUSTOMER SERVICE – how to make effective first impressions

Dale Carnegie is holding a workshop in Tauranga for business owners, managers and front line staff that want to maximise sales through exceptional customer service. Attendees will learn how to create an unforgettable first impression, make customers feel important, and find out the critical first steps in the customer service process - meeting and greeting the customer.

When: 9am-11am, **Wednesday 2 December 2015**

Where: Classic Flyers, Jean Batten Dr, Tauranga

Cost: \$50 + GST

Register: Visit <http://bop-waikato.dalecarnegie.co.nz/events/effective-first-impressions/>

## TAURANGA COASTAL ECONOMIC SYMPOSIUM 2016

The University of Waikato is hosting the fifth Coastal Economic Symposium in Tauranga on 12 February 2016 at the Tauranga Yacht & Power Boat Club. This event has provided the university with an opportunity to showcase research by local and international scientists, economists and iwi representatives. It's also a chance for the community to engage with experts about issues and developments of regional significance. The symposium will feature presentations on navigation in ancient times in the Mediterranean, traditional Polynesian navigation, Tauranga Harbour health and restoration and Opotiki Harbour developments. The symposium is sponsored by the Bay of Plenty Regional Council and supported by Bay of Plenty Polytechnic, Te Whare Wānanga o Awanuiāraangi, Waiariki Institute of Technology and Priority One.

## PROPOSALS SOUGHT FOR SCIENCE FUND

Research proposals have opened for the redesigned MBIE Contestable Research Fund. The previous six sector-based funds have been replaced with one fund that will be more flexible in responding to emerging research opportunities and priorities. Around \$35 million a year is available for investment in mission-led research that has the potential to make a long-term impact on New Zealand. For further information, visit <http://www.mbie.govt.nz/info-services/science-innovation/investment-funding/current-funding/science-investment-round>.

## BIG BOOST FOR MĀORI EXPORTS

Māori Development Minister Te Ururoa Flavell has announced NZ Trade and Enterprise (NZTE) is committing an extra \$1.6 million to support Māori businesses that want to grow internationally. He says there is significant interest in the unique value that Māori businesses offer overseas. "I've just returned from leading a Māori trade mission to China that included businesses spanning tourism, dairy, seafood, wine, kiwifruit, horticulture, professional services and manufacturing," he says. The increased funding will see five new positions dedicated to supporting Māori business created within NZTE over the next 6-12 months, including a new business development manager in China focusing on growing Māori businesses. Working with Te Puni Kōkiri and other agencies, NZTE's role is to help companies succeed internationally, to connect them to other partners and work with them to make the most of the opportunities offshore.

## STRONG GROWTH IN EXPORTS TO CHINESE TAIPEI

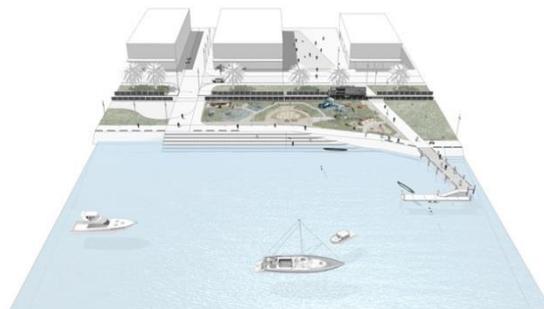
New statistics have been released showing very strong growth in New Zealand's exports to Chinese Taipei since the Economic Cooperation Agreement between New Zealand and the Separate Customs Territory of Taiwan, Penghu, Kinmen, and Matsu commenced in December 2013. Previously our goods and services exports to Chinese Taipei were valued at \$987 million a year. They have since increased by 22% overall to \$1.2 billion in the year ended June 2015. The exports most significantly affected include:

- Apples – up by over 200% to \$40 million per annum
- Cherries – up by 150%.
- Wine – up by 56% to \$1.3 million.
- Kiwifruit – up by 24%.
- Dairy – up by 21%, now totalling \$350 million a year.

## SUMMER MEDICAL STUDENTS SUPPORT DHB

Fifteen students studying careers in medicine will be working at the Bay of Plenty District Health Board over the summer period. Most of them will complete a 10 week research project in disciplines such as mental health, surgical services, health in aging, public health, urology, cardiology, palliative care, general medicine, and planning and funding. The Bay of Plenty Clinical School is grateful for the sponsorship it receives to support the students from the District Health Board, the BOP Medical Research Trust, Priority One, Venturo and the University of Auckland.

## THERE'S LOTS HAPPENING IN THE CITY CENTRE



**Stage One of Access to Water** is a project that will see the development of tidal stairs, a pier and pontoon on the waterfront in Tauranga's city centre. During November Tauranga City Council sought feedback on the project, which has the potential to transform the harbour edge into an iconic destination that celebrates the city's connection to the water. Council's planned investment in the area demonstrates a commitment to the city centre that can be leveraged to engage with businesses looking to locate to, expand or consolidate in the city centre. The waterfront is the most important and defining natural feature of the city centre and arguably the city's most valuable piece of real estate. It is the key public asset that can be enhanced to attract people to the city centre and give it an 'edge' over other competing centres. For further information and to provide feedback, visit <http://www.tauranga.govt.nz/projects/access-to-water.aspx>.

