

## e-pānui

Issue five • May 2019



### Editorial

#### Kia ora koutou

Welcome to issue 5 of e-pānui, the regional development newsletter of Business Hawke's Bay (BHB).

In early April, we welcomed back Emeline Paat-Dahlstrom and Eric Dahlstrom, Hillary Scholars, space experts and founders of the NZ Aerospace Challenge to talk about this year's competition and what's on offer for the entrants. This year's challenge focuses on agriculture and how drone and satellite technology can be used to increase agricultural production while minimising environmental impact. As one of New Zealand's most fertile and productive regions, the sustainability of our agriculture, horticulture and viticulture industries is rooted in how we care for the environment. With our rich history of innovation and agriculture, New Zealand has the opportunity to lead the rest of the world in this exciting and important field. We have several local entries in this year's Aerospace Challenge.

Later in May, we celebrate TechweekNZ19, and showcase our region's best with Innovation Tour of the Bay, a TechweekNZ19 highlight event. Get up close with our fantastic innovative entrepreneurs and see how innovation is being applied in the business environment. The tour will also include a stop for lunch at a beautiful Hawke's Bay location. Join us, learn from our

innovators and network with like minds.

Tickets available: <https://bit.ly/2PjUuUR>

There are other great TechweekNZ19 events happening locally: check out the BHB website for more information.

In this issue you'll find updates from conferences that our team has attended in recent weeks; the Inclusive Growth Summit, the East Coast Farming Expo, AgriFood Week and Grow 2019: BOMA NZ Agri Summit. We also welcome new contributors, Napier CBD and Eastern Institute of Technology, and welcome back the Provincial Development Unit profiling its senior regional officer Bryan Wilson who is driving the efforts of the Provincial Growth Fund in Hawke's Bay.

As usual, you can expect to find a mix of carefully curated, contributed and created content in issue 5. Many thanks to our contributors; you are helping to paint an informative and rich picture of our region. Thanks also to our readers; we appreciate your feedback. Please keep telling us how we can improve.

Noho ora mai

Carolyn Neville  
CEO, Business Hawke's Bay

*Ko te Pae tata, whakamāua ki tina  
Furthest horizons are achieved, step by step*

### Highlights



#### Economic Indicators

A net 47% of Hawke's Bay households expect the regional economy to improve over the next 12 months.



#### Success

Hawke's Bay fencing contractor Tony Bouskill wins the World Power Fencing title



#### Attract

Facetime with visiting China minister a big boost

Tech firm pays workers \$5000 to move to the Bay



#### Build

Changing lives; the Development Hub story

Education reform could affect local industry



#### Connect

Freelance and gig assignments board

Hawke's Bay Chamber of Commerce appoints new CEO



#### Events

Innovation Tour of the Bay, book your tickets now!

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## Economic Indicators

### Hawke's Bay and New Zealand



Hawke's Bay hits first place on ASB Economic Scoreboard

Napier/Hastings commercial property investors are net positive 24% (optimists minus pessimists). The best result in nearly a decade. (Colliers' Commercial Property Investor Confidence Survey)

New Zealand is the world's 8<sup>th</sup> happiest country (World Happiness Report 2019)

Hawke's Bay Airport passenger numbers up 7% for the 3 months to 28 Feb 19 compared to same quarter last year



Cruise ship visits forecast to increase by 22% next season, bringing > 150,000 visitors

Business confidence fell 7 points in the ANZ Business Outlook Survey (March). 38% expect general business conditions to deteriorate in the year ahead

Seventy new jobs for Central Hawke's Bay as OIO approves farm conversion to huge apple orchard. \$52m investment



A net 47% of Gisborne and Hawke's Bay households now expect the regional economy to improve over the next 12 months

Hawke's Bay leads country for visitor spending growth February 19 quarter, with \$8m increase. CHB visitor spend up 10% and Wairoa up 6%

Consumer confidence rose 1 point in March and sits at around average levels



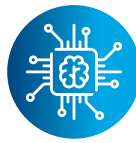
## Success



Hawke's Bay companies **Beany and Hello Cup** (named as two of only five businesses) to receive significant interest-free funding from the SheEO programme. Viva la femme!

