

Finance and Corporate Committee Public Agenda - 15 September 2020



Waipa District Council
Council Chambers
101 Bank Street
Te Awamutu

Chairperson
AW Brown

Members

His Worship the Mayor JB Mylchreest, EM Andree-Wiltens, EH Barnes, LE Brown, PTJ Coles, RDB Gordon, ML Gower, SC O'Regan, MJ Pettit, EM Stolwyk, CS St Pierre, BS Thomas, GRP Webber

15 September 2020 01:00 PM - 04:30 PM

Agenda Topic	Presenter	Time	Page
1. Apologies	Chairperson	01:00 PM-01:01 PM	3
2. Disclosure of Members' Interests	Chairperson	01:01 PM-01:02 PM	4
3. Late Items	Chairperson	01:02 PM-01:03 PM	5
4. Confirmation of Order of Meeting	Chairperson	01:03 PM-01:04 PM	6
5. Confirmation of Minutes	Chairperson	01:04 PM-01:05 PM	7
5.1 Finance and Corporate Committee Unconfirmed Open Minutes - 18 August 2020	Chairperson		8
5.1.1 Finance and Corporate Committee Unconfirmed Open Minutes Emergency Meeting - 01 September 2020			14
6. Hamilton and Waikato Tourism Annual Report	Jason Dawson CEO HWT & Steve Tritt Business Development Manager	01:05 PM-01:35 PM	17

7.	Avantidrome Update Report	Scott Gemmill Manager Avantidrome & Steve Tritt	01:35 PM-02:05 PM	48
8.	Finance Report for the Period Ended 31 August 2020	Nada Milne - Financial Accountant	02:05 PM-02:25 PM	51
9.	Resolution to Exclude the Public	Chairperson	02:25 PM-02:27 PM	60



APOLOGIES

FINANCE AND CORPORATE COMMITTEE AGENDA



DISCLOSURE OF MEMBERS' INTERESTS

Members are reminded to declare and stand aside from decision making when a conflict arises between their role as an elected member and any private or other external interest they may have.



LATE ITEMS

Items not on the agenda for the meeting require a resolution under section 46A of the Local Government Official Information and Meetings Act 1987 stating the reasons why the item was not on the agenda and why it cannot be dealt with at a subsequent meeting on the basis of a full agenda item. It is important to note that late items can only be dealt with when special circumstances exist and not as a means of avoiding or frustrating the requirements in the Act relating to notice, agendas, agenda format and content.

FINANCE AND CORPORATE COMMITTEE AGENDA



CONFIRMATION OF ORDER OF MEETING

Recommendation

That the order of the meeting be confirmed.

FINANCE AND CORPORATE COMMITTEE REPORT



To: The Chairperson and Members of the Finance and Corporate Committee

From: Governance

Subject: **CONFIRMATION OF MINUTES**

Meeting Date: 15 September 2020

1 EXECUTIVE SUMMARY

To confirm the minutes of the Finance and Corporate Committee meeting held on Tuesday 18 August 2020 and the Emergency Finance and Corporate Committee meeting held on 01 September 2020.

2 RECOMMENDATION

That the open minutes of the Finance and Corporate Committee meeting held on 18 August 2020, and the open minutes of the Emergency Finance and Corporate Committee meeting held on 01 September 2020, having been circulated, be taken as read and confirmed as a true and correct record of that meeting.

3 ATTACHMENTS

Finance and Corporate Committee Open Minutes – 18 August 2020
Emergency Finance and Corporate Committee Open Minutes – 01 September 2020



Time: 1.00pm
Date: Tuesday 18 August 2020
Venue: Council Chambers, Waipa District Council, 101 Bank Street, Te Awamutu

1 PRESENT

Chairperson – Attendance via Audio Visual

AW Brown

Members - Physically Present

His Worship the Mayor JB Mylchreest, EM Andree-Wiltens, EH Barnes, LE Brown, EM Stolwyk, BS Thomas, GRP Webber

Members – Attendance via Audio Visual

PTJ Coles, RDB Gordon, ML Gower, SC O’Regan, MJ Pettit, CS St Pierre

2 APOLOGIES

There were no apologies.

3 DISCLOSURE OF MEMBERS’ INTERESTS

Councillor St Pierre declared an interest in the public excluded item ‘Pirongia Forest Harvesting’ in her capacity as Chairperson of the Pirongia Te Aroaro o Kahu Restoration Society.

Councillor Stolwyk declared an interest in the ‘Mighty River Domain Temporary Liquor Bans for 2020/2021 Season’ in her capacity as Site Manager of the Mighty River Domain.



4 LATE ITEMS

There were no late items.

5 CONFIRMATION OF ORDER OF MEETING

RESOLVED

3/20/26

That the order of the meeting be confirmed.

Councillor Coles / Councillor Gower

6 CONFIRMATION OF MINUTES

RESOLVED

3/20/27

That the open minutes of the Finance and Corporate Committee meeting held on 16 June 2020, having been circulated, be taken as read and confirmed as a true and correct record.

Councillor St Pierre / Councillor Gordon

7 HEALTH AND SAFETY FOUR MONTH REPORT: MARCH TO JUNE 2020 INCLUSIVE

The Committee was provided with an update on Health and Safety matters by Health & Safety Advisor Bev Taylor and Manager Human Resources, Stephanie Shores.

RESOLVED

3/20/28

That the information contained in the 'Health and Safety Four Month Report; March to June 2020 Inclusive' (document 10447792), of Stephanie Shores, Manager Human Resources; and Bev Taylor, Health and Safety Advisor, be received.

Councillor St Pierre / Councillor Barnes



8 AMENDMENT TO ELECTED MEMBER EXPENSE AND ALLOWANCE RULES

Manager Governance, Jo Gread presented the report which proposed changes to the Elected Member Expense and Allowance Rules. These changes cover amendments to reflect the recent recommendation from Council's auditors that the Independent Chair of the Audit and Risk Committee approve the expenditure for Councillor functions.

RESOLVED

3/20/29

That –

- a) *The 'Amendment to Elected Member Expense and Allowance Rules' report (document number 10441533), of Jo Gread, Manager Governance, be received; and*
- b) *The Finance and Corporate Committee adopts the amendments to the 'Elected Member Expense and Allowance Rules' shown as red in Appendix 1 of the staff report (document number 10359819) with all amendments to apply from 1 September 2020.*

Councillor Gordon / Councillor L. Brown

9 RATES DEBT RECOVERY

Manager Revenue, Kirsten McNamara provided an update to the Committee on the commencement of legal action for recovery of rates from three ratepayers who have long term outstanding rates and have no mortgage to recover their outstanding rates from.

It was advised that the total amount outstanding from the three properties totalled \$29,852.70.

Council has instructed the debt collection agency, Debt Management Central (DMC)

RESOLVED

3/20/30

That the 'Rates Debt Recovery' report (document number 10430863), of Kirsten McNamara, Revenue Team Leader, be received.

Councillor Gower / Councillor Pettit



10 QUARTERLY PROPERTY SERVICES REPORT

Property Services Team Leader, Bruce Nunns provided an update on the activities of the Property Services Team for the 1 April to 30 June 2020 quarter.

RESOLVED

3/20/31

That the information contained in the 'Quarterly Property Services Report' (document number 10432401), of John Miles, Manager Property Services, be received.

Councillor Coles / Councillor Stolwyk

11 MIGHTY RIVER DOMAIN TEMPORARY LIQUOR BANS FOR 2020/2021 SEASON

Temporary liquor bans have been utilised on the Mighty River Domain, Lake Karāpiro ("the Domain") since 2011 to control alcohol consumption and related issues during organised events and Christmas/New Year busy periods.

The report recommended that temporary liquor bans be implemented on the Domain again during the 2020/2021 season, in a similar manner to previous seasons.

This is a matter that needs to be recommended through to Council for approval.

RESOLVED

3/20/32

That –

- a) *The 'Mighty River Domain Temporary Liquor Bans for 2020/2021 Season' report (document number 10441363) of Bruce Nunns, Property Services Team Leader be received; and*
- b) *The Finance and Corporate Committee recommends that Council resolve to specify the Mighty River Domain, Lake Karāpiro (excluding any leased facilities and the Sir Don Rowlands Centre and any other area/s on the Mighty River Domain specifically licensed for the sale or service of alcohol) as subject to temporary liquor bans for certain events, dates and time periods, as listed in Appendix 1 (document number 10441363), pursuant to the Waipa District Public Places Alcohol Control Bylaw 2015 and the Local Government Act 2002.*

Councillor Webber / Councillor O'Regan



12 RESOLUTION TO EXCLUDE THE PUBLIC

RESOLVED

3/20/33

THAT the public be excluded from the following parts of the proceedings of this meeting.

The general subject of the matter to be considered while the public is excluded, the reason for passing this resolution in relation to each matter, and the specific grounds under section 48(1) of the Local Government Official Information and Meetings Act 1987 for the passing of this resolution are as follows:

General subject of each matter to be considered	Reason for passing this resolution in relation to each matter	Ground(s) under section 48(1) for the passing of this resolution
1. Confirmation of Public Excluded Minutes dated 16 June 2020	Good reason to withhold exists under section 7 Local Government Official Information and Meetings Act 1987	Section 48(1)(a)
2. Maungatautari Ecological Island Trust Quarterly Report July 2020		
3. Pirongia Forest Harvesting		
4. Acquisition of Land Ohaupo Road		
5. Acquisition of Kihikihi Property		

This resolution is made in reliance on section 48(1)(a) of the Local Government Official Information and Meetings Act 1987 and the particular interest or interests protected by Section 6 or Section 7 of that Act, which would be prejudiced by the holding of the whole or relevant part of the proceedings of the meeting in public, are as follows:



Item No.	Section	Interest
1.	Sections 7(2)(j)	To prevent the disclosure or use of official information for improper gain or advantage.
2.	Section 7(2)(b)	To protect information which if public would; <ul style="list-style-type: none"> i. disclose a trade secret; or ii. unreasonably prejudice the commercial position of the person who supplied or who is the subject of the information.
3.	Section 7(2)(h)	To enable the council to carry out, without prejudice or disadvantage, commercial activities.
4 and 5	Section 7(2)(i)	To carry on, without prejudice or disadvantage, negotiations (including commercial and industrial negotiations).

Councillor St Pierre / Councillor Gordon

There being no further business the meeting closed at 2.49pm.

CONFIRMED AS A TRUE AND CORRECT RECORD

CHAIRPERSON: _____

DATE: _____



EMERGENCY MEETING

Time: 4.00pm
Date: Tuesday 1 September 2020
Venue: Audio Visual Meeting

PRESENT

Chairperson via Zoom

AW Brown

Members in Chambers

His Worship the Mayor JB Mylchreest, EM Andree-Wiltens, LE Brown,
EM Stolwyk, CS St Pierre, GRP Webber

Members via Zoom

PTJ Coles, RDB Gordon, ML Gower, SC O'Regan, MJ Pettit, BS Thomas

1 APOLOGIES

RESOLVED

EM3/20/01

That the apology for non-attendance from Councillor Barnes be received.

Cr Webber/ Cr Gordon

2 DISCLOSURE OF MEMBERS' INTERESTS

There were no new disclosures.

3 LATE ITEMS

There were no late items.



4 CONFIRMATION OF ORDER OF MEETING

RESOLVED

EM3/20/02

That the order of the meeting be confirmed.

Cr Thomas/ Cr Gower

5 RESOLUTION TO EXCLUDE THE PUBLIC

RESOLVED

EM3/20/03

THAT the public be excluded from the following parts of the proceedings of this meeting.

The general subject of the matter to be considered while the public is excluded, the reason for passing this resolution in relation to each matter, and the specific grounds under section 48(1) of the Local Government Official Information and Meetings Act 1987 for the passing of this resolution are as follows:

General subject of each matter to be considered	Reason for passing this resolution in relation to each matter	Ground(s) under section 48(1) for the passing of this resolution
<i>Acquisition of Kihikihi Property</i>	<i>Good reason to withhold exists under section 7 Local Government Official Information and Meetings Act 1987</i>	<i>Section 48(1)(a)</i>

This resolution is made in reliance on section 48(1)(a) of the Local Government Official Information and Meetings Act 1987 and the particular interest or interests protected by Section 6 or Section 7 of that Act, which would be prejudiced by the holding of the whole or relevant part of the proceedings of the meeting in public, are as follows:



Item No.	Section	Interest
6	Section 7(2)(i)	<i>To carry on, without prejudice or disadvantage, negotiations (including commercial and industrial negotiations).</i>

Cr O'Regan/ Cr Coles

There being no further business the meeting closed at 4.20pm.

CONFIRMED AS A TRUE AND CORRECT RECORD

CHAIRPERSON: _____

DATE: _____



INFORMATION ONLY

To: The Chairperson and Members of the Finance and Corporate Committee

From: Business Development Manager

Subject: **Hamilton and Waikato Tourism Annual Report**

Meeting Date: 15 September 2020

1 EXECUTIVE SUMMARY

This report introduces the Hamilton and Waikato Tourism (HWT) annual report, which will be presented by HWT CEO Jason Dawson.

Hamilton & Waikato Tourism (HWT) is the region's Regional Tourism Organisation (RTO) whose role is to generate competitive economic benefit through visitor sector strategies focussed on increasing visitor length of stay and spend.

HWT is funded through a public/private partnership with the region's tourism industry and seven local authorities including Hamilton City and Matamata-Piako, Ōtorohanga, Waikato, Waipā, Waitomo and South Waikato Districts.

The following appendices accompany this report:

- Appendix 1 – Hamilton Waikato Tourism Annual Report to Waipa District Council to 30 June 2020 (*document number 10459335*)
- Appendix 2 – The Mighty Waikato Visitor Statistics August 2020 (*document number 10459336*)

2 RECOMMENDATION

That the report titled 'Hamilton & Waikato Tourism Annual Report' (document number 10459391) of Steve Tritt, Business Development Manager, together with the 'Hamilton Waikato Tourism Annual Report to Waipa District Council 30 June 2020' (document number 10459335), and 'The Mighty Waikato Visitor Statistics August 2020' (document number 10459336) be received.