- **Civic Space Options:** This is a Tauranga City Council project which will determine the best option for development in the civic 'precinct' part of Tauranga's city centre. It is looking not only at options for council accommodation, but also assessing how this project could be a catalyst for other opportunities, which may include public space, public amenities, car parking and other facilities. During November elected members gave staff the go ahead to proceed to the development of a business case to define all the options available for their consideration.
- **Trustpower Christmas Parade** is taking place in downtown Tauranga from 11am on **Saturday 5 December**. It will start in 2nd Ave, move down Devonport Rd, through The Strand and finish up at the bottom of Harington Street. The Little Entertainment Co

will be providing entertainment for children on the waterfront post-parade.

- **New Year's Eve Fireworks** will take place on the city centre waterfront off a barge on **Thursday 31 December**. It will be a family-friendly evening with fireworks for young families at 9.30pm and the finale at midnight to welcome in 2016.
- **Pop Up Art Gallery:** The 'Students in the City' exhibition continues until 18 December in the 'pop up' space at 63 Spring St. The initiative showcases the art work and product design of students undertaking the Bachelor of Creative Industries programme at the Bay of Plenty Polytechnic. There is no charge for entry.
- **Pop Up Park:** A partnership between Creative Tauranga, Downtown Tauranga and Tauranga City Council has seen artists painting the temporary pop-up park and creative space that is being developed at 89-92 Devonport Road. Five local artists developed concepts to paint on the six concrete pillars that remain after two buildings were demolished on the site. The new communal space should be ready by December this year.

### **DISTINGUISHED CAREER AWARD**

In October, Tauranga's Dr Peter Gilling received the 2015 Distinguished Career Award from the Society of International Urology at their conference in Melbourne. Dr Gilling is a urologist with an international reputation in benign prostatic hyperplasia. He is the Head of the Clinical School at the Bay of Plenty District Health Board, Associate Professor of Surgery at the University of Auckland and heads the academic site for the university at Tauranga Hospital.

### **YOUNG MĀORI FARMER COMPETITION**

Entries for the Ahuwhenua Young Māori Farmer Award 2016 for dairy farmers are now open, providing a great focus to Māori working in the agricultural sector. It is the longest running primary sector competition in New Zealand, having been inaugurated in 1932 by Māori leader Sir Apirana Ngata and Governor General Lord Bledisloe. Its purpose is to showcase achievement in the Māori farming sector, particularly in relation to governance, financing, management, environmental sustainability and the incorporation of tikanga Māori into business activities. Applications close on 29 February 2016. For further information and to enter, visit [www.ahuwhenuatrophy.maori.nz](http://www.ahuwhenuatrophy.maori.nz).

### **INTERNATIONAL AWARD FOR MILLS REEF**

Another major international trophy has gone to Bethlehem winery, Mills Reef, when its Mills Reef Trust Vineyard Syrah 2013 took out Best Shiraz/Syrah Trophy [worldwide] and the Best New World Shiraz/Syrah Trophy [against Australia, the Americas, South Africa and New Zealand] at the Hong Kong International Wine & Spirit Competition during November. These awards are the Asian highpoint for winemakers, aligned to and on par with the UK's International Wine & Spirit Competition. Chief winemaker and Mills Reef director Tim Preston had already been labelling his 2013 wines as 'the vintage of a lifetime' after earlier international successes for the winery's hand-crafted, Bordeaux-style reds.

### **INITIATIVE TO RAISE STUDENT ACHIEVEMENT**

Around 15,000 Tauranga students will be part of new 'Communities of Learning' initiative which has been established to raise student achievement. Four new 'Communities of Learning' have been established in Tauranga as part of the government's \$359 million 'Investing in Educational Success' policy. Research shows that the quality of teaching in schools has the biggest influence on whether students succeed. This initiative intends to help raise achievement by improving teaching practice across New Zealand, enabling teachers to work together and benefit from each other's knowledge and experience, helping all children benefit from the skills and knowledge of great teachers, and helping schools work

together so it's easier for children to move through the education system.

### **WOODS SCOOPS TOP ENGLISH AWARD.**

For the second consecutive year, Tauranga's Woods the Creative Agency has taken out the website category at the New Zealand Writemark Plain English Awards, beating fellow finalists ANZ and St. Mary's Early Childhood Education Centre. The awards celebrate examples of clear and effective communication across a range of platforms. Woods' winning website entry was for Bay of Plenty-based fruit exporters, Enzed Exotics. Judges commented "This is a standout website. It's clean, direct, and fresh – a good reflection of the product and the company." Woods have announced they will be launching their own dedicated writing agency in December, to be called Words – the Writing Agency.