**Future Products Group** has spent 20 years in partnership with McDonald's, providing food display cases for it in over 40 countries. We're lovin' it!

The late **Renata Apatu** was named as the Hastings District Council Hawke's Bay Primary Sector Industry Leader Award winner. Arohanui.



**Tremains Art Deco Festival** 2018 took out the title for best regional event at the NZEA Event Awards. Fabulous!

Congratulations to **Hamish Hammond** and **Rachel Gardner**: 2019 Hawke's Bay Wairarapa Share Farmers of the Year. Awesome!

**CR Automation** wins ABB Robotics "Most Innovative Solution" award for its robotic nailing system. Smashed it!

**Ngahiwi Tomoana** re-elected as chairman of Ngāti Kahungunu, his eighth three-year term. Congratulations.



A round of applause for **Tim Crasborn**, Hawke's Bay regional winner of New Zealand Certified Builders Apprentice Challenge. Mitre good!

Hawke's Bay fencing contractor **Tony Bouskill** has won the World Power Fencing title in Germany, a title won by his father just four years ago. Wunderbar!

CHBDC CEO **Monique Davidson**, awarded The Skills Organisation Melbourne Business School Leadership Scholarship which will see her take part in Melbourne Business School's most senior leadership programme, Leading for Strategic Success. Marvellous!





## Attract

### Face time with visiting China Minister a big boost

*Edited from a Hastings District Council announcement*

*Getting to speak with China's Minister of Culture and Tourism Luo Shugang to explain the massive project Hastings has organised for the China New Zealand Year of Tourism was invaluable, says project director Kevin Watkins.*

Mr Luo met Hastings District councillor Kevin Watkins at the official opening of the China New Zealand Year of Tourism at Te Papa in Wellington.

"Having that time with the Minister gave us the opportunity to explain what we were doing. He was impressed that Hastings was reaching out to every region in China."

The Amazing China Hastings Year of Tourism, endorsed by Tourism New Zealand and the Ministry of Business and Innovation (MBIE), will see every one of China's 30-plus regions invited to send Hastings a small 'treasure chest'

containing something that uniquely represents their region. In return, Hastings District Council will send a gift representing Hastings.

The exchange of gifts has been designed to become a competition later in the year, that will see Hastings secondary students asked to use their research skills to match the gifts with their regions of origin in China.

"Chinese media based both in New Zealand and China are already showing a great deal of interest. We don't believe anything like this has been done before," said Mr Watkins.

The China-New Zealand Year of Tourism 2019 protocol was signed by China's Premier Li Keqiang's and then-New Zealand prime minister Bill English in 2017. The vision for the national initiative was to provide opportunities for China and New Zealand to strengthen economic ties through tourism.

Mr Watkins has long experience of running competitions in Hastings that

encourage secondary school students to build their knowledge and understanding of China. "Today's students will undoubtedly interact more with China – one of the world's largest and most populous countries – in a way that previous generations have not needed to.

"Building relationships and cultural understanding at this age and stage means they will have a good basis on which to interact."

Hastings already has strong economic ties with China, through its sister-city relationship with Guilin, horticulture exports and international education, as well as many friendly-city relationships, and this is an opportunity to build on that, said Mr Watkins.

Notification of the arrival of the treasure chests and other updates will be made public on the Hastings District Council's Facebook page and through press releases, Mr Watkins said.

**To read the article in full:**  
<https://bit.ly/2lsriOT>

#### Tech, design & innovation

### Tech firm says it will pay workers \$5000 to move to Hawke's Bay

*Edited from content first published in Hawke's Bay Today*

*Hawke's Bay-owned company Re-Leased is offering a \$5000 relocation bonus to attract software developers to the region.*

Founder Tom Wallace says the company, which runs a cloud-based commercial property management platform, has allocated \$10 million over three years to more than double its current team of 60 as part of its 'Homegrown Talent Activation' campaign.

He says it is a dual strategy which will train aspiring developers from the Hawke's Bay and also attract more experienced people to the region.