3 BACKGROUND

The Level 4 lockdown (26 March to 26 April) effectively stopped all international and domestic tourism.

Waikato’s visitor economy was effectively shut down overnight and impacted a range of businesses including tourism operators, transport providers, accommodation, hospitality, retail, conference and event organisers, venues, caterers and suppliers.

Despite the decline, we are still the fourth largest region for domestic visitor expenditure behind Auckland, Christchurch and Wellington.

Spend associated with the visitor and events industry collapsed immediately with lockdown (figure1) and the chasm in spending continued until well after return to Level 1. The chart below summarises the change in level of spending for the weeks ended 9 February to 2 August, relative to the corresponding weeks last year.

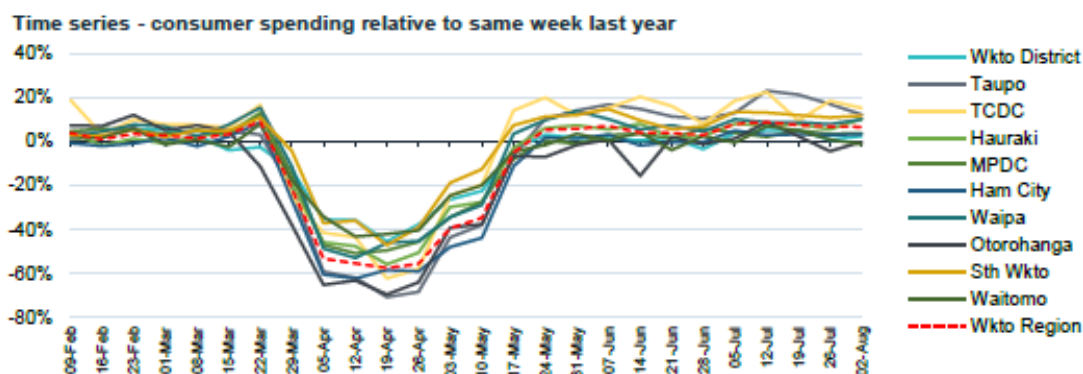


Figure 1 Retail spend in the Waikato Region

Jason Dawson will provide a verbal update on the effects of Covid-19 on international and domestic tourism, current initiatives and the outlook for Waipa.

Steve Tritt
BUSINESS DEVELOPMENT MANAGER

Kirsty Downey
MANAGER STRATEGY

Debbie Lascelles
GROUP MANAGER STRATEGY AND COMMUNITY SERVICES

Appendix 1

Hamilton Waikato Tourism Annual report to Waipa District Council to 30 June 2020

(document number 10459335)

Hamilton & Waikato TOURISM

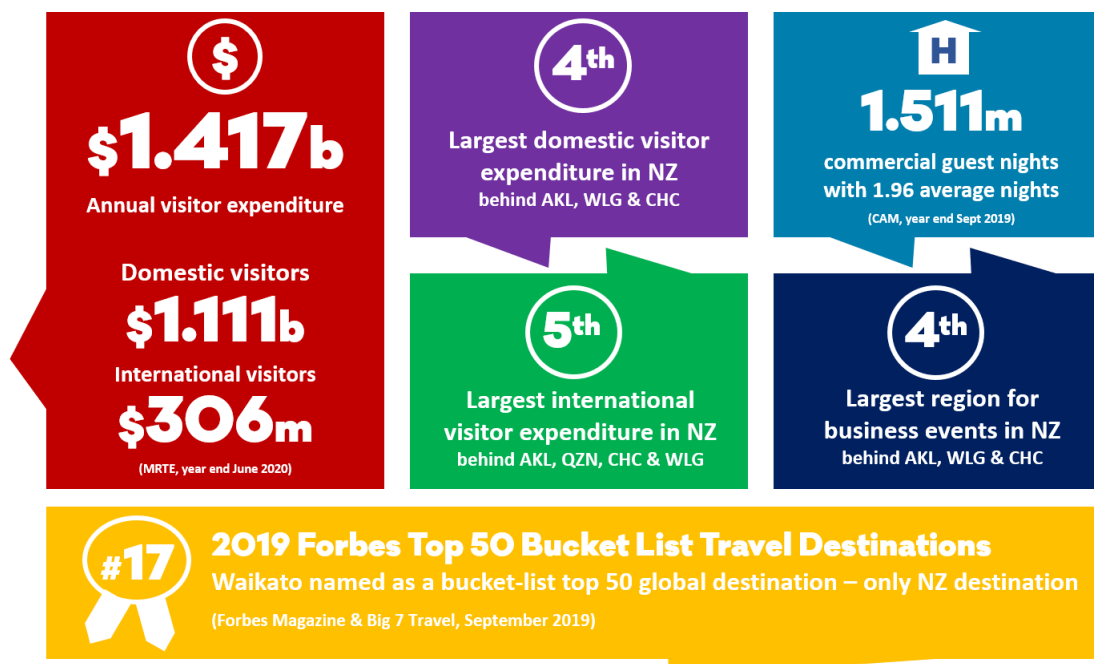
Annual Report to Waipa District Council 1 July 2019 – 30 June 2020

Hamilton & Waikato Tourism (HWT) is the region’s Regional Tourism Organisation (RTO) whose role is to generate competitive economic benefit through visitor sector strategies focused on increasing visitor length of stay and spend.

Hamilton & Waikato Tourism is a subsidiary company under the Council Controlled Organisation (CCO) of Waikato Regional Airport Limited. It has a commercial board with Annabel Cotton as its Chair.

HWT is funded through a public/private partnership with the region’s tourism industry and seven local authorities including Hamilton City and Matamata-Piako, Ōtorohanga, Waikato, Waipā, Waitomo and South Waikato Districts.

Key highlights 2019-2020



Executive summary

Following another buoyant tourism and events season for the Waikato from July 2019 to January 2020, the visitor sector was initially impacted from 3 February when New Zealand began implementing border restrictions with China in response to COVID-19. On 19 March 2020, the borders were closed to all except returning New Zealanders. The subsequent Level 4 lockdown (26 March to 26 April) effectively stopped all international and domestic tourism, with the exception of some longer-term international visitors who had arrived before the borders closed.

Waikato's visitor economy was effectively shut down overnight and impacted a range of businesses including tourism operators, transport providers, accommodation, hospitality, retail, conference and event organisers, venues, caterers and suppliers.

On 27 April, New Zealand moved to alert level 3, partially lifting lockdown restrictions but continuing to ban inter-regional travel. On 13 May the country moved to alert level 2, which permitted inter-regional travel, allowing for domestic tourism, while retaining physical distancing and gathering size limits. The remaining domestic restrictions were lifted upon the move to alert level 1 on 9 June, but the border has remained closed to foreign nationals.

Impacts were swift, significant and severe. The region's annual visitor expenditure has declined since the March 2020 lockdown to \$1.417 billion for the year ending June 2020, an 11% decrease on the previous year. International visitors contributed an estimated \$306 million to the region, while domestic travellers injected \$1.111 billion into the Waikato's economy.

Despite the decline, our national rankings are holding with the Waikato regional tourism region maintaining fifth largest in New Zealand for international visitor expenditure behind Auckland, Christchurch, Queenstown and Wellington. We are still the fourth largest region for domestic visitor expenditure behind Auckland, Christchurch and Wellington.

Prior to COVID-19, around 75% of visitors to the Waikato region were from domestic travellers. With around 2.6 million people living within a three-hour drive radius of Hamilton and the Waikato region, we were already a significant domestic drive market for the Upper North Island.

The Waikato also scored the second highest level of domestic visitors during the recent July school holidays (4 – 19 July 2020) across New Zealand in a recently published report by Data Ventures. This followed the success of domestic travel returning into the region during Queen's Birthday weekend.

According to the report, Waikato achieved 19% growth in domestic visitor numbers during the July 2020 school holidays compared to July 2019, with an average of 55,140 domestic travellers visiting during the holidays, compared to 46,350 visitors this time last year. We were only second in the country to Auckland who attracted 79,160 domestic visitors into their region.

Hamilton & Waikato Tourism has been relentless in leading the restart and rebuild strategy for Waikato’s visitor economy. From supporting our tourism and event businesses through the initial lockdown, lobbying for additional Government support and now working hard to attract domestic visitors back to the region post-COVID, we’ve launched a number of marketing campaigns targeting the leisure, business and events market in key ‘drive and fly’ markets.





Waikato residents positively responded and supported our ‘Mighty Local’ campaign during Alert Levels 3 & 4. We are now executing an ‘Open for Exploration’ campaign in the leisure market for domestic travellers outside of the Waikato, the ‘Mighty Welcome’ campaign in the business events market and a new ‘deals’ section on our website www.waikatoz.com are helping to drive increased visitation and spend.











The only national ‘bed nights’ measurement tool, the Commercial Accommodation Monitor provided by the Ministry for Business, Innovation and Employment and StatsNZ, ceased in September 2019. The replacement data set called the Accommodation Data Plan (ADP) will be able to report on commercial accommodation bed nights, occupancy and length of stay. The first report will be made available in September 2020.

The business event insights research programme is also being redeveloped which will enable us to report on the economic impact of the lucrative meetings, conference and exhibitions sector for the region. Every conference we can secure for Hamilton and Waikato is significant for the region, regardless of the sector or size. Conference delegates are also influenced to return for a future holiday based on their positive Waikato experiences. A delegate attending a business event is worth twice as much of a leisure traveller to the region, with an average delegate per night value of \$292 per night for international delegates and \$480 per night for domestic delegates (MBIE Business Events Delegate Survey YE Dec 2019).

Performance targets

Hamilton & Waikato Tourism (HWT) have seven performance targets which are set in the ‘Schedule of Services for Local Government 2019-2020’. Due to the impacts of COVID-19 on the closure of international borders and domestic travel restrictions during lockdown, some of the performance targets were not achieved.

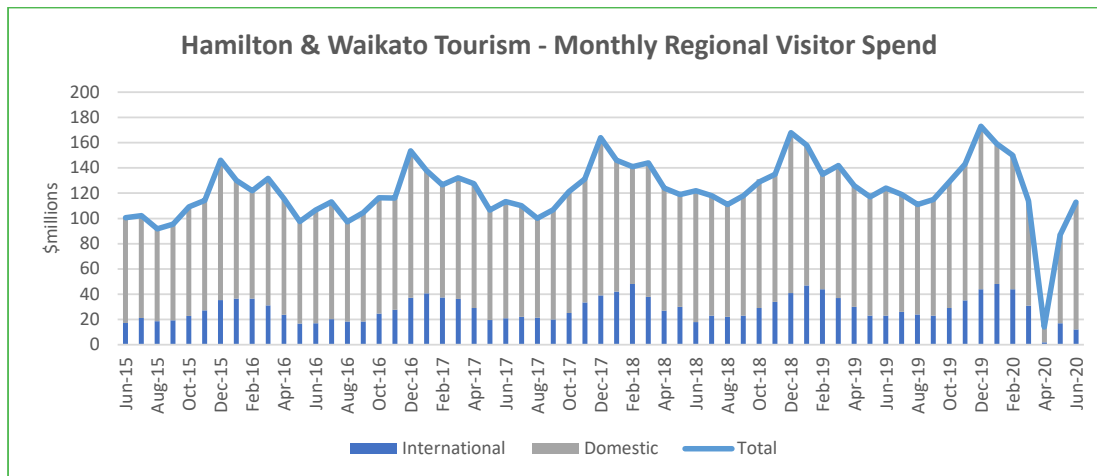
Measure	Result
 <p>Visitor nights 5% increase of total visitor nights’ vs national</p>	 <p>6.1% for Waikato 1.2% national growth rate (Year ending September 2019 – new measurement tool due September 2020)</p>
 <p>Visitor spend 5% increase in visitor spend across the region</p>	 <p>11% decrease on 2018-2019 \$1.417 billion annual expenditure (Year ending June 2020)</p>

Measure	Result
 <p>Conventions, incentives & business events Grow market share of business events from 9% to 10%</p>	 <p>10.1% market share Fourth largest region behind Auckland, Wellington & Christchurch (Year ending December 2019 – new survey results due February 2020)</p>
 <p>Visitor awareness & perception Improve by 1 point, including Waikato residents</p>	 <p>7.5/10 likelihood to recommend as a place to visit (2018 = 7.2/10; 2019 = 8/10) (Year ending June 2020)</p>
 <p>Website & social media: waikatoz.com 5% digital engagement on 2019-20</p>	 <p>21.16% Industry engagement rate 1.5% (For the year July 2019 - June 2020)</p>
 <p>Industry investment \$450,000 of industry contribution towards marketing activities & campaigns</p>	 <p>\$323,000 international & domestic campaigns, trade show investment, famil in-kind contributions & visitor guide sales (Year ending June 2020)</p>
 <p>Return on investment Total visitor spend per dollar of HWT spend</p>	 <p>\$1,141 (\$1,268 June 2019) Visitor spend per dollar of council funding provided (\$1.24m) ROI comparison to other regions: <ul style="list-style-type: none"> • Auckland: \$307 (\$23.8m) • BoP: \$484 (\$2.1m) • Taupo: \$311 (\$1.95m) • Rotorua: \$167 (\$4.3m) (Year ending June 2020)</p>

Visitor statistics and expenditure

Compared to 2019, tourism spending dropped across all regions for the year ended June 2020. The West Coast region experienced the biggest decline, with a 20% drop in annual spend. The Hawke's Bay and Taranaki regions had the smallest declines in annual tourism spending, both down 8.0%. The entire Waikato region performed well with a decline of only 7% in Coromandel, and 10% for the rest of Waikato including Taupō. In comparison, Rotorua suffered a 16% decline in visitor expenditure.

Following a rebound in May, domestic tourism increased further in June and, in some regions, exceeded June 2019 spending. For the Waikato, we achieved a 7% increase in visitor expenditure for June 2020, compared to a 6.6% uplift for the same month last year.