### **BAYLEYS / EVES PROPERTY UPDATE**

#### **TRENDS IN OUR MARKET**

Latest figures for October show that the three regions showing highest percentage price increases for past 12 months are Auckland (22.6%), Hamilton (14.9%) and Tauranga (11.2%). The average house price (rounded) in each region is also given as \$897,000 \$416,000 and \$503,000 respectively as at October 2015. The implications of this go far beyond just the property market. It signals a real positive shift in the influx of intellectual property, investment, skilled labour, startup companies, business relocations and growth of our existing businesses. The noticeable migration to Tauranga of young families also bodes very well for our future. The recent Priority One AGM highlighted this demographic with excellent examples of new people who are contributors to this 'new wave' of professional and community growth.

Sales volumes and prices at Eves and Bayleys continue to reflect the growing attraction and opportunities on offer to out of region buyers who are committed to establishing their family and/or business interests here. Auction activity is reaching unprecedented levels, with 350 properties coming to market through auction through October and mid-November. New patterns of demand are occurring in suburbs perceived as good 'value for money' as well as the prospect of being able to add value to well-built older homes. Record low interest rates and much reduced number of days on market are also acting as real buyer stimulants.

### **EDUCATION PARTNERSHIP WITH VIETNAM**

During November a new strategic education partnership was signed between New Zealand and Vietnam in Hanoi. Both countries have committed to increasing the number of Vietnamese students studying in New Zealand by 30% by the end of 2017. The plan highlights the importance of increased student mobility and institutional partnerships between both countries in areas such as English language training, human resource development and postgraduate and doctoral collaboration. Collaborative ventures between the two countries give Vietnamese and Kiwi students the opportunity to learn about each other's cultures and develop knowledge that can be applied to growing trade, investment and education links in future years. In 2014, 2,022 Vietnamese students chose to study in New Zealand.

### **WE'RE PRODUCING MORE MILK**

New Zealand's five million milking cows are producing 18% more milk today than they were 10 years ago, according to New Zealand Dairy Statistics. On average, each cow produced 4,235 litres of milk last season compared to 3,574 litres produced in 2004/05. Over the same period a cow's annual average production contained 377 kilograms of milk solids (8.9%) – which is what dairy farmers are paid for – compared to 308 kilograms (8.6%) a decade ago. Cows from North Canterbury are the highest producers, with each providing 4,706 litres of milk, with 416 kilograms of milk solids. Taranaki cows recorded the highest percentage of milkfat and West Coast cows gave the highest percentage of protein and milk solids. The

results are due to good breeding and high levels of genetic gain over many years, as well as the care and skill of the country's 11,970 dairy farmers and their ongoing commitment to improvement.

### NEED SPECIALIST SKILLS FROM OVERSEAS?

If you need to supplement your existing workforce with specialist skills from overseas, becoming an accredited employer could be of benefit to your business. Employer accreditation enables you to recruit skilled workers into roles in your business where the salary is at least NZ\$55,000 per annum. Accreditation is for 12 months and can be renewed annually. For further information, visit <http://www.immigration.govt.nz/employers/employ/longterm-high/talent/> or contact [Brendon.Gardner@mbie.govt.nz](mailto:Brendon.Gardner@mbie.govt.nz).

### NEW SCHOLARSHIPS FOR PACIFIC STUDENTS

The government has announced new scholarships aimed at getting more Pacific people into the fields of science, technology, engineering and mathematics. The Toloa Scholarships are worth \$25,000 over three years and are offered to first year undergraduate and postgraduate Pacific students studying STEM-related papers. Successful applicants will also be offered an industry internship in the final year of study. Applications for next year close on **11 December**. For further information, visit [www.pacificstem.org.nz](http://www.pacificstem.org.nz).

### GOOD FORECAST FOR MUSSEL SEASON

Major Tauranga seafood exporter North Island Mussels Ltd (NIML) is on track to break its production records this season, which commenced in November. NIML is already at full production, with more than 250 staff employed at its Greerton factory. It processes mussels harvested in the Coromandel, with some 1.8 million mussels going through its factory in a 24-hour cycle. The Greerton factory includes the world's first plant using robotic opening systems. It has previously set a record by processing 110.8 tonnes in a 24-hour period, and is now aiming to exceed 115 tonnes. As well as exporting half-shell mussels, NIML also produces more than 50% of the country's domestically eaten marinated mussels under a number of brands. The company recently installed new equipment to produce its own marinade vinegar base, previously mixed in Nelson. Food ingredient company Cedenco purchased Sealord's 50% stake in the company in October, with the balance held by joint venture partner Sanford Fisheries.

[Source: Bay of Plenty Times]

### POLYTECHNIC DELIVERS WORK READY DRIVERS

In December, 45 distribution and 40 road transport students will graduate from Bay of Plenty Polytechnic's driver training programme, with many graduates already having lined up jobs within the industry. The Polytechnic's driver training programme is unique in that graduates enter the industry not only with their licence, but also having had industry experience in warehouse delivery and collection, an understanding of regulations such as health and safety, and good work habits. The Polytechnic delivers the programme in Tauranga, Hamilton, Otorohanga, Nelson, Invercargill and Tokoroa. It has developed a unique fully-functioning road transport and logistics training centre in Maleme Street. With national demand for commercial drivers very high, more than 300 drivers have now graduated from the Polytechnic's programmes.