"The talent strategy is driven by demand from large landlords and property management firms for Re-Leased's platform which simplifies and automates the management of commercial property portfolios.

The development team based at Napier's Ahuriri technology hub designs software used in more than 40 countries and processing more than \$500 million in rent each month.

Wallace said location was no barrier to developing world-beating software.

"In launching a recruitment drive we are sharing what our Napier team already know – that the Hawke's Bay offers a lifestyle, working environment and a growing professional ecosystem that can attract and retain the best people to build a global property technology business."

Business Hawke's Bay CEO Carolyn Neville said the plans represent a major investment in the Bay.

"Re-Leased's Homegrown Talent Activation plans represent a multi-million dollar investment in new, well-paid, high-tech jobs that will, in turn, help build the Bay's reputation for innovation and further diversify our regional economy.



"Hawke's Bay has a vibrant and growing tech community.

**"Attracting skilled talent and developing talent that's already here is a key part of our regional development strategy for economic and social growth.**

"Initiatives like this from Re-Leased will help promote Hawke's Bay as a region that offers a great lifestyle plus great careers."

She says the relocation assistance is a small factor in the move.

"The relocation amount helps to ease the transition to a new region. We think that the job itself is the most important thing and the relocation assistance, a small factor."



## Build

### Changing lives – The Development Hub story

Contribution from The Development Hub

*Dignity. Hope. Purpose. More than 160 people, (mostly women) off benefits and into employment, education or training. The Development Hub is changing lives in Hawke's Bay through its work-readiness programmes that help transition people off benefits and take the first steps towards a better life.*

Since 2017, The Development Hub has been working with individuals and business to drive meaningful and sustainable employment opportunities.

Founder, Sarah-Jo Barley explains: "We're passionate about supporting our people, local businesses and our greater communities. The Development Hub collaborates with partners, employers, industries, Government Agencies and whoever we have to, to drive successful outcomes.

*"We got our start with the growth in call centres here in the Bay. This created new roles that needed to be filled.*

*"Our work readiness programmes were established to meet that demand, and have been highly successful."*

The Development Hub was established to provide fulltime solutions that bring businesses, industries and candidates together in order to reduce unemployment levels.

"Together we're creating significant and lasting impacts on local businesses as well as individuals, and positively impacting local communities.

"The Development Hub works with candidates to assist them into further employment, education or training. By providing essential tools and teaching valuable skillsets, we inspire candidates to see, and desire with purpose, a clear and positive career future.

"Nothing makes us happier than seeing our candidates move towards a better life that they design themselves.



"Since 2017 we have worked with more than 160 people, with a female focus. We have successfully placed more 80% of these candidates into employment, education or training.

"This might not sound like much on the face of it, but every person placed has a whānau, so the ripple effect into the community is huge. Our candidates are setting examples in their families and our programmes are making a difference not only with our candidates, but also with employers.

"We have engaged more than 40 businesses in Hawke's Bay who have employed our candidates, providing ease of recruitment and on-going support to the organisation as well as the individuals.

"We also develop and design customised training programmes for individual businesses' recruitment and employment needs."

The Development Hub works in partnership with the Ministry of Social Development and the Ministry of Business Innovation and Employment to support those who are most in need and who are not in employment, education or training and individuals who are looking to re-enter the work force.

2019 will be an exciting development year for The Development Hub, says Sarah-Jo.

"Our 2019 programmes working with wahine in Hawke's Bay, will focus on youth, women over the age of 24 and sole parents.

*"Programmes are designed to meet employers' needs. So far we have completed two employer-specific programmes to meet industry needs and two general placement programmes, achieving over 80% placement.*

"Strong and willing businesses are the key to providing opportunities for our eager candidates. If you have any recruitment needs now or in the future we would welcome the opportunity to talk with you and provide further information on how we may be able to assist your staffing requirements."

Please contact Sarah-Jo on 022 368 8771, email [sarahjo@thedevelopmenthub.nz](mailto:sarahjo@thedevelopmenthub.nz), or call 0800 DEV HUB.