Source: Monthly Regional Tourism Estimates, MBIE (June 2020)

It is important to note that while domestic tourism expenditure is doing well when compared with the same period last year, the month of June is usually regarded as part of the tourism low season, with historically lower expenditure than other months of the year.

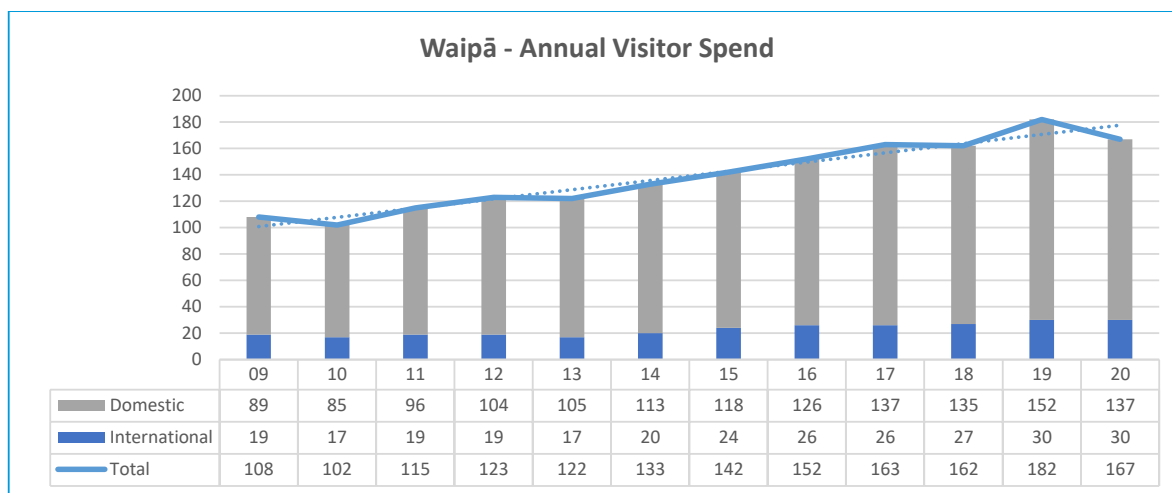
As a region, we’ve always bucked low season trend in June every year due to the hosting of National Fieldays at Mystery Creek which was delivered online this year. Taking this into account, our region performed well considering the loss of our region’s most iconic major event and relying solely on the domestic visitor market.

Total domestic tourism expenditure for New Zealand in June 2020 was \$1.225 million, 2% below 2019 spending, although it was six times higher than during the level 4 lockdown in April.

It has been pleasing to see domestic business and leisure travellers return to the region and continue to spend, especially given the competition in overall consumer spending with consumables up 11% and motor vehicles up 26% during the month of June.

Visitor expenditure in Waipā District

Annual visitor expenditure for Waipā district declined 9% for the 2019-2020 financial year. Otorohanga District achieved the smallest decline for the region at 4.0%. While Matamata-Piako District suffered the largest decline at 20% reduction in annual visitor expenditure.

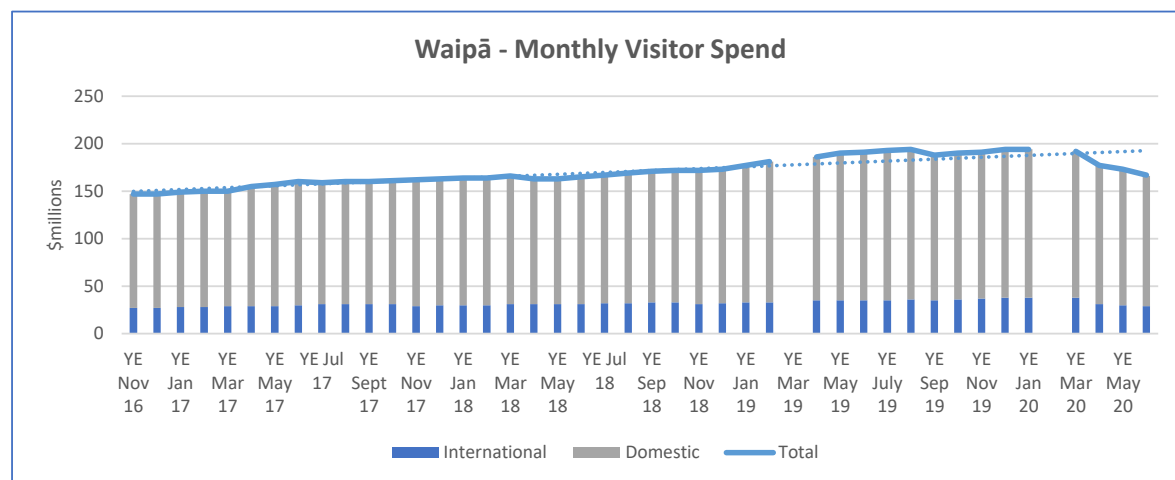


Source: Monthly Regional Tourism Estimates, MBIE (June 2020)

For the year ending June 2020, the visitor economy injected \$167 million into Waipā District’s economy, with \$137 million generated by domestic visitors and \$30 million from international travellers. This is a 9% decline from the year ending June 2019.

Monthly visitor expenditure data is measured by the Ministry of Business, Innovation and Employment (MBIE) in the Monthly Regional Tourism Estimates (MRTE).

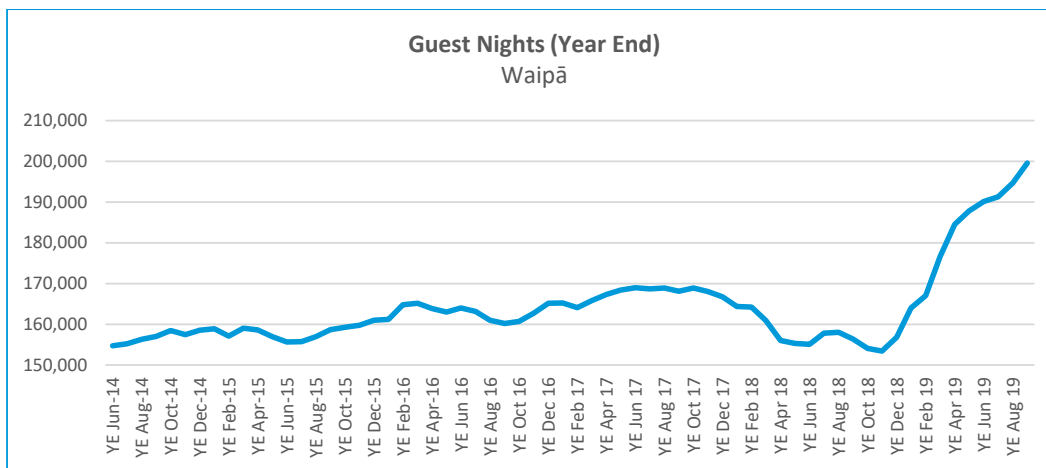
Note: There was no MRTEs for individual Territorial Authorities in March 2019 and February 2020.



Source: Monthly Regional Tourism Estimates, MBIE (June 2020)

Commercial accommodation in Waipā District

Commercial guest nights (hotels, motels, backpackers & holiday parks) for Waipā peaked at 199,573 commercial guest nights (year ending September 19); a strong 27.7% increase from 2018.



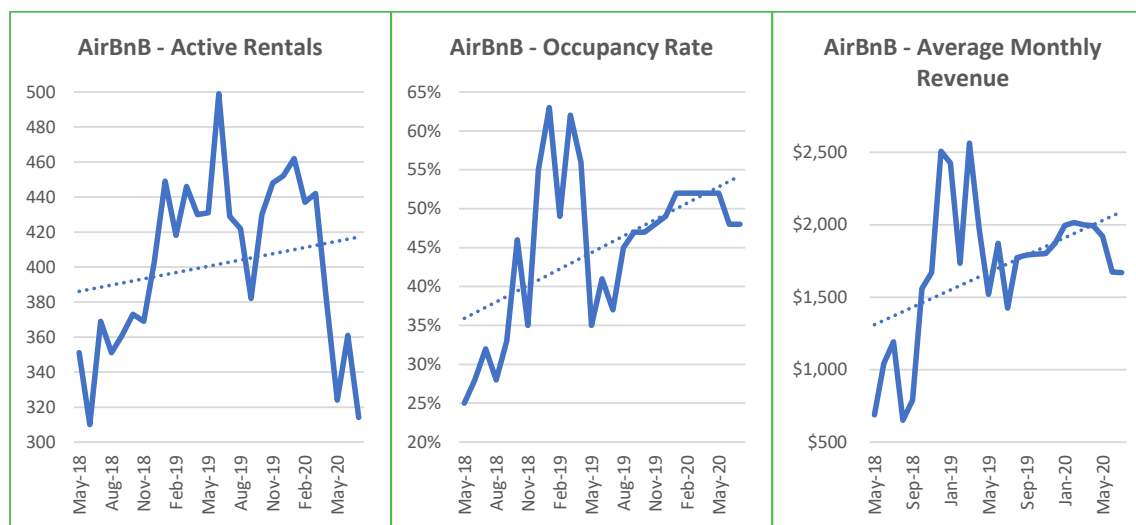
Source: Commercial Accommodation Monitor, Stats NZ (September 2019)

The only national ‘bed nights’ measurement tool, the Commercial Accommodation Monitor provided by the Ministry for Business, Innovation and Employment and StatsNZ, ceased in September 2019, which is the last recorded dataset for the region. The replacement data set called the Accommodation Data Plan (ADP) will be able to report on commercial accommodation bed nights, occupancy and length of stay. The first report will be made available in September 2020.

Non-commercial accommodation in Waipā District

Waipā also had 361 properties listed on AirBnB during June 2020 as alternative accommodation to the traditional commercial offerings. This has declined from 499 listings (down 138) in June 2019 due to the impacts of COVID-19.

These properties experienced 48% occupancy during June 2020. For the 12 months July 2019 to June 2020, the average occupancy rate for AirBnB properties in Waipā is 49%.



Trade & leisure marketing

International marketing

The 'Explore Central North Island' (ECNI) international marketing alliance (including Waikato, Rotorua, Taupō, Coromandel, Bay of Plenty, Ruapehu and Hawke's Bay regional tourism organisations) has undertaken several key activities in the July-Dec period including a North American sales mission in October to train key travel wholesalers and sellers (170 agents trained) and a joint online marketing campaign with Tourism NZ's US office.

Profile of the Waikato has continued in Tourism New Zealand's 'Good Morning World' campaign which features a 'Good Morning World' message each morning from local tourism operators and people. During this summer period regional destinations Raglan, Hobbiton Movie™ Set, Hamilton and South Waikato have been showcased. By having the Waikato featured throughout the campaign is an effective way to showcase the region and our people on a global stage, plus help inspire more travellers to visit our part of the country.

There was a concentrated period of trade training and famils towards the end of 2019. Several of Tourism New Zealand's famils originally scheduled for March 2019 were postponed due to the Christchurch Mosque attacks and reconvened in October-November 2019.

Two of these famils included the Australia mega famil (100 agents) and South East Asia mega famil (60 agents). HWT participated in these mega famils through the agent training days and famil group hosting, while also training 138 agents in Australia during December as part of a Tourism New Zealand roadshow. We also hosted a number of other Tourism New Zealand and wholesaler trade famils traveling through the region.

From late January 2020 travel to NZ from overseas markets began to be impacted by COVID. This impacted a large amount of travel trade and international marketing activity which traditionally take place in the March-June period each year. While HWT was able to attend a Tourism NZ industry event in the Australia market in March to meet with 20 key travel sellers, host three international media famils and attend the International Media Marketplace in Sydney to meet with 22 media/travel writers, other activity from the beginning of April had to be cancelled / postponed until further notice. These included the Tourism NZ KiwiLink event in London, two media famils, the Inbound Tour Operator trade event, various trade famils, the Explore Central North Island trade show, TRENZ and the Tourism NZ and North Island RTO JV marketing campaign into the eastern seaboard of Australia.

However, while borders remained closed, work has continued to keep the travel trade informed on activities, attractions and accommodation within the region. Many in the industry, both here in NZ and overseas, are seeking content and information updates from RTOs on regional product offerings. A number of NZ based travel trade have also pivoted to look at what they can offer in the domestic market and historically outbound-focused NZ travel agents and retailers such as Flight Centre and House of Travel, are now seeking content, packages and training for their staff on NZ destinations such as the Waikato.

In response to this demand HWT has produced a range of digital collateral including videos, webinars, product update documents and e-DMs.

Domestic marketing

Locals Week Initiative

HWT's inaugural 'Locals Week' launched in September. A key action identified in our Visitor Strategy – the campaign aimed to engage our Waikato residents by making it easy for them to experience what's in their own backyard and become the biggest advocates for our exceptional tourism industry here.

The goal was to educate and inspire our local residents to become ambassadors for tourism across the region by experiencing what we have on offer. We wanted to make it easy for locals to 'give it a go', increase their pride in place and help them become tourism experts for Waikato by offering exclusive and significant 'locals-only' deals for one week.

Other destinations around New Zealand (and internationally) run these types of initiatives and find them extremely beneficial as once locals have experienced tourism products and activities they tend to have a more positive perception of said experience and will recommend our operators when they have friends and family visit.

Christmas 2019

HWT undertook two Christmas focussed campaigns towards the end of 2019. The first focussed on Christmas functions. Targeted at local businesses, the October campaign showcased HWT's domestic partners as well as convention bureau partners to promote their Christmas function ideas and events. Following on from this in early December HWT then ran a mini 'Christmas Gift Guide' campaign to promote vouchers for tourism operator partners' experiences and upcoming events as ideal Christmas gifts to Waikato residents.

Explore Your Own Backyard

The Summer Explore Your Own Backyard campaign which aimed to encourage locals to explore the Waikato over the festive holiday season launched in late December and ran through January. The online campaign featured domestic operator partners and focussed heavily on profiling region's natural assets such as walks, waterfalls, beaches and cycleways as well as summer events and school holiday activities.