### UPDATE FROM ENTERPRISE ANGELS

Do you want to invest but lack the time or confidence? The EA Fund 2 is an ideal way to get involved in investing in early stage New Zealand companies, alongside experienced angel investors. The first EA Fund raised \$2.4m in 2014 and has invested \$1.6 million in 16 companies to date, including four in the Bay of Plenty. EA Fund 2 will launch in early 2016. Enterprise Angels members and the Fund are currently raising capital for the following companies:

**Techion Holdings Limited** is an on-farm imaging technique for parasite eggs which has applications in other industries. The product is patented and market ready.

**Biolumic's** ultraviolet technology significantly improves yields and profitability for large-scale growers of high-value vegetables.

**Nyriad** has developed a disruptive way of processing and storing data using gaming technology and its CTO was behind the technology that led to Xbox and Google Maps.

The first Enterprise Angels member meeting for 2016 will be held on 16 February. To find out more about investment opportunities or attending a meeting, email [jo@enterpriseangels.co.nz](mailto:jo@enterpriseangels.co.nz) or visit [www.enterpriseangels.co.nz](http://www.enterpriseangels.co.nz).

### ENGAGING YOUNG KIWIS WITH SCIENCE AND TECH

The government has announced \$1 million of new funding to 25 additional projects to engage more young people with science and technology under the Unlocking Curious Minds contestable fund pilot. This includes the following three projects based in the Bay of Plenty:

- Tauranga's House of Science will receive \$18,400 to run a weekly afterschool programme which will include robots, food science, forensics, flight and other topics.
- Rotorua's Digital Natives Academy will receive \$20,000 to encourage young Maori and their whanau to become creators, developers and producers of technology.
- Crown Research Institute Scion will receive \$20,000 to open its doors to local school students to demonstrate their work in fermentation labs and on a genetically modified organism field trial site.

The next funding round calling for new applications under the Unlocking Curious Minds initiative will to be announced soon. For further information, visit <http://www.curiousminds.nz/discover/article/4/30/unlocking-curious-minds>

### LEGISLATION TO HELP COUNCILS PLAN FOR FUTURE

The government plans to introduce legislation in early 2016 to give local authorities greater flexibility to change their structures and coordinate infrastructure to support future growth. It will allow councils to transfer functions and responsibilities between regional councils and territorial authorities. The legislation will have the potential to impact on the way local authorities manage major infrastructure resources such as water and transport. It is hoped the opportunity to develop new structures will promote economic and business growth and better link up regions, towns and cities. The Local Government Commission will work with councils and communities to implement new structural options that suit their local needs.

### BUZZ WORDS IN TECH JOBS

Technology changes frequently and so does its buzzwords. Some of the most effective terms a year ago no longer have the same importance with job applicants, according to a study of more than 500,000 tech job postings by Seattle startup Textio. For the study, over 50,000 unique phrases commonly seen in tech job listings were tracked. The results are summarised below:

#### Rising:

*Artificial intelligence:* Over the past six months, the term's usage among the best-performing tech job listings has quintupled.

*Real-time data:* This means the hiring company wants to build products based on the latest information, rather than just a lot of information (ie big data).

*High availability:* This emphasises building software that is always accessible and almost never goes down.

*Robust and scalable:* This refers to software that's powerful, yet able to serve lots of users.

*Inclusive:* Thanks to the rising importance of diverse workplaces, job postings benefit from a reference to inclusiveness.

### **Falling:**

*Big data:* This is the biggest loser, with job ads that use it performing 30% worse than those that don't.

*Virtual team or V-team:* Corporate jargon like this is turning off many applicants.

*Troubleshooting:* Recruiters would be better off calling it 'problem solving', 'fixing' or 'diagnosing'.

*Subject matter expert:* This implies that the ideal candidate knows one thing very well and little about anything else. Tech applicants want to be referred to as 'full-stack engineers'.

*Drug-free workplace:* This is a guaranteed way to sink your listing, probably because it implies a rule-governed workplace.

[Source: [www.stuff.co.nz](http://www.stuff.co.nz)]

### **ASIAN INFRASTRUCTURE INVESTMENT BANK**

During November the International Finance Agreements Amendment Bill passed its third reading, enabling New Zealand to become a founding member of the Asian Infrastructure Investment Bank. This is a China-led initiative which is being established to address a gap in new infrastructure across Asia. Its purpose is to foster sustainable economic development and to promote regional co-operation and partnership. New Zealand's decision to join will help to build economic and political relationships in Asia. New Zealand was the first western developed country to join negotiations to establish the bank. It is expected to commence operations in early 2016.