## Winegrowers proclaim an extraordinary vintage

Contribution from Hawke's Bay Wine

*As the last of the grapes are picked in the colourful autumnal vineyards during these sunny Hawke's Bay days, words such as legendary, glorious, exquisite, transcendent, stunning and magnificent have been heard around the region throughout vintage 2019.*

The arrival of the New Year brought with it the long, hot, sunny summer days with moderate-cool nights for perfect ripening conditions, whilst preserving fresh acidity. Superb harvest climatic conditions provided the luxury of optimal picking decisions not hurried by the threat of rain.

The result is an outstanding year for our Hawke's Bay wines – a vintage for the consumer and connoisseur alike. Yields are slightly down, but with exceptional quality across all varieties. Full flavour and tannin ripeness in reds, with moderate alcohol levels. Acid retention and exciting flavour spectrums in whites.

Hugh Crighton, Chief Winemaker at Vidal Estate said: "It's a rarity that all varieties in what is a reasonably diverse winegrowing region really sing, but this year is different.



Photo credit: Cameron Price

I've never seen such a strong group of wines in our cellars at Vidal Estate and we're not the only producers with this sentiment."

Over at Craggy Range, Chief Winemaker Julian Grounds has just finished his first vintage in Hawke's Bay and said: "I can only sum up this vintage in one word; sublime."

*"I've not seen a vintage with the threesome of Chardonnay, Syrah and the Cabernet family all shining so well in one season," stated Warren Gibson of Trinity Hill.*

This vintage will go down in history as one of the all-time greats, and quite possibly the greatest. Hawke's Bay Winegrowers Chairman Michael Henley said: "The 2019 vintage will produce wines that will further establish Hawke's Bay as one of the great wine regions of the world, recognised in

particular for its Chardonnay, Syrah and Cabernet Sauvignon/Merlot blends."

Henley concluded with: "These are very good times for our fantastic region."

Hawke's Bay is New Zealand's oldest wine growing region and second biggest in terms of tonnes produced, contributing around 10% of the country's total production tonnage. The region comprises over 4,800 hectares of grapes, 200 vineyards, 76 wineries and 38 cellar doors.

As a wine region, Hawke's Bay is the most versatile of all New Zealand's grape-growing regions. Relatively large and diverse, the region is capable of producing a wide range of grape varieties to a very high standard.

Hawke's Bay makes a significant contribution to the New Zealand Wine value proposition, internationally and here at home.

## New work experience opportunities

Contribution from Wairoa District Council

*Wairoa District Council is stepping up to provide local youth with work experience opportunities.*

The Council is taking on five young people across a range of departments from the library and IT to customer services, policy and governance and engineering.

The national Licence to Work programme is being delivered through the Wairoa Young Achievers' Trust with 10 participants expected to be placed this year.

The programme involves an initial assessment of skills and a re-assessment at the end of the year to measure how the participant has grown from their work experience.

Council's Information and Customer Experience Group Manager Kimberley Tuapawa said the programme means Wairoa's youth are gaining valuable

workplace experience while also learning about how the Council operates.

*"Council has total support for the programme and can offer a range of workplace environments to introduce young people to areas they have a particular interest in.*

"This is a fantastic initiative to provide local youth with an opportunity to "taste-test" the many and varied choices for work in local government."

The Licence to Work Programme is a cross-sector, business-led initiative, designed to respond to business and industry concerns that young people may not be developing the soft skills needed to succeed in the workplace.

The programme provides an explicit sequence of learning activities to build the competencies business leaders have said they want to see young people



display, and a process to assess and record them.

It is open to all young people, from mainstream and correspondence students to unemployed youth.

Council chief executive Steven May said it is excellent to see the range of Council staff involved in supporting this initiative which provides young people with a chance to experience a variety of Council work environments.

As well as the Council, students will also be placed at The Wairoa Star, The Linery and other local businesses.

To read the announcement in full: <https://bit.ly/2Gelc7>

## Top thinker: Why NZ's economy has to go 'circular'

Edited from content first published  
in the NZ Herald

*It's being eyed as the answer to  
New Zealand's fast-growing waste woes  
– and a way to free up billions of dollars.*

But shifting to a so-called "circular"  
economy would require some bold  
changes, one of the world's top  
thinkers says.