1day.co.nz

HWT partnered with Hamilton-based business 1day.co.nz on a month-long marketing promotion in October to promote our amazing region and the fantastic things there are to see and do here. An iconic NZ brand and consumer purchasing portal with a significant audience and reach, 1-day are passionate local advocates and are keen to help spread positive messaging about the Waikato.

As part of the campaign we offered 1-day's customers the chance to win one of four regional prize packages which showcased a range of Waikato tourism businesses relevant to the themes - Adventure Mad, Culture Vulture, Fanatic Foodie and Crazy Kids.

The promotion, which featured Te Awamutu-born James McOnie, was profiled through both organisation's channels including 1-day's email database of 800,000 and we received around 6,000 entries and email addresses to add to our consumer database.

Short Escapes

HWT's Short Escapes campaign ran from early Feb-late March (when lockdown occurred) profiling regional attractions, activities, accommodation and events. Targeting the region's key drive markets (Auckland, BoP and Taranaki) and fly markets (Wellington and Christchurch) the campaign ran across digital channels including GDN, search, social media, cinema and OnDemand advertising.

Mighty Local

Partnering with Te Waka (the regional economic development agency) and working with Waikato councils, the Waikato Chamber of Commerce, local business associations, Waikato Regional Civil Defence and our i-SITE visitor information centres, HWT developed a campaign to promote and profile everything local across the Mighty Waikato region during the COVID-19 lock-down period. The campaign aimed to encourage Waikato residents to support local businesses through the various levels of COVID-19 and adapted to the market depending on what level we were at – from online retail, virtual experiences and takeaways at Level 4 and 3 to visiting our Waikato attractions, dining and accommodation at Level 1.

Post-Lockdown Campaign - Open for Exploration

As an initial domestic market activation when regional travel opened up post COVID-19 lockdown HWT created a series of videos with local tourism operators to welcome visitors back to the Waikato. These videos were utilised through our organic social media platforms, consumer e-DMs and also later campaign activity.

HWT's post-lockdown campaign 'Open for Exploration', targeted the key drive markets for the Waikato (Auckland, Bay of Plenty, Rotorua, Taupo and Taranaki) inspiring them visit the Mighty Waikato and help to stimulate demand and visitation to local tourism operators and communities. The campaign which launched in late June is designed to complement the 'Do something new, New Zealand' campaign from Tourism New Zealand by encouraging visitors to see new things in familiar places and explore the unknown as well as the known and loved adventures of the Waikato. The campaign creative has included user generated content (UGC) imagery and the 'Do Something New, New Zealand' device.

Tourism NZ - Do Something New, New Zealand campaign

Tourism New Zealand (TNZ) launched the first phase of their national campaign at the end of May. This has been an extensive campaign utilising all forms of advertising from out-of-home to digital and TV inviting New Zealanders to do something 'new' that they wouldn't normally do for a short break or holiday. HWT is working in partnership with TNZ to leverage this activity, particularly in the media space. HWT's marketing manager is also part of the TNZ Domestic Advisory Group along with five other RTO representatives which meets virtually every two weeks to help inform and shape the direction of the TNZ's ongoing domestic campaign activity and also act as liaison for a wider group of RTOs.

Major Events

HWT supported local organising committees and event promoters in the promotion and marketing of major events during July 2019 – January 2020 including All Blacks vs Tonga, World Darts, Great Britain Rugby League Lions Tour and the HSBC NZ Sevens, as well as Women’s Cricket World Cup 2021. This support includes prepping team and media welcome packs, team activity options, event landing pages on waikatoz.com, media and player promo event opportunities and support for bids. Many of the region’s key events in the Feb-April period that HWT would normally promote and support through marketing channels had to be cancelled due to COVID-19.

Annual Visitor Guide

100,000 copies of the 2020 official Regional Visitor Guide were distributed in late December 2019, featuring the new Mighty Waikato branding. Distributed nationally through i-SITEs and airports, national and international trade shows and conference delegate packs, the guide is a cost-neutral project with advertising sales funding production and distribution.

Media

Excluding lockdown, HWT had a successful year for domestic travel media coverage. Highlights include working on an insta-meet for International Hobbit Day with Hobbiton Move Set, hosting top influencer Liz Carlson and securing a range of travel stories and articles with publications such as NZ Herald, Sunday Star Times and Stuff. Post-lockdown HWT has been working on a number of media pitches and famils. Domestic media platforms and publications are hungry for content and we have been quick to take up this opportunity. Coverage so far includes content in three NZ Herald Travel Supplements and Breakfast TV where the Waikato was the first region to be covered in their national roadshow with Tourism New Zealand.

Marketing activity for Waipā District

A summary of specific trade and leisure marketing for Waipā District is detailed below.

Target market	Campaign or activity	Waipā experiences profiled
Media – domestic & international famils	Media hosting and famils profiling Waipā: <ul style="list-style-type: none"> • National Geographic – India • Young Adventuress – Social Influencer • Style Jungle – Social Influencer • Yahoo Lifestyle editor – AU • Frommer’s NZ • Herald on Sunday 	Sanctuary Mountain Maungatautari, Henley Hotel, Lake District Adventures, Kelly Rd, Hidden Lake Hotel, Cambridge township, Mangakawa Scenic Reserve

Target market	Campaign or activity	Waipā experiences profiled
Travel Trade - famils	Waipā profiled in following trade famils: <ul style="list-style-type: none"> • TNZ Premium Famil • Flight Centre Canada 	Henley Hotel, Sanctuary Mountain Maungatautari, Lakeview Lodge, Lake District Adventures, Good Union
Domestic – consumer media	Waipā was profiled as part of regional promotions in the following publications: <ul style="list-style-type: none"> • RV Travel – NZ Motorhome Show special edition • Avenues Magazine • Family Times • Go Travel • NZ Today • Life & Leisure • Regional News 	Sanctuary Mountain Maungatautari, Henley Hotel, Lake District Adventures, Waitakaruru Arboretum and Sculpture Park, Te Awa – Great NZ River Ride, Lake Karapiro, Cambridge Township, Cambridge Farmers Market, Lake District Adventures, Sanctuary Mountain Maungatautari, Avantidrome, Cambridge Museum, Rose Creek Sheep Tours, Cambridge Golf Club, Maungakawa Scenic Reserve, Camjet, Cambridge Antique stores, Cambridge Farmers Market, Alexander Organics, Over the Moon Cheese, Paddock, Pony, Little Waipa Reserve, Lakeview Lodge Karapiro, Henley Hotel, Mighty River Domain, Podium Lodge
Travel Trade – events	Trade Training events and sales calls to ITOs and wholesalers throughout the period <ul style="list-style-type: none"> • TNZ AU mega famil (100 agents) • TNZ South East Asia mega famil (60 agents) • TNZ North Island Welcome (138 agents) • TNZ RTO Trade Workshop (24 wholesalers) 	Henley Hotel, Sanctuary Mountain Maungatautari, Lakeview Lodge, Lake District Adventures, rural experiences through Destination Cambridge, Hamilton Airport, Kelly Rd, Te Awa – The Great NZ River Ride, Hidden Lake Hotel, Rural Tours
Travel Trade – Explore Central North Island Alliance	HWT are part of the Central North Island RTO alliance known as ‘Explore Central North Island’ which includes the Thermal Explorer Highway touring route. Key activities Jul-Dec: <ul style="list-style-type: none"> • ECNI North America Roadshow, Oct 19 • UK In-market representation 	Henley Hotel, Sanctuary Mountain Maungatautari, Lakeview Lodge, Lake District Adventures, Hamilton Airport, Te Awa – The Great NZ River Ride, rural experiences through Destination Cambridge, Kelly Rd, Hidden Lake Hotel, Rural Tours

Target market	Campaign or activity	Waipā experiences profiled
Domestic consumer - Local Waikato campaign	<ul style="list-style-type: none"> • ‘Locals Week’ – Sept 2019 • ‘Explore Your Own Backyard’ campaign Dec 2019 -Jan 2020 • Mighty Local – April – June 2020 	<p>Sanctuary Mountain Maungatautari, Lake District Adventures, Gallagher Bike Skills Park, Kelly Rd Cambridge Lodge, Camjet, Te Awa – The Great NZ River Ride, Te Ara Wai Journeys, Kaipaki Petting Farm, Jet Park Hotel Hamilton Airport, Waitakaruru Sculpture Park</p> <p>MIGHTY LOCAL: Range of Waipa district cafes and restaurants offering takeaways during Alert Level 3, and online retail, fitness classes etc during Alert Level 3 and 4. Tourism sector promoted from Level 2 and profile stories on Expleto and Hidden Lake Hotel featured.</p>
Domestic consumer - External Drive & Fly Markets	<ul style="list-style-type: none"> • Romer – September 2019 • 1-day competition – November 2019 • Short Escapes Campaign – Feb – March 2020 • Open for Exploration Campaign – from June 2020 	<p>Te Koutu Lake, Waitakaruru Arboretum & Sculpture Park, Sanctuary Mountain Maungatautari, Henley Hotel, Te Awa – The Great NZ River Ride, Hamilton Airport, Cambridge township, Te Ara Wai Journeys, Lake Serpentine for World Wetlands Day, SIX60 Concert, RIDE Cycling Festival, Lake District Adventures</p>
Domestic consumer – Chinese New Zealanders	Ongoing campaign activity has continued through our Weibo social media channel, blogs, platforms etc	Sanctuary Mountain Maungatautari, Lake District Adventures, Lake Te Koutu, Cambridge township, Henley Hotel, Kelly Rd, Hidden Lake Hotel, Waitakaruru Sculpture Park, Jet Park Hotel Hamilton Airport
Domestic & International consumer and trade	2020 Hamilton & Waikato Regional Visitor Guide	Waipa district and towns profiled in ‘Regional Highlights’ and Cambridge and Te Awamutu & Surrounds sections. Waipa district-based tourism operators have advertised in their relevant sections of the guide.

Target market	Campaign or activity	Waipā experiences profiled
Domestic & international consumer, travel trade and media	Quarterly e-newsletters are distributed to our consumer, trade and media databases	Sanctuary Mountain Maungatautari, Lake District Adventures, Jet Park Hotel Hamilton Airport, Podium Lodge, Henley Hotel, Resolution Retreats, Equidays, UCI Track Cycling World Cup, Lakeview Lodge, Hidden Lake Hotel & Apartments, Camjet, Hamilton Airport, Te Ara Wai Journeys, Mystery Creek, Ride - New Zealand's Cycling Festival, Fieldays Online 2020
Domestic & International consumer	Waipā profiled through HWT's website and various social profiles including Facebook, Instagram, Twitter & YouTube.	Sanctuary Mountain Maungatautari, Lake District Adventures, Hamilton Airport, Jet Park Hotel Hamilton Airport, Meditation on the Maunga, Yoga on the Maunga, Lake Te Koutu, Mt Pirongia, Lake Ngaroto, Culinary Cambridge, Cambridge to Hamilton Paddle Race, Henley Hotel, Cherry Blossom Festival at Henley Hotel, Pirongia Craft Day, Equidays, Maungakawa Scenic Reserve, Lake Karapiro, Mt Kakepuku, Tissot UCI Track Cycling World Cup, Rotary Cambridge Garden Festival, Cambridge Christmas Festival, Kaniwhaniwha Caves Walk, Waterworld Lake Karapiro, Alpha Lavender, Cambridge Half Marathon, Te Ara Wai Journeys, Hidden Lake Hotel & Apartments, Mystery Creek, Ride - New Zealand's Cycling Festival, Cambridge, The Bikery Café, Propeller Restaurant & Bar, Kiwigrass Festival 2020, RIDE Hamilton Airport

Conferences, incentives & business events

The Hamilton & Waikato region was the fourth largest region behind Auckland, Wellington and Christchurch for conferences and business events for the period ending December 2019. There has been no data collection or reporting of business events data during FY20. A newly named Business Events Venue Survey will commence from 1 July 2020, Fresh Info has been contracted to collect and report data.

Conference leads and rehousing

During May and June, the Business Events Waikato team managed 36 leads, compared to 27 for the same period last year. Our Business Events team successfully relocated 16 business events after Jet Park Hotel Hamilton Airport became a designated Managed Isolation Facility. We were able to re-house most of the events within the Waikato.

We are fortunate the Waikato is predominantly a domestic conference destination and easy to get to from key markets. Our marketing activity is focused on multi-day association and corporate conference market.

Unfortunately, with three of our largest commercial accommodation providers now unavailable as they are Managed Isolation Facilities has impacted on the conference market, significantly reducing our offer. Hosting some of the larger conferences is now very challenging due to limited accommodation availability.

In addition to our limited accommodation inventory, the biggest threat to the conference market is uncertainty. Organisers cannot confidently book conference venues and accommodation, they are afraid of the force majeure clauses in contracts. Currently venues are experiencing short lead-in times which brings its own challenges.

Mighty Welcome / Mighty People – business events campaign

During lock-down, the Business Events Waikato team held focus group meetings via Zoom with selected business event suppliers in the Waikato to agree on our unique selling point. The outcome was unanimous, it is our people. The people working in the conference industry in the Waikato already had a reputation for being professional, responsive, flexible, and willing to work with organisers and colleagues to achieve the best outcome for our clients. This informed our 'Mighty People' / 'Mighty Welcome' restart campaign for the business events sector which is utilising our new website.

Business Events Waikato Showcase

The BE team is currently organising the Business Events Waikato Showcase on 24th September 2020 – an exhibition including all Waikato Business Events Partners. The target market for the event is local organisers, and meeting planners domiciled within driving distance of the Waikato, and predominantly corporates who organise one day meetings and events.

Convention Bureau activity

Summary of specific trade & conference marketing activity (1 July 2019 to 30 June 2020).