### **IMPROVING RESOURCE BASE KEY TO SUSTAINABLE GROWTH**

The government has launched the updated Building Natural Resources chapter of the Business Growth Agenda, with an emphasis on lifting primary sector productivity while improving environmental outcomes. It sets out 39 actions, including new projects to promote farm systems change, develop regional aquaculture opportunities and develop ways to speed up the delivery of a predator-free New Zealand. Primary Industries Minister, Nathan Guy, said "Developments in technology mean farmers can be much more precise and effective in their application of farming techniques." The report lays out how the government can help farms become more economically and environmentally sustainable through identifying and sharing best practice approaches. Visit <http://www.mbie.govt.nz/info-services/business/business-growth-agenda/towards-2025>.

### **COMMUNITY HUB AT HISTORIC VILLAGE**

Tauranga Energy Consumer Trust is proposing to build a community hub at the Tauranga Historic Village, comprising housing community organisations in a centralised fit-for-purpose administration facility. TECT proposes to purchase land within the Village grounds from Council to develop the building, which will include some adjoining green space for communal Village use. The intention is for the community hub to be managed by a separate trust. TECT wants to create an environment that increases the capability and effectiveness of community organisations through better collaboration, communication and sharing of best practice.

### **EDUCATION EXCELLENCE AWARDS OPEN**

Entries for the Prime Minister's Education Excellence Awards have opened, providing an opportunity for those involved in the education sector to showcase the work they do. Entry is open to those working in the early childhood, primary and secondary sectors, as well as communities of learning. The awards focus on collective effort and collaboration and are open to groups, teams and partnerships. The four main categories are: excellence in governing; excellence in leading; excellence in teaching and learning; and excellence in engaging. The winning entry in each category will receive \$20,000 and a professional development opportunity. The winner of the Prime Minister's Supreme Award will receive an additional

\$30,000. Entries close on **18 March 2016**. Visit <https://www.pmawards.education.govt.nz/enter/>.

### **SUPPORTING OUR BUDDING ENTREPRENEURS**

Forty-five entrepreneurs from a diverse range of ages took part in the 2015 Tauranga Startup Weekend on 13-15 November. Over 54 hours participants with a range of creative and practical skills took a journey towards creating new businesses and new business people, supported by experienced mentors from across New Zealand. The ideas developed were then judged based on market validation; the viability of the business model; and execution and design. The winner of this year's event was FLNT, who presented a concept that enabled staff to communicate with upper-level management to encourage employee engagement and innovation. 2015 Tauranga Startup Weekend was sponsored by Cucumber, Crowe Howarth, Mackenzie Elvin, Enterprise Angels, The Weekend Sun, Basestation and Priority One.

### **WHAT'S UP WITH THE IOD?**

The final event on the Bay of Plenty Institute of Directors' calendar this year is their festive dinner, being held from 6-9pm on **Wednesday 9 December** at ASB Baypark. The guest speaker is Steve Saunders, entrepreneur and co-founder of Newnham Park Innovation Centre in Te Puna, which hosts eight award winning exporting companies. Steve is also a major stakeholder in the kiwifruit postharvest sector, an active investor, the director of a number of privately owned companies and a board member of Priority One, Enterprise Angels and Landcare Research. For further information on this event, visit <https://www.iod.org.nz/Branches-and-events/Bay-of-Plenty-Branch>.

### **CHRISTMAS IN THE PARK**

Tauranga's Christmas in the Park will be held from 2pm till 9.30pm on **Saturday 19 December** at Blake Park, Mount Maunganui. It will feature live music, performances, arts, crafts and artisan food/drink for the whole community to enjoy. The headline act is Dave Dobbyn, who will be joined by the Modern Māori Quartet, Julia Deans, Jayson Norris and performances from local artists and performers. Entry is by gold coin donation, which will go to local charities. Non-perishable food items and Christmas presents have also been donated to the Tauranga Food Bank, Homes of Hope and Women's Refuge.

### **SCAMS TARGETING MIGRANTS**

Immigration New Zealand has been advised that a new wave of scam phone calls have been occurring from people claiming to be immigration staff. The common theme is to either demand money or ask for personal banking details, IRD numbers, social media passwords and passport details. If you are working with international students or new migrants, advise them not to pass on any personal details over the telephone. Anyone that has been approached in this manner is advised to contact the New Zealand Police.

### **SCHOLARSHIPS FOR HIGH ACHIEVING SECONDARY STUDENTS**

Bay of Plenty Polytechnic has awarded \$63,000 in scholarships for 2016 under their Secondary School Achiever Scholarship. The criteria for determining the recipients covered a broad range of achievements and personal characteristics, including demonstrating leadership potential; cultural, sporting or academic achievements; and contribution to the school or community. Each of the 18 recipients received \$3,000 towards their first year of study as well as one-on-one career counselling sessions.