Dr Chris Kutarna – an Oxford University-  
based politics expert who notably  
predicted Brexit and the election of US  
President Donald Trump – was in NZ  
recently for a summit looking at the future  
of New Zealand's economy.

The focus of his talk; how our economy  
can switch from a "take, make, waste"  
model to one where nothing gets  
thrown out.

Interest in this circular economy approach  
has grown in step with the country's  
mounting plastic problems.

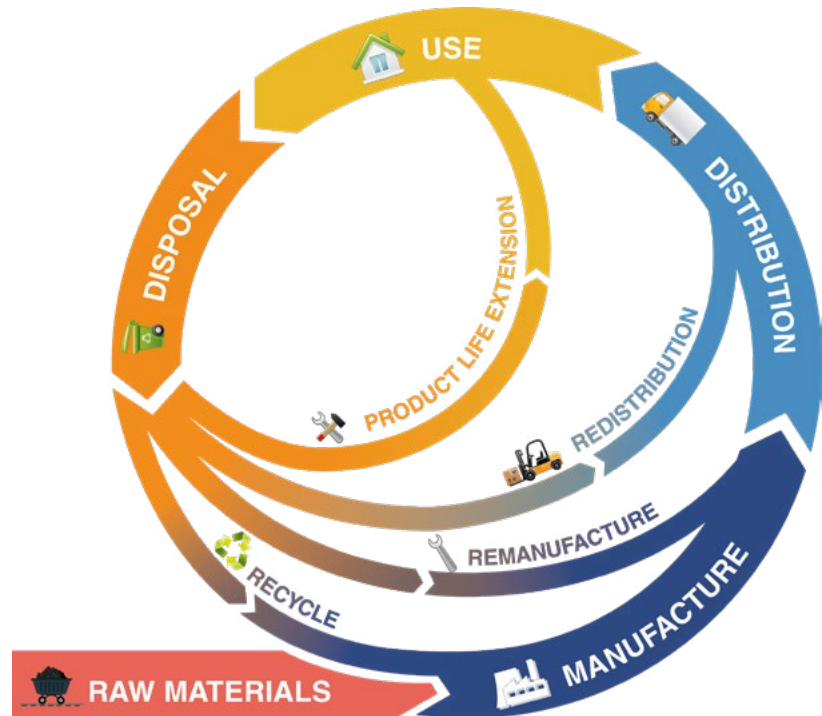
The Ministry for the Environment has  
been developing a strategy pin-pointing  
specific sectors to target investment.  
And the focus had only intensified after  
China recently stopped taking 24 types  
of foreign waste, leading to stockpiles  
around the country as other importers  
were sought out.

Kutarna says an obvious problem was  
that most products weren't currently  
designed for reuse, repair, refurbishment  
or remanufacture.

"This take-make-waste mindset has  
created a linear economy, but this is no  
longer working for businesses, people or  
the environment," he said.

*"A circular economy keeps  
resources in use for as long as  
possible, extracts the maximum  
value from them whilst in use,  
then recovers and regenerates  
products and materials at the  
end of each service life. It is  
fuelled by renewable energy."*

Globally, the model was important  
because humans were continuing  
to live well beyond their natural means.



Humans consumed around 50 per cent  
more natural resources than Earth could  
replenish, at about 60 billion tonnes of  
raw materials a year.

*"Developing a circular economy  
is a real opportunity for  
New Zealand and all countries  
around the world," Kutarna said.*

"Our resources are finite – meaning that  
once used, they will be gone forever.  
By changing our mindset to view waste  
as a design flaw, we can effectively  
design out waste."

### What New Zealand can do (source Sustainable Business Network report)

- Embrace repair and re-use much more  
widely than we do today
- Develop new solutions for the waste  
that is piling up including:
  - boosting recycling rates
  - creating more on-shore processing  
facilities
  - running consistent collections  
around the country
  - lifting demand for recycled materials
  - bringing in a container deposit  
scheme