Activity	Detail
Enquiries	101 leads received and managed
Buyers Hosted	35 buyers hosted to the region
Famils	<p>5-7 December 2019: Annual multiday Mega Famil attended by 20 buyers from Wellington, Auckland, Christchurch, and Palmerston North for two nights. Attendees included professional conference & event organisers, in-house corporate event managers, personal/executive assistants, association event organisers, marketing managers and a journalist.</p>
TNZ Famils	All TNZ planned famils were cancelled due to COVID-19
Bespoke Famils	Nine bespoke famils organised. 15 buyers were hosted and shown 20 venues and operators across the Waikato.
Trade Shows	<ul style="list-style-type: none"> September 2019: Regional stand Australasian Society of Association Executives (AuSAE) Linc Conference, Napier. December 2019: Exhibited with Tourism NZ and CINZ (Conference & Incentives NZ) at the Professional Conference Organisers Association Conference held in Sydney.
Hosted Events	<ul style="list-style-type: none"> October 2019: Wellington function, attended by over 50 buyers. Co-hosted with six Business Events Waikato Partners, October 2019: Meet North South dinner, attended by five guests. Hosted by Business Events Waikato and Dunedin Business Events. November 2019: Co-hosted event with Tourism New Zealand/Project Waikato Group to create awareness about the CAP and recruit ambassadors.
Sales Activity	<ul style="list-style-type: none"> December 2019: Sales call in Christchurch January and February 2020: Sales calls in Hamilton March 2020: Sales calls to Wellington
AuSAE NZ Networking Activity	<p>AuSAE – Australasian Society of Association Executives</p> <ul style="list-style-type: none"> August 2019: Wellington September 2019: Conference – Napier November: Wellington January 2020: Wellington July 2020: Auckland

Activity	Detail
Tourism NZ Activity	<ul style="list-style-type: none"> • September 2019: co-hosted table with Tourism NZ at The Kudos Awards to create awareness about the Conference Assistance Programme and recruit ambassadors. • Project Waikato group meetings – business incubator group to seek opportunities for Australasian and international conferences for the Waikato region. Specific focus given to conferences that respond to the needs of the community by creating a social, environmental, or cultural impact on the Waikato region.
Partner Communication & Development	<ul style="list-style-type: none"> • October 3rd: Google DMO breakfast for Business Events Waikato Partners • November 6th: Website Workshop, open to Platinum and Gold Partners • November 28th: Spring Symposium • December 3rd: Christmas Partner Breakfast • February 25th: Henley Hotel Open Home – Partner Event • February 28th: BE 101 • March 6th: Platinum and Gold Partner Catch-up • Weekly BEWAIS Connect – Zoom Partner meetings • May 20th: BE Working Group for Campaign • May 21st: BE Partners Virtual Quiz • June 11th: BE Waikato Reunite Dinner at The Atrium <p>74 Business Events Waikato Partners: Waipā District: Mystery Creek Events Centre, The Henley Hotel, Avantidrome, Hidden Lake Hotel & Apartments, Cambridge Raceway, Lakeview Lodge, Sir Don Rowlands Centre, Vilagrad Winery, Camjet, Helicorp, Jet Park Hotel Hamilton Airport, Out in the Styx</p>

Rebuilding the Waikato visitor economy

Hamilton & Waikato Tourism has been instrumental in leading the response, restart and rebuilding of the regional tourism and events sector. The impacts of the COVID-19 pandemic were swift and severe for the entire visitor economy which includes tourism businesses, activities and attractions, accommodation providers, retail and hospitality, transport operators, conferences and business events, major events and venues, education institutions, plus the many suppliers who partner with the sector.

There are a number of key initiatives underway to support the rebuild and reimagining of Waikato's tourism sector.

Strategic Tourism Assets Protection Programme (STAPP)

The \$230m Strategic Tourism Assets Protection Programme (STAPP) was announced in the Government's budget in May to protect the assets in the tourism landscape that form the core of our essential tourism offerings to ensure their survival through the disruption caused by COVID-19. Grants and loans were allocated to tourism businesses, Inbound Tour Operators and Regional Tourism Organisations.

TOURISM BUSINESSES

Tourism businesses will receive a total of \$261m in support comprised of a mix of grants and loans. The Waikato region were successful with initial funding support provided to the following tourism businesses:

- Discover Waitomo: up to \$4m over two years (year one will be a grant and year two will be a loan if required)
- Ōtorohanga Kiwi House
- Waitomo Adventures
- Spellbound Glowworm and Cave Tour, Waitomo
- Caveworld Waitomo

We are awaiting confirmation of the other impacted businesses who were part of the initial 300 tourism businesses who applied.

REGIONAL TOURISM ORGANISATIONS

Hamilton & Waikato Tourism successfully applied for a maximum of \$700,000 to address the significant shortfall in industry investment. Their criteria for applying for the grant was to retain existing local government investment.

The financial support can only be used to enhance work from the Aotearoa New Zealand Government Tourism Strategy in the following three priority areas:

1. domestic marketing;
2. industry capability; and
3. adopting a destination management approach.

Out of the 27 programmes of work we are looking to undertake under the three tagged areas listed above, 11 are collaboration projects with other regions which border the Waikato. Examples include touring route development with Ruapehu and Taranaki, partnering with Auckland on a joint venture campaign, plus rolling out a regenerative tourism programme across the Central North Island.

Specific STAPP projects we will deliver for the Waipā District in 2020-2021 include:

- Development of an Ambassador programme for Waipā District
- Review and refresh of touring routes, incorporating the Thermal Explorer Highway (collaboration project with Visit Ruapehu and Destination Rotorua)
- Co-curate and development of food tourism experiences, including itineraries, marketing initiatives and product development (collaboration project with Tourism Bay of Plenty, Destination Rotorua and Visit Ruapehu)

- Domestic marketing to build demand and attract visitation to Waipā District, including event promotion
- Participation in the national and Central North Island domestic marketing campaigns driving visitation into Waipā District
- Regional tourism marketing advisory services for Waipā tourism businesses
- Launching a regenerative tourism leadership programme to enhance sustainability initiatives for Waikato tourism operators, including the Waipā District

All other projects from participation with Tourism New Zealand’s national domestic marketing campaign, partnerships with AA Traveller and the NZ Motor Caravan Association through to procurement of visitor travel data, will benefit the Waipā district and wider region as well.

Adopting a destination management approach for Waikato

As a region, we are fortunate to have developed our regional Tourism Opportunities Plan in 2016 which was based on conversations to redefine Waikato as a new visitor destination. We worked together to prioritise our five regional game-changers through to identifying emerging opportunities for our region that increased the ‘value’ of tourism, rather than the ‘volume-based’ model.

This will help inform the next evolution of our industry to develop a Destination Management Plan bringing together a wider range of stakeholders to help our communities thrive.

Destination management brings together different stakeholders to achieve the common goal of developing a well-managed, sustainable visitor destination. It is an ongoing process that requires destinations to plan for the future and considers the social, economic, cultural and environmental risks and opportunities.



Adopting a destination management approach enables communities and destinations to respond to changing conditions and determine the type of tourism they would like to have and the benefits they would like to receive, taking an active role in managing these.

Destination management requires a holistic and integrated approach with three interdependent components:

1. **Visitor Experience:** the Waikato’s experience offering, including activities, attractions, supporting infrastructure, services and amenities
2. **Marketing and Promotion:** the destination’s marketing and promotional activity, creating demand and enabling the destination to be competitive, productive and sustainable
3. **Resource Management:** the region’s strategy, policy and regulatory frameworks, Te Tiriti o Waitangi, co-governance arrangements, organisational structures and the investments that support the destination.



We have managed to successfully attract funding from the Ministry for Business, Innovation and Employment to undertake this work. Local government are a key partner in creating a destination management plan for Waikato and we look forward to working together on this national initiative.

Major and regional events

Hamilton & Waikato Tourism see major and business events leading the economic and social recovery of region.

Major Events Strategy

In 2018, Hamilton & Waikato Tourism developed the region’s first Major Events Strategy to ensure the spotlight continues to shine and grow on our region, as we work to develop a full calendar of events, especially outside of our peak summer period.

We continue to promote the Waikato region to event promoters as/when we are able and have applied for external grants to secure external funding to fully enable this work. The Major Events Strategy will be used as a framework to apply to the Government's \$50m Regional Events Fund to help drive domestic tourism and visitation into the regions.

Domestic Events Fund

The Domestic Events Fund is a \$10 million fund established to support the events sector which has been significantly impacted by the COVID-19 pandemic. It is a contestable fund that will provide funding to events that can deliver the greatest flow-on benefits to regional economies. This fund was designed to inject immediate cash-flow to the sector and the broader supply chain. Applications have closed and we were part of the regional evaluation panel. Recommendations were made to Major Events NZ and decisions will be announced at the beginning of September.

Infrastructure and Provincial Growth Funds

We worked with our local government partners and visitor attractions to provide tourism projects for the Crown Infrastructure Partners \$3 billion 'shovel-ready' infrastructure fund and updated applications to the Provincial Growth Fund (PGF).

As part of the application process, we provided endorsement for the following tourism-related projects:

- Hamilton Zoo & Waiwhakareke Natural Heritage Park – shared entry plaza
- Tourism connectivity – Hamilton Gardens & Waikato Museum
- Te Awa Cycleway – Hamilton to Cambridge
- Waikato Regional Theatre and South End Precinct
- Waikato Strategic Tourist Route Upgrades
- Hamilton Airport Transport and Infrastructure Enabling Project

We provided support to Waikato District Council's \$2.5m application to the Provincial Growth Fund for the Whaingaroa/Raglan Wharf development to improve safety, access and capacity. The Government funding announced in May will fast-track this project.

Working with Ōtorohanga District Council and the Ōtorohanga Kiwi House, we were grateful for the \$2m grant from the Government's \$3 billion infrastructure fund as part of its COVID-19 Response & Recovery Plan. The redevelopment is an \$8m project which includes a new nocturnal house and visitor centre, including a \$2m loan from the Ōtorohanga District Council.

The Government also announced they will fully fund the Te Awa River ride cycleway between Hamilton and Cambridge as part of the \$220 million nationwide cycleways investment and one of the shovel ready projects which we endorsed for the region. The completion of this trail was to have been completed by Waikato District Council, Waipā District Council and Hamilton City Council in 2021.

We also supported Matamata-Piako District Council to finalise their investment business case for the Te Aroha Mineral Spas development. This project was identified in our Tourism Opportunities Plan 2016.

Activating tourism opportunities in Waipā District

New opportunities, product development and events supported by Hamilton & Waikato Tourism during the second six months of the financial year include:

- Cycle Cambridge
- RIDE Festival
- Hidden Lake Hotel
- Jet Park Hotel Hamilton Airport
- Te Ara Wai Journeys
- Waikato Regional Council Cycle Trail Networks

Tourism Futures Taskforce

In June 2020, the Minister of Tourism set up the New Zealand Tourism Futures Taskforce (the Taskforce) following the significant change to global travel and tourism in New Zealand as a result of COVID-19.

The main purpose of the Taskforce is to advise on what changes New Zealand can make to the tourism system, so that tourism enriches both New Zealand and the wellbeing of New Zealanders.

The Taskforce is co-chaired by Rotorua Mayor Steve Chadwick and Grant Webster from Tourism Holdings Limited. It will make recommendations to address the long-standing productivity, inclusivity and sustainability (environmental, social and economic) issues present in some parts of the tourism sector.

The Taskforce will use a design-thinking approach to draft recommendations, which will be aligned with the four capitals – economic, environmental, social and cultural – set out in the Treasury’s Living Standards Framework.

The Taskforce will provide an initial report on the future of tourism in New Zealand in December 2020, with final recommendations and steps for implementation in April 2021.

Conclusion

As we continue to lead the rebuilding and reimagining of our tourism industry post-COVID, our key focus areas for the coming six months include:

- continuing to work with our industry to stimulate domestic demand between now and the September/October school holidays, plus the lucrative spring/summer season;
- enhance partnership with Tourism New Zealand’s national marketing campaign;

- support the industry through the impacts of the COVID-19 and lead industry capability building;
- adopting a destination management approach and merge our existing Visitor Strategy and Tourism Opportunities Plan;
- investigate, review and enhance existing and new touring routes around the region and across borders;
- promote the hero domestic traveller experiences of our region, including our three great rides and cycleways
- support event organisers, venues and suppliers to restore our market share in the business events sector;
- support the development of large-scale commercial accommodation to increase average length of stay;
- assist new visitor experience development across the region;
- deliver the additional 27 programmes of work funded under STAPP to boost our economic and social recovery; and
- continue to lobby and advocate for the tourism sector with Government.

On behalf of the board and management of Hamilton & Waikato Tourism, we would like to thank Waipā District Council, our local government partners and the industry for their continued support, especially as we continue to work our way through the long-term impacts of COVID-19.

Your proactive and supportive approach during COVID-19 has been greatly appreciated by the tourism sector.