### **KEEPING UP WITH KIWIFRUIT**

- On 9 November the last reefer kiwifruit ship sailed from Port of Tauranga to Japan and China, ending a very successful season in China. Overall eight charter ships made deliveries to China this season, an increase on the

three ships in 2014. China is a great success story for the New Zealand industry, with Zespri sales up around 40% this season. "Zespri is the third most recognised fruit brand in China and has a reputation for safe, high tasting fruit. Consumers are very discerning and New Zealand has a good reputation there", says Zespri's Chief Operating Officer, Simon Limmer. The ship stopped off at Japan, which produces the highest dollar returns for Zespri, on the way to China.

- The New Zealand kiwifruit industry's production is back to pre-Psa levels for both green and gold this season. To cope with the increase in crops, Zespri has chartered 60 refrigerated reefer ships - up from 51 in 2014, as well as more than 9000 refrigerated containers. Those vessel numbers are set to increase, with the doubling of gold volumes in the next four years.
- It has been reported by SunLive that Gold kiwifruit orchards in the Bay are selling for as much as \$550k per hectare, with green selling for around \$400k. Despite high prices and strong demand, there is a considerable shortage of orchards for sale and those which are listed are snapped up quickly – sometimes within 24 hours. Many properties are going to tender and achieving higher prices than agents and valuers have put on them. Many purchasers are existing orchardists looking to expand, while some are investors. Sharemilkers leaving the dairy industry are also among buyers. While there is interest from overseas buyers, because approval is required to buy rural land over four hectares, other purchasers are in a stronger position.
- Leading kiwifruit industry science was showcased at Zespri's inaugural Kiwifruit Innovation Symposium on 29 October. Zespri chief executive Lain Jager said "We need to innovate faster than the competition to stay relevant to our consumers and drive value back to our industry." More than \$35 million is invested in kiwifruit innovation each year, with the new cultivar breeding programme accounting for \$20 million of this. It has resulted in the development of the new Gold3 and Hort16A varieties, adding nearly \$4 billion to the New Zealand economy.
- Hayward green, the fruit which launched and underpinned the New Zealand kiwifruit industry for 63 years, is likely to be superseded by a new variety. Zespri is working with Plant & Food to develop new green varieties, however none are ready for commercial release. Hayward will be a hard variety to replace as it has excellent storage qualities, taste and digestive and nutrient attributes, as well as a loyal following among international consumers. However it has a fairly low yield of around 35 tonnes per hectare and a smaller eating window than newer varieties. In addition, while Zespri earns a premium for its branded green, it does not have exclusive rights over it as it does with the new gold variety Gold3. If Zespri had a green variety with good storage qualities, pest and disease tolerance and high yields, it would increase its current consumer ranking.
- Sir Brian Elwood has been awarded the kiwifruit industry's highest accolade – the 2015 Fresh Carriers Hayward Medal – in recognition of his decade of leadership as chair of regulator Kiwifruit New Zealand. Under Sir Brian's leadership, significant changes were made within KNZ to strengthen the decision-making process and make the regulator more accountable and transparent. During his tenure, KNZ has considered more than 300 collaborative marketing applications with a success rate of 93% approved over the past five years.
- Mike Chapman, currently CE of NZ Kiwifruit Growers Inc, has recently been appointed as CE of Horticulture New Zealand, taking up the position in January 2016. Mike replaces long-serving HortNZ CEO Peter Silcock, who has worked for grower representative organisations for 30 years. HortNZ's key objectives include providing a unifying vision for the horticulture sector to increase collaboration between product, sector, regional and district groups and enhance the sector's ability to respond to and influence decisions that affect it.

## SMART TRANSPORT

Construction will commence on the \$102 million roading link between Bayfair and Baypark before Christmas. The upgrade will include two flyovers – the first taking SH2 over the Maunganui-Girven intersection and the second taking SH29A over the railway line and the Te Maunga intersection. Work to begin the relocation of the railway line has commenced and is expected to take around six months. The project will connect to the recently opened \$455 million Tauranga Eastern Link and will reduce congestion, improve safety by separating local and state highway traffic, and support economic growth in the region by improving the route to the Port of Tauranga. For further information, visit [www.nzta.govt.nz/b2b](http://www.nzta.govt.nz/b2b).