Jason Dawson

Chief Executive | Hamilton & Waikato Tourism

August 2020

Appendix 2

The Mighty Waikato Visitor Statistics August 2020 (*document number 10459336*)



Where magic runs deep

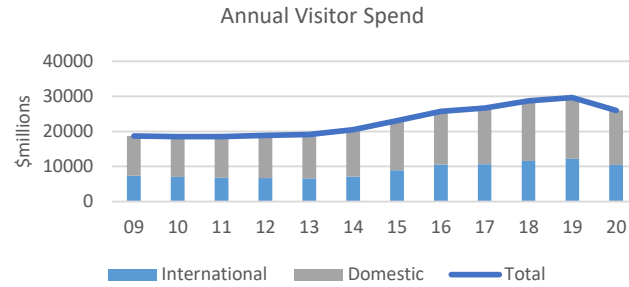
Visitor statistics & insights

August 2020

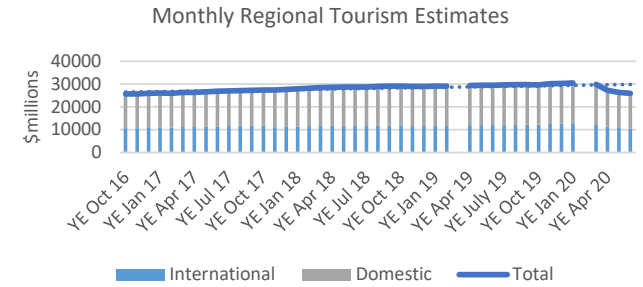
National Stats - Visitor Expenditure

Total	\$ 26,005	-14.0% change
Domestic	\$ 15,530	-12.5% change
International	\$ 10,474	-16.3% change

(NOTE: Visitor spend all 'millions)



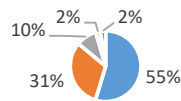
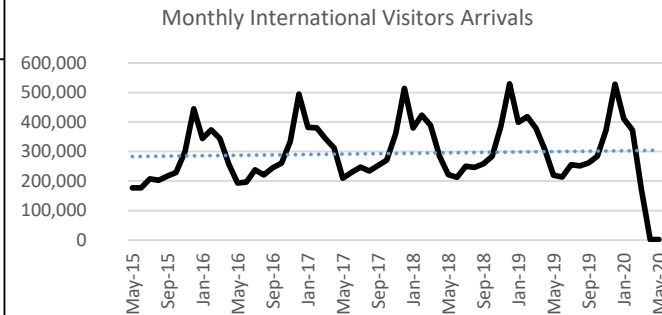
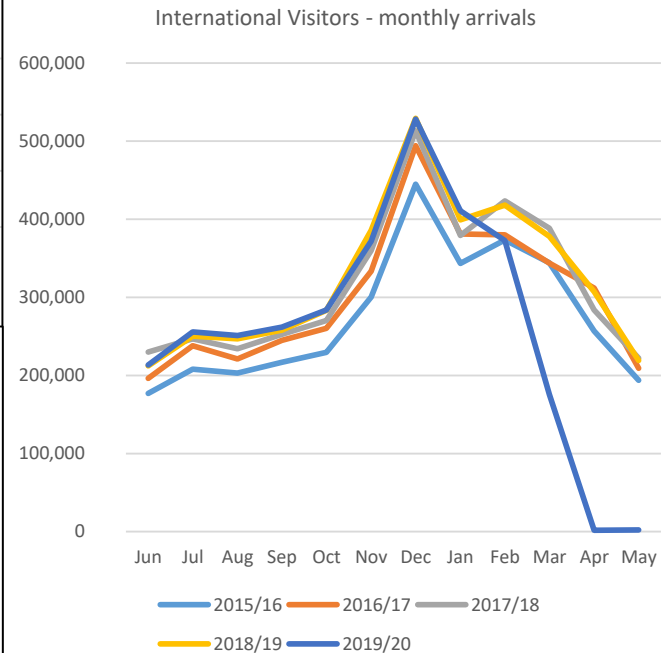
MBIE: Monthly Regional Tourism Estimates (YE June 2020)



National Stats - International Visitor Arrivals

MBIE: International Visitor Arrivals (YE May 2020)

Visitor #s	3,129,137	-19.5% change
Australia	1,271,316	-16.0% change
USA	305,942	-16.2% change
China	263,956	-37.4% change
UK	200,340	-14.3% change
Germany	83,677	-17.9% change
Japan	79,555	-20.4% change
Holiday	1,573,555	-21.6% change
VFR	901,744	-16.6% change
Business	272,942	-11.0% change
Education	60,498	-11.5% change
Conference	69,444	-10.4% change
Other	250,954	



■ Holiday
■ Visiting friends & relatives
■ Business
■ Education



Where magic runs deep

Visitor statistics & insights

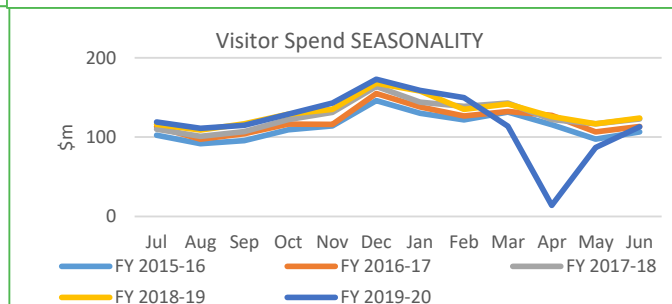
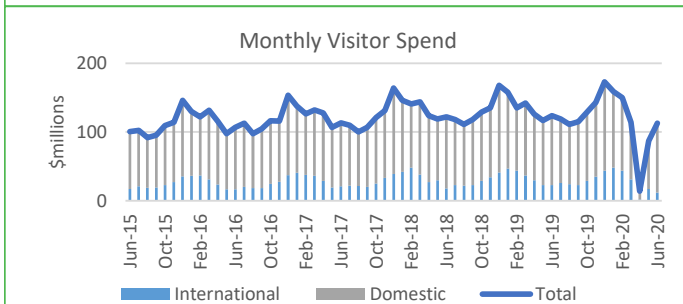
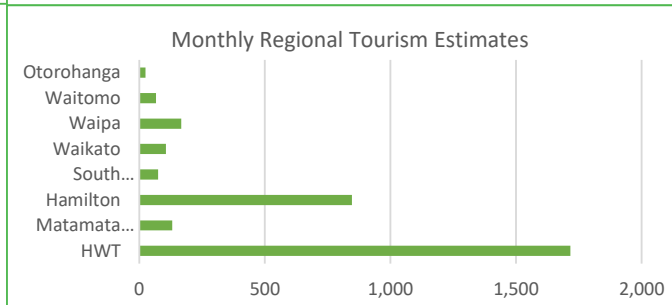
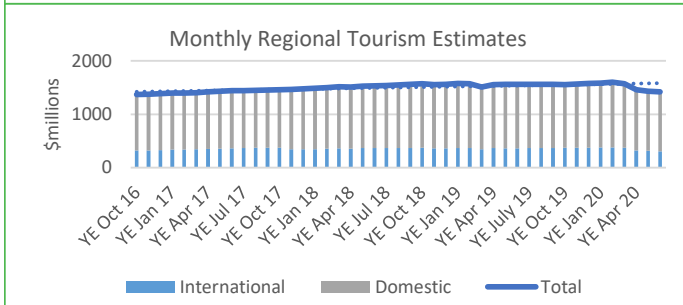
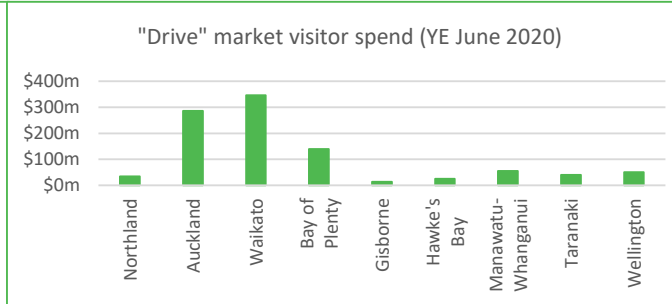
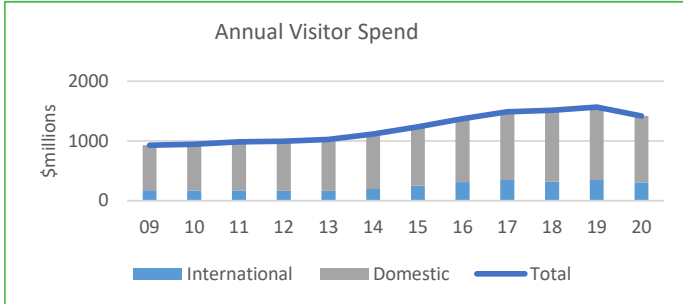
August 2020

Regional Stats - Visitor Expenditure

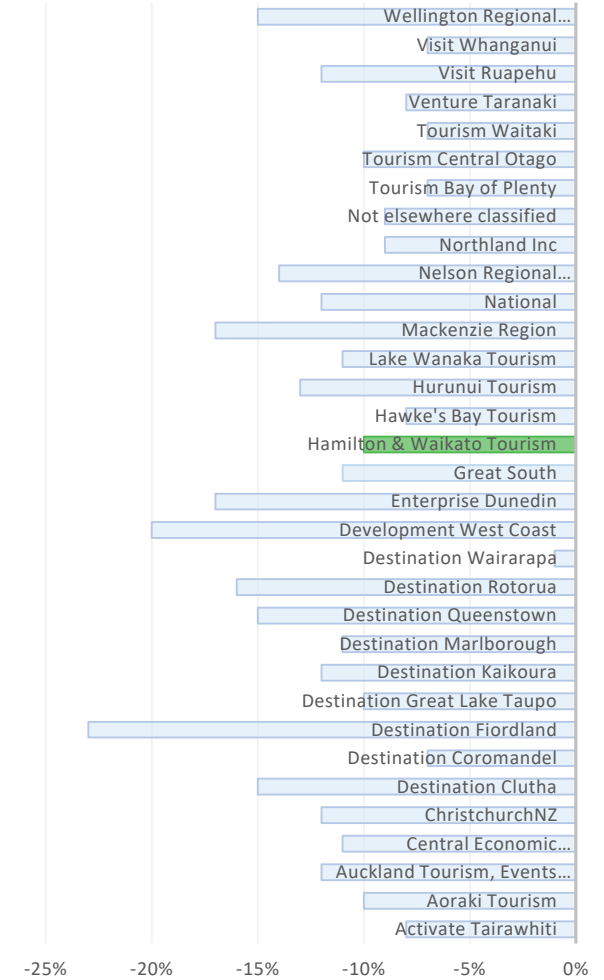
MBIE: Monthly Regional Tourism Estimates (YE May 2020)

Total	\$ 1,417	-10.6% change
Domestic	\$ 1,111	-10.0% change
International	\$ 306	-12.7% change

(NOTE: Visitor spend all 'millions)



Visitor Spend % Increase/Decrease





Where magic runs deep

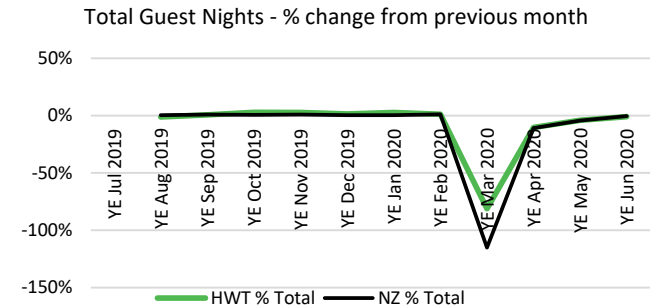
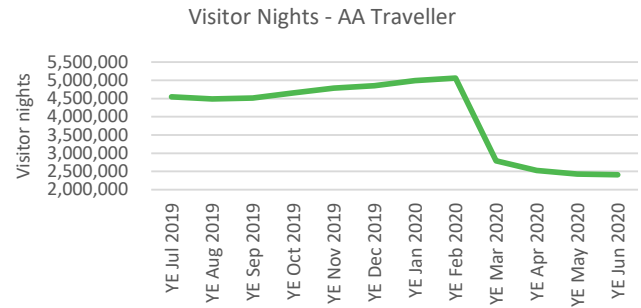
Visitor statistics & insights

August 2020

Regional Stats - Domestic Visitor Nights

AA Traveller Monitor (YE June 2019)

Nights	2,408,884
-0.9%	% change
7.1%	Market Share
1,365,168	Unpaid
229,768	Hotel
289,573	Motel
20,618	Backpack
145,589	Holiday Park
358,165	Other Paid



AirBnB Regional Overview

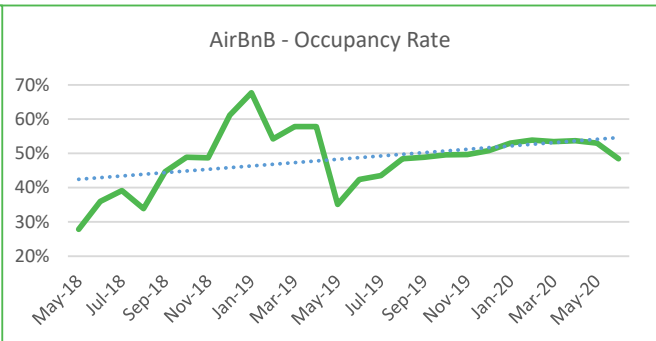
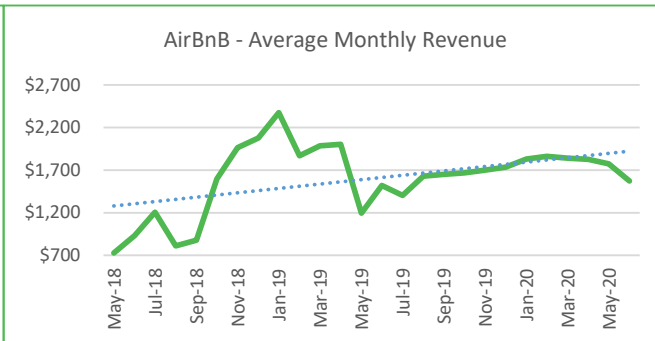
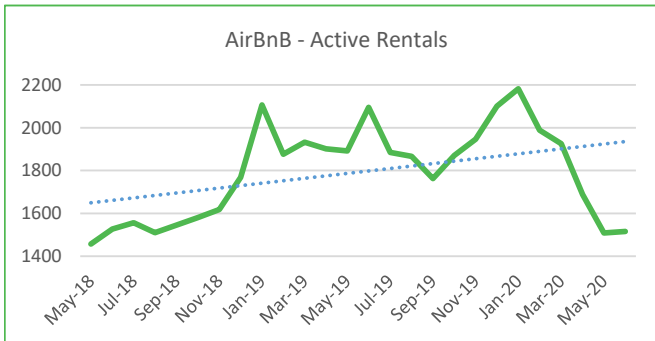
AirDNA (June 2020)

Jun-20

1515 Properties listed
 6 change from previous MONTH
 -580 change from same time last YEAR

48% Occupancy Rate
 6.0% change from previous YEAR
 48.4% Average annual occupancy %

\$ 1,571 Average MONTHLY revenue
 \$ 53 change from same time last YEAR





Where magic runs deep

Visitor statistics & insights

August 2020

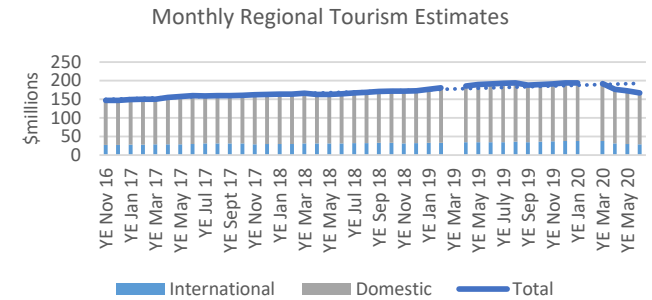
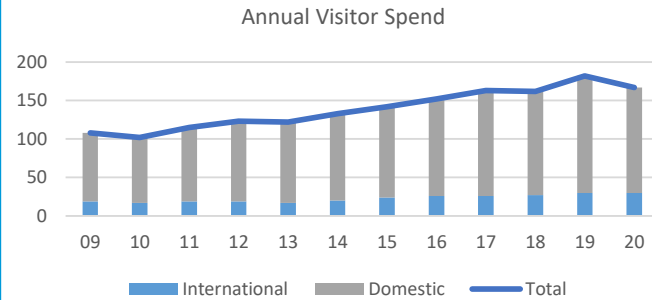
District Stats - Waipa - Visitor Expenditure

MBIE: Monthly Regional Tourism Estimates (YE June 2020)

Total	\$	167	-9.0% change
Domestic	\$	137	-10.9% change
International	\$	30	0.0% change

(NOTE: Visitor spend all 'millions)

Comparison	HWT change	-10.6%
	NZ change	-14.0%



District Stats - Waipa - Population Information

Regional Economic Activity Web Tool

56,200 Population Estimate (2019)

\$ 108,300 Average Household Income (2018)

District Stats - Waipa - AirBnB

AirDNA (June 2020)

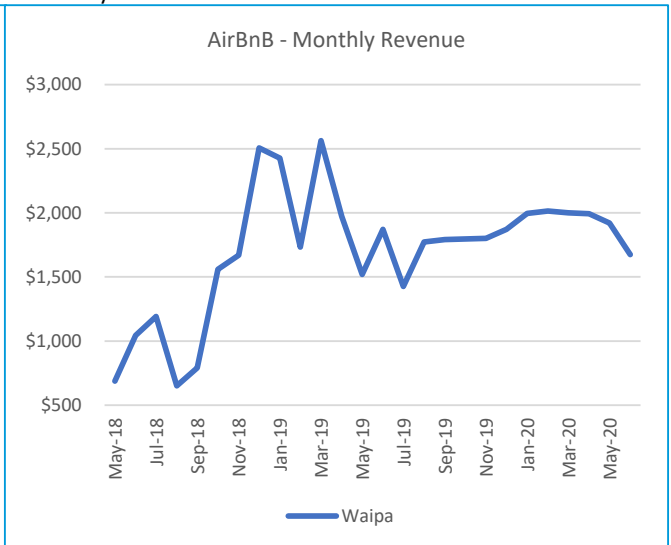
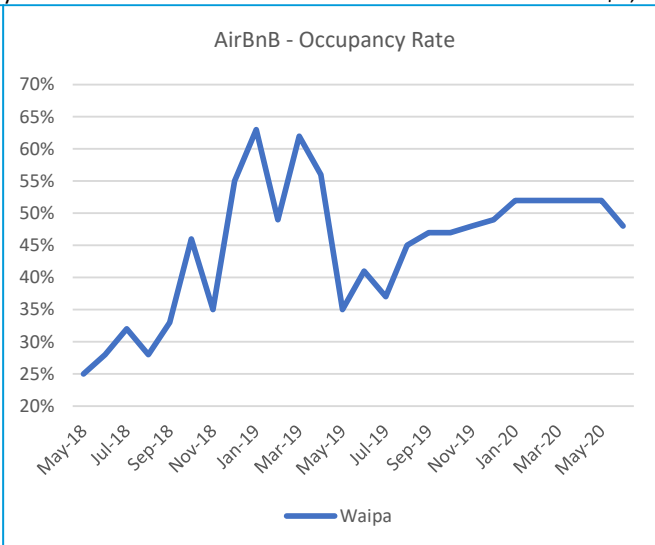
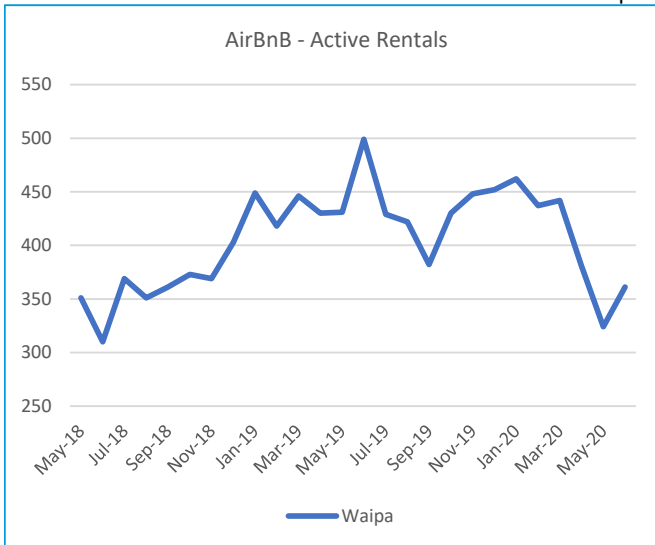
361 Active Rentals

48% Occupancy Rate

62% "Entire Home" Rentals

\$1,674 Monthly Revenue

58% Rental Demand





INFORMATION ONLY

To: The Chairperson and Members of the Finance and Corporate Committee

From: Business Development Manager

Subject: **Avantidrome Update Report**

Meeting Date: 15 September 2020

1 EXECUTIVE SUMMARY

Waipā District Council contributed a \$1 million grant to the development of the Avantidrome in 2011, alongside funding from central government, Waikato Regional Council, a number of gaming and charitable trusts, and other funders.

The National Home of Cycling, the Avantidrome, was opened by their Royal Highnesses William and Catherine, the Duke and Duchess of Cambridge, on 12 April 2014.

The last report provided on the Home of Cycling was approximately three years ago.

Scott Gemmill, Manager Avantidrome will provide a presentation to the meeting giving an update on the success of the facility and its contribution to the high-performance sport sector in Waipā.

2 RECOMMENDATION

That the report titled 'Avantidrome Update Report' (document number 10459465), of Steve Tritt, Business Development Manager, be received.

3 BACKGROUND

History of the Avantidrome

On 11 June 2010 the Prime Minister, John Key, and Minister for Sport and Recreation, Murray McCully, announced a major reshaping and expansion of high-performance sport in New Zealand.

One of the key programmes included in the announcement was the development of a cycling centre of excellence, to build on the success of Bike NZ's high-performance programme.

In July 2010, Sport & Recreation NZ (SPARC) announced it would run a tender process for the development of the National Cycling Centre of Excellence that would expand high performance cycling outcomes; increase awareness of and participation in cycling disciplines within the community; and nurture increased levels of high performance cycling talent. SPARC specified that as well as a world-class velodrome, the centre would also need to have ready access to world-class training and competition facilities for Road Cycling, MTB and BMX, alongside accessible community facilities.

The Home of Cycling (HoC) Charitable Trust was established with the principle objective to promote cycling at all levels within NZ, as well as to build, own and operate the National Centre of Excellence in the Waikato/BOP for all forms and all levels of cycling, recreational to high performance.

From 11 tenders, SPARC selected the Waikato/BOP bid from the HoC as preferred tenderer and on 14 September 2011, following confirmation of a \$6m investment from Waikato Regional Council and a \$1m investment from Waipa District Council; SPARC confirmed the Waikato/Bay of Plenty HoC as the successful tenderer.

Construction of the Avantidrome began in June 2012 and was completed in February 2014, a total of 21 months to complete.

The track was officially opened by their Royal Highnesses Prince William and Princess Catherine, the Duke and Duchess of Cambridge, on 12 April 2014.

The Avantidrome hosted the UCI Track Cycling World Cup in December 2015, and hosted World Cup events in January and December 2019.

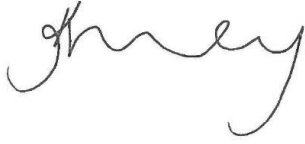
It also hosted the cycling event for the World Masters Games from 21 to 30 April 2017. The games attracted 28,578 participants across 28 sports and contributed \$34.2m in incremental GDP and 241,480 visitor nights for Auckland. At a nationwide level it achieved \$63m incremental GDP and 302,509 visitor nights for New Zealand. Rowing was the other event hosted in Waipā.

Scott Gemmill, Manager Avantidrome will provide a verbal update on the facility.



Steve Tritt

BUSINESS DEVELOPMENT MANAGER



Kirsty Downey
MANAGER STRATEGY



Debbie Lascelles
GROUP MANAGER STRATEGY AND COMMUNITY SERVICES

FINANCE AND CORPORATE COMMITTEE REPORT



INFORMATION ONLY

To: The Chairperson and Members of the Finance and Corporate Committee

From: Nada Milne, Financial Accountant

Subject: **Financial Report for the Period Ended 31 August 2020**

Meeting Date: 15 September 2020

File Reference: 68.10

1 EXECUTIVE SUMMARY

The financial position for the period ended 31 August 2020 is detailed in Section 3 and the attached report.

2 RECOMMENDATION

That the information contained in the 'Financial Report for the Period Ended 31 August 2020' (document number 10464626), of Nada Milne, Financial Accountant, be received.

3 STAFF COMMENT

FINANCIAL RESULTS FOR AUGUST

Total Operating Income is currently at 14% of the forecast and total Operating Expenditure is at 13% of the forecast.

Development and reserve contributions of \$1.1 million have been received to date, which is 8% of the forecast. This budget will be reviewed as part of the October forecast changes.

Subsidies and Grants of \$1.1 million have been received to date, which is 10% of forecast due to the timing of the transportation capital works and subsequently the NZTA subsidy.

STATEMENT OF COST OF SERVICES

The Cost of Service Statement shows the breakdown of revenue for each significant activity and the breakdown of expenditure for each activity.

The table below summarises the operating revenue and expenditure for each significant activity.

Significant Activity	Operating Revenue			Operating Expenditure		
	Actuals	Forecast	Forecast %	Actuals	Forecast	Forecast %
Year to Date	'000	'000	%	'000	'000	%
Governance	32	54	59%	1,544	9,429	16%
Planning & Regulatory	1,460	5,553	26%	1,342	9,098	15%
Community Services & Facilities	567	8,751	6%	3,303	28,406	12%
Roads & Footpaths	1,155	11,834	10%	3,374	22,369	15%
Stormwater	1	7	14%	495	4,368	11%
Wastewater Treatment & Disposal	50	845	6%	1,364	11,124	12%
Water Treatment & Supply	3,474	11,517	30%	1,584	13,124	12%
Support Services	5	87	6%	2,100	15,562	13%

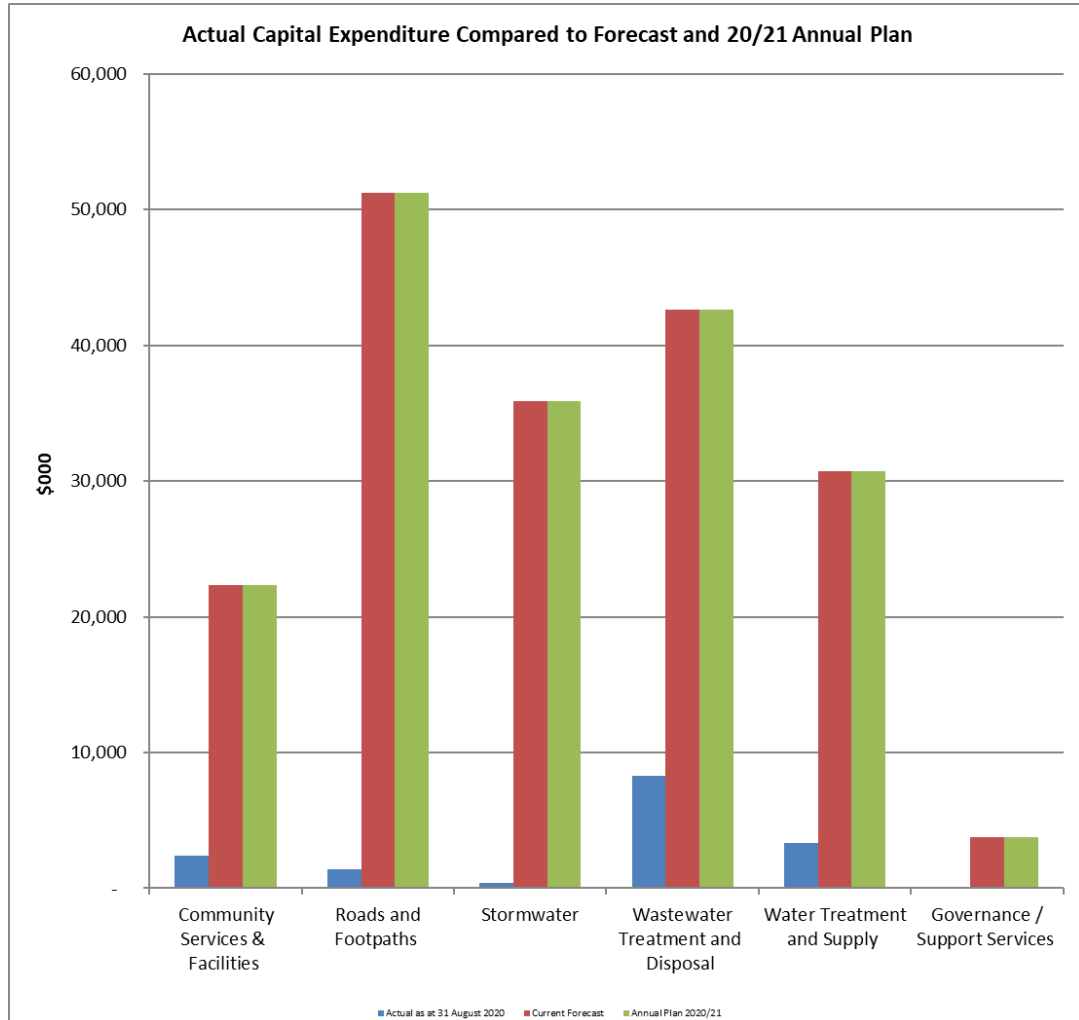
Overall the gross revenue from Significant Activities is at 17% of forecast.