## DEVELOPMENT

- Building consents issued so far in 2015 are tracking very well for both Tauranga and Western Bay councils, according to analysis by Priority One. For the 10 months to October 2015, both local authorities have issued the highest value of consents than in any year since Priority One commenced records in 2003. In terms of consents issued during October 2015, Tauranga City Council achieved four new two year highs: for the total number of consents issued (289); for the value of single dwelling consents issued (\$45.6 million); for the number of single dwelling consents issued (136); and for the number of commercial consents issued (40). Western Bay had a record-setting month last month, including issuing the highest value of consents in any month since Priority One commenced their records in 2003 (\$20.5 million). While they didn't quite reach these heights in October, they achieved very good results, including issuing the third highest total value of consents issued since 2003 and the second highest value of consents issued in a month over the last two years (\$18.8 million).
- The government has asked the Productivity Commission to review urban planning rules and processes, and identify the most appropriate system for land use allocation. The premise for the investigation is that urban planning underpins housing affordability as well as the productivity of the wider economy. A first principles review of the urban planning rules that fall under legislation such as the Local Government Act, the Resource Management Act and the Land Transport Management Act will be reviewed to ensure they support a responsive housing market.
- Average residential property values in Tauranga have increased 13.7% year-on-year and are now 6.6% higher than the previous peak of 2007. Values in the Western Bay have also shown solid increases, rising 3.3% over the past three months, 6.1% year-on-year, and are now just 0.4% lower than 2007 levels.
- Construction of the new Greerton Library has commenced. The new \$3.45 million, 960m<sup>2</sup> building will be more than double the size of the previous library, and is described as a 'modern, engaging and vibrant facility'. The library will also include a community meeting room and a learning centre. It is a design/build by Marra and is expected to be completed by May 2016.
- The Fashion Island retail complex at Papamoa is up for sale, comprising an 8,790m<sup>2</sup> site and 3,315m<sup>2</sup> net of retail space. There are 20 tenancies which, when fully tenanted, could provide around \$800,000 in annual income. The sale is being managed by Colliers International and will be by private treaty, closing at 4pm on 4 December.
- Tauranga City Council is inviting responses to a proposal for the Golden Grove Kiwi Holiday Park on Girven Road to be considered as a Special Housing Area under an agreement with the government to help address housing issues. However this legislation does not require developments to be for low cost housing. The proposed development at Girven Road is expected to consist of 66 two-and-three level townhouses and apartments, as well as a café and a childcare facility. The developer

anticipates that prices would start from \$400,000. The site is currently zoned for residential development. Responses to the proposal must be received by 5pm on 14 December.

- A conditional sales contract has been signed on a 1.6ha property at Cross Road, Sulphur Point that contains a mixed-use block of buildings, including the University of Waikato's Coastal Marine Research Station and the head offices of stevedoring operation C3. The Tauranga-based investor is currently undertaking due diligence on the \$9 million commercial site and has until mid-December to complete investigations.

## ARTS & CULTURE



- The countdown is on for the next New Zealand Garden & Art Festival, which is being held in Tauranga from **17-20 November 2016**. Festival organisers are seeking expressions of interest from artists that would like to take part in the festival, as well as passionate gardeners who would like to showcase their creativity on the popular garden trail. Director John Beech says "We are looking for a wide variety of gardens from small urban spaces to rolling lifestyle properties. "We want to showcase the beautiful Bay of Plenty and its fertile soils, from the coastal properties to the hills and valleys and to beautified back yards and patios. This iconic festival is held every two years and next year will be the 10<sup>th</sup> time it has taken place. The 2016 festival will see a return of the Expo Pavilion at The Lakes, featuring workshops, events and exhibitions. For further information, visit [www.gardenandartfest.co.nz](http://www.gardenandartfest.co.nz).
- Tauranga Art Gallery could host major indigenous exhibitions featuring works by Australian Aboriginal and Canada First Nation artists following the selection of art director Karl Chitham to take part in a First Nations curators' exchange programme in Queensland during November. The purpose of the forum is to develop relationships, exchange ideas and better understand how to present indigenous works to international audiences. The curators explored each other's cultural practices, culminating in the Karl is taking part in the programme with support from Creative New Zealand.
- Creative Tauranga has been working with local artists to develop an exhibition at the new Kathleen Kilgour Centre. Saleable works by seven artists will be hung on the walls of the centre for the next six months before being rotated with work from another seven artists. The centre has 15 walls, all of them white. The Kathleen Kilgour Centre provides radiation oncology procedures to around 20-30 patients each day. It was established by private investors in partnership with the Bay of Plenty District Health board, and opened in September 2014.
- The new Creative Tauranga exhibition space in the Library Arcade is showing the works of local artists Elliot Caudwell and Murray Clode from 3-23 December. Elliot is a self-taught artist whose unique works use acrylics, coloured pencils and ink pen. They are often set in nature with ethnic symbols and vibrant colours. Murray crates a range of work in different mediums, including acrylics that are in collections all around the country. He has recently branched into watercolours and digital art.
- The Tauranga Arts Festival, which ran from 16 October until 1 November, saw 22 shows sell out and the best feedback ever received from patrons and performers. Festival director Jo Bond said that having the Arboria

luminarium on The Strand was a visual marker of the festival, as well as broadening the audience to include many school groups. Over 12,000 visitors entered Arboria during its stay in Tauranga. The festival comprised 33 international artists and 65 New Zealand artists performing in shows and writer sessions.



## What's on at the Tauranga Art Gallery?

'*Tungaru: The Kiribati Project*' is a collaboration between contemporary New Zealand artists, Chris Charteris and Jeff Smith incorporating sculpture, photography and interactive video (until **21 January**); '*Waitangi Wahine*' brings together five women who have made work in response to the impact of the Treaty and its effect on Māori today (until **6 December**); '*Blutopia: MANIFESTO*', by Auckland artist John Reynolds, explores things 'blue' through wide ranging contemplations (until **14 February**); and '*Everyday things*', which features artworks that look at ordinary actions (until **17 April**). Visit [www.artgallery.org.nz](http://www.artgallery.org.nz).