Overall the gross expenditure from Significant Activities is 13%. All of the activity expenditure results are below the anticipated 17% of the forecast.

CAPITAL EXPENDITURE

Capital expenditure to date is \$15.9 million which is 9% of the forecast.

The capital forecast budget totals \$186.6 million. The graph below summarises the capital expenditure for each significant activity.



BUDGET CHANGES REQUIRING APPROVAL

There are no budget changes requiring approval this month.

ARBITRAGE ARRANGEMENTS

There have been no arbitrage arrangements undertaken this month.

RATES STATUS

Rates of \$65.9 million (GST inclusive) have been set for the year. The attached report summarises the position in relation to the collection of rates.

The amount outstanding from prior years is \$340,000. There is a balance outstanding of \$910,000 for the current year, of a total of \$65.9 million due for the year. The first instalment was due for payment on 21 August 2020.

WATER RATES STATUS

Water Rates of \$2.99 million have been invoiced for the year. The attached report summarises the position in relation to the collection of water rates.

The amount outstanding is \$1.3 million. There have been prepayments of \$108,555, leaving a total amount owing of \$1.24 million.

Te Awamutu, Kihikihi, Pirongia and Cambridge have three quarters left to be invoiced and Ohaupo and Pukerimu have four quarters left to be invoiced.

RATES REBATES 31 AUGUST

	Number Received	Number Approved	Amount Credited to Rate Accounts
2020	26	0	\$0
2019	27	0	\$0



Nada Milne
FINANCIAL ACCOUNTANT



Reviewed by Sarah Davies
MANAGER FINANCE



Approved by Ken Morris
DEPUTY CHIEF EXECUTIVE / GROUP MANAGER BUSINESS SUPPORT

**STATEMENT OF COMPREHENSIVE INCOME
FOR THE PERIOD ENDED 31 August 2020**

	2020/21	2020/21		2020/21	Budget	Budget	Budget	2019/20
		Full Year		Full Year	Variance	Variance	Variance	YTD
	Actual	Forecast	Forecast	Budget	Carryforward from 19/20	Previously Reported	This Period	Last Year
Notes	\$000	\$000	%	\$000	\$000	\$000	\$000	\$000
OPERATING INCOME								
Rates, excluding targeted water supply rates	9,567	58,860	16%	58,860	-	-	-	8,748
Fees, charges, and targeted rates for water supply	5,610	26,006	22%	26,006	-	-	-	3,027
Reserve contributions	98	522	19%	522	-	-	-	70
Development contributions	1,012	12,072	8%	12,072	-	-	-	680
Gain on revaluation of investment properties & forestry	-	447	0%	447	-	-	-	-
Vested assets	-	15,176	0%	15,176	-	-	-	-
Dividends	-	20	0%	20	-	-	-	-
Finance income	1	271	0%	271	-	-	-	99
Subsidies and Grants	1,145	11,327	10%	11,327	-	-	-	982
Other revenue	59	1,553	4%	1,553	-	-	-	63
Total Operating Income	17,492	126,254	14%	126,254	-	-	-	13,669
OPERATING EXPENDITURE								
Employee benefit expenses	4,311	27,023	16%	27,023	-	-	-	4,680
Depreciation & amortisation	4,290	25,461	17%	25,461	-	-	-	4,187
Other expenses	3,840	43,475	9%	43,475	-	-	-	5,028
Finance costs	166	1,870	9%	1,870	-	-	-	187
Total Operating Expenditure	12,607	97,829	13%	97,829	-	-	-	14,082
OPERATING SURPLUS	4,885	28,425	17%	28,425	-	-	-	(413)
Other Comprehensive Income recognised directly in Equity								
Property Plant and Equipment								
Revaluation gains/(losses) taken to equity	-	20,819	0%	20,819	-	-	-	-
Total Other Comprehensive Income for the year	-	20,819	0%	20,819	-	-	-	-
Total Comprehensive Income for the year	4,885	49,244	10%	49,244	-	-	-	(413)

* Any Operating surpluses generally come from non-cash items. Council budgets for a general funds cash breakeven position.

**STATEMENT OF COST OF SERVICES
FOR THE PERIOD ENDED 31 August 2020**

	2020/21	2020/21		2020/21	Budget	Budget	Budget	2019/20
		Full Year		Full Year	Variance	Variance	Variance	YTD
	Actual	Forecast	Forecast	Budget	Carryforward	Previously	This Period	Last Year
	\$000	\$000	%	\$000	from 18/19	Reported	\$000	\$000
Revenue								
Governance & Strategic Direction	32	54	59%	54	-	-	-	33
Planning and Regulatory	1,460	5,553	26%	5,553	-	-	-	1,428
Community Services and Facilities	375	5,091	7%	5,091	-	-	-	459
Forestry	-	2,498	0%	2,498	-	-	-	-
Pensioner Housing & Own Your Own Housing	192	1,162	17%	1,162	-	-	-	212
Roads and Footpaths	1,155	11,834	10%	11,834	-	-	-	941
Stormwater	1	7	14%	7	-	-	-	3
Wastewater Treatment and Disposal	50	845	6%	845	-	-	-	45
Water Treatment and Supply	3,474	11,517	30%	11,517	-	-	-	953
Support Services	5	87	6%	87	-	-	-	2,321
GROSS REVENUE	6,744	38,648	17%	38,648	-	-	-	6,395
Less Internal Charges	-	-	-	-	-	-	-	(2,315)
NET INCOME	6,744	38,648	17%	38,648	-	-	-	4,080
Expenditure								
Council & Committees	478	2,949	16%	2,949	-	-	-	459
Cambridge Community Board	32	212	15%	212	-	-	-	31
Te Awamutu Community Board	30	187	16%	187	-	-	-	30
Elections	-	1	0%	1	-	-	-	12
Community Grants	188	1,222	15%	1,222	-	-	-	130
Strategic Planning	289	3,026	10%	3,026	-	-	-	444
Community Relationships	527	1,832	29%	1,832	-	-	-	594
Resource Management	435	2,844	15%	2,844	-	-	-	477
Building Control	466	3,114	15%	3,114	-	-	-	523
Environmental Health	176	1,247	14%	1,247	-	-	-	203
Animal Control	118	888	13%	888	-	-	-	144
Development Engineering	147	1,005	15%	1,005	-	-	-	132
Parks and Reserves	971	7,301	13%	7,301	-	-	-	1,242
Karapiro Domain	178	1,585	11%	1,585	-	-	-	230
District Museums	184	1,955	9%	1,955	-	-	-	268
District Libraries	345	2,406	14%	2,406	-	-	-	396
District Pool Te Awamutu / Events Centre	359	1,940	19%	1,940	-	-	-	321
District Pool Cambridge	54	2,302	2%	2,302	-	-	-	41
Halls	87	532	16%	532	-	-	-	53
Heritage	28	187	15%	187	-	-	-	74
Cemeteries	44	532	8%	532	-	-	-	60
Public Toilets	67	637	11%	637	-	-	-	60
Properties	223	2,522	9%	2,522	-	-	-	366
Pensioner Housing & Own Your Own Housing	283	1,296	22%	1,296	-	-	-	317
Forestry	10	2,007	0%	2,007	-	-	-	9
Rural Fire/Civil Defence	84	337	25%	337	-	-	-	42
Waste Management	386	2,867	13%	2,867	-	-	-	834
Roads & Footpaths	3,374	22,369	15%	22,369	-	-	-	3,440
Stormwater	495	4,368	11%	4,368	-	-	-	655
Wastewater Treatment and Disposal	1,364	11,124	12%	11,124	-	-	-	2,148
Water Treatment and Supply	1,584	13,124	12%	13,124	-	-	-	2,030
Support Services	2,100	15,562	13%	15,562	-	-	-	3,028
GROSS EXPENDITURE	15,106	113,480	13%	113,480	-	-	-	18,793
Less Internal Charges	-	(16,424)	0%	(16,424)	-	-	-	(2,315)
Less rates charged to Council properties	-	(1,126)	0%	(1,126)	-	-	-	(273)
NET EXPENDITURE	15,106	95,930	16%	95,930	-	-	-	16,205

**STATEMENT OF CAPITAL EXPENDITURE
FOR THE PERIOD ENDING 31 August 2020**

	Full Year			Full Year	Budget	Budget	Budget	YTD
	Actual	Forecast	Forecast	Budget	Variance Carryforward from 19/20	Variance Previously Reported	Variance This Period	Last Year
	\$000	\$000	%	\$000	\$000	\$000	\$000	\$000
Water treatment and supply	3,357	30,718	11%	30,718	-	-	-	2,017
Waste water	8,242	42,670	19%	42,670	-	-	-	808
Roads and Footpaths	1,406	51,206	3%	51,206	-	-	-	865
Stormwater	420	35,871	1%	35,871	-	-	-	376
Community Services & Facilities	2,360	22,367	11%	22,367	-	-	-	2,521
Support services	107	3,776	3%	3,776	-	-	-	26
	15,892	186,608	9%	186,608	-	-	-	6,613
Vested Assets (included above)					Carryforward from 19/20	Previously Reported	This Period	
Water treatment and supply	-	1,660	0%	1,660	-	-	-	-
Waste water	-	2,697	0%	2,697	-	-	-	-
Roads and Footpaths	-	7,714	0%	7,714	-	-	-	-
Stormwater	-	3,105	0%	3,105	-	-	-	-
	-	15,176	0%	15,176	-	-	-	-
Totals excluding Vested					Carryforward from 19/20	Previously Reported	This Period	
Water treatment and supply	3,357	29,058	12%	29,058	-	-	-	2,017
Waste water	8,242	39,973	21%	39,973	-	-	-	808
Roads and Footpaths	1,406	43,492	3%	43,492	-	-	-	865
Stormwater	420	32,766	1%	32,766	-	-	-	376
Community Services & Facilities	2,360	22,367	11%	22,367	-	-	-	2,521
Support services	107	3,776	3%	3,776	-	-	-	26
	15,892	171,432	9%	171,432	-	-	-	6,613

RATES STATUS REPORT			
	Notes	August 2020 \$000	August 2019 \$000
Arrears from prior years			
Opening balance		540	401
Add penalties		40	27
Less receipts	1	(241)	(220)
Total owing from prior years		339	208
Percentage collected		42%	51%
Rates for 2019/20			
Rates instalment	2	16,480	15,524
Add penalties		38	38
Less remissions		(192)	(192)
Less receipts	1	(15,416)	(14,491)
Total owing from current year		910	879
Percentage collected		94%	94%
Summary of rates for the year			
Arrears from prior years		341	210
Rates for 2019/20		910	878
Prepayments for future rating periods	1	(2,692)	(3,059)
Instalments not yet due	2	49,440	46,573
Total		47,999	44,602
Notes:			
1) Receipts have been split across the different rating years			
2) 1 instalment charged			

WATER RATES STATUS REPORT			
	Notes	August 2020 \$	August 2019 \$
Water Rates for 2020/21			
Balance B/Fwd from 2019/20 year		323,619	603,726
Total Invoiced	1	2,985,709	2,027,492
Add penalties		2,848	12,202
Less remissions & adjustments		(3,057)	(41,197)
Less receipts		(1,962,518)	(1,263,002)
Total owing from current year	2	1,346,601	1,339,221
Percentage collected		59%	64%
Summary of rates for the year			
Water Rates for 2020/21		1,346,601	1,339,221
Prepayments	1	(108,555)	(70,335)
Total Owing		1,238,046	1,268,886
Notes:			
1) Number of quarters invoiced are as follows:			
Te Awamutu, Kihikihi, & Pirongia - 1 six month cycle Invoiced			
Pukerimu/Ohaupo - Nil Quarters Invoiced			
Cambridge - 1st quarter Invoiced			
2) Current owing includes charges not yet due			



To: The Chairperson and Members of the Finance and Corporate Committee

From: Governance

Subject: **RESOLUTION TO EXCLUDE THE PUBLIC**

Meeting Date: 15 September 2020

1 RECOMMENDATION

THAT the public be excluded from the following parts of the proceedings of this meeting.

The general subject of the matter to be considered while the public is excluded, the reason for passing this resolution in relation to each matter, and the specific grounds under section 48(1) of the Local Government Official Information and Meetings Act 1987 for the passing of this resolution are as follows:

General subject of each matter to be considered	Reason for passing this resolution in relation to each matter	Ground(s) under section 48(1) for the passing of this resolution
<p><i>10. Confirmation of Public Excluded Minutes dated 18 August 2020 and 01 September 2020</i></p> <p><i>11. Acquisition of Kihikihi Property</i></p> <p><i>12. Agreement for Cycleway Easement</i></p>	<p><i>Good reason to withhold exists under section 7 Local Government Official Information and Meetings Act 1987</i></p>	<p><i>Section 48(1)(a)</i></p>

This resolution is made in reliance on section 48(1)(a) of the Local Government Official Information and Meetings Act 1987 and the particular interest or interests protected

by Section 6 or Section 7 of that Act, which would be prejudiced by the holding of the whole or relevant part of the proceedings of the meeting in public, are as follows:

Item No.	Section	Interest
10	Sections 7(2)(j)	To prevent the disclosure or use of official information for improper gain or advantage.
10	Section 7(2)(b)	To protect information which if public would; <ul style="list-style-type: none"> i. disclose a trade secret; or ii. unreasonably prejudice the commercial position of the person who supplied or who is the subject of the information.
10	Section 7(2)(h)	To enable the council to carry out, without prejudice or disadvantage, commercial activities.
11	Section 7(2)(b)(ii)	To protect information which if public would unreasonably prejudice the commercial position of the person who supplied or who is the subject of the information.
10,12	Section 7(2)(i)	To carry on, without prejudice or disadvantage, negotiations (including commercial and industrial negotiations).