## FOCUS ON TOURISM

- Kiwi Regional Airlines is considering starting a service in Napier or Tauranga, after it recently stopped flying into Queenstown. Chief executive Ewan Wilson said it would announce a new destination in early December, with flights to commence in late February. The new destination would be serviced by no fewer than two flights per week. The Hamilton-based airline also flies between Hamilton, Nelson and Dunedin.
- Papamoa's Dinner in the Domain is back again this summer, starting on **Thursday 26 November**. It will be held every Thursday from 5:30-9pm at the Papamoa Domain, showcasing delicious food from local chefs and food trucks. There will also be cooking demonstrations showcasing local award winning talents.
- The Gourmet Night Market kicks off from 5pm on **Friday 4 December** at Coronation Park, Mount Maunganui. The family-friendly summer event was extremely popular last season, attracting around 5000 hungry patrons. The markets will run every Friday except for Christmas Day and 8 January. The market will provide a range of food and artisan products from local suppliers, top chefs and well known restaurants, as well as live entertainment. The event will also be leading the 'zero waste' movement, diverting 97.5% of their waste from landfill during last summer.
- Maketu will host the ninth annual Maketu Rotary Kaimoana Festival on **6 February 2016**. The Maketu Kaimoana Festival is known for its family friendly atmosphere, as well as for having high calibre entertainment from local and New Zealand performers. Being held at the Maketu Sports Ground, the 2016 festival is being headlined by 1960s and 70s rock star 'Shane', who will be supported by band Shadz. There will be a wide range of vendors selling seafood, as well as a variety of wine and beer. Over the years of the festival has contributed around \$90,000 for Maketu community projects. To purchase tickets, visit [www.eventfinda.co.nz/2016/kaimoana-seafood-festival/maketu](http://www.eventfinda.co.nz/2016/kaimoana-seafood-festival/maketu)

## INSTEP PROGRAMME

INDUSTRY & SCHOOLS TRAINING & ENTERPRISE PARTNERSHIP

Instep is a Priority One initiative that connects local businesses with students and teachers from the sub-region's secondary schools to highlight career opportunities and pathways. During November the following activities took place:

- **Principals' Day Out:** 10 principals from local secondary schools spent a day visiting a range of innovative businesses located at the Tauriko Business Estate as part of Instep's 11<sup>th</sup> annual Principals' Day Out. The businesses included BlueLab, Jenkins Freshpac,

Kliptank, Brother International, Kiwi Bus Builders and Health House. Bryce Donne, Director of Element IMF, provided the principals with an overview of the development of the Tauriko Business Estate.

- **House of Science 'Casting the Net' Symposium:** The inaugural House of Science Symposium attracted over 200 people who were keen to learn more about things scientific. The programme included workshops for teachers at all levels, as well as researchers, scientists and industry reps. The keynote address was delivered by Siouxsie Wiles, an award winning presenter and communicator of 21<sup>st</sup> century science.
- **Newnham Park Field Trip:** Instep arranged for teachers from Katikati College in the areas of English, environmental studies, horticulture/food technology, science, mathematics and business studies to visit Newnham Park Horticultural Innovation Centre at Te Puna. The trip was hosted by Plus Group Horticulture with a view to providing them with insights into some of the innovation happening in the horticulture industry so they can use this in their teaching.

#### PRIORITY ONE MEMBERSHIP

We are pleased to profile the following new members to Priority One and look forward to working with them:

**CodeBlue BOP** is a managed services firm with a focus on holistic IT support, business process support, technology road maps, strategic planning and empowering partners through the use of technology. All work is done in

a true partnership with their customers, through a solid understanding of their organisation and approach to business. They focus on serving the local community and ensuring sustainable long term growth of businesses using technology and good business practices. <https://codeblue.co.nz/branches/bay-of-plenty>

**Tauranga Moana Restorative Justice Trust** is a registered charity that provides restorative justice as a service to the District Courts and the wider community. They focus on the needs of the victims and what is required to help repair the harm done to them, and holds offenders to account for their actions. This is done through a facilitated meeting between the victim, the offender and their support people so they can discuss the offence and share their views on what needs to be done to put things right. [www.rj.org.nz](http://www.rj.org.nz)

**VO2** is a web and software development house based in both Tauranga and Hamilton that is partly owned by the owners of CodeBlue. Their team of developers and designers are specialists in web and mobile development, as well as ecommerce, SEO, iPhone apps, mobile marketing and other web- based services. Websites are not mass produced templates, rather they are tailored for each customer based what they want to achieve from their site and how they want to present their company. [www.vo2.co.nz](http://www.vo2.co.nz)

Click on this link if you would like to find out more about the benefits of being a member of Priority One: <http://www.priorityone.co.nz/benefits>.

## Priority One

### *Driving Economic Growth in our Region*

*Supported by local businesses, Tauranga City Council and Western Bay Plenty District Council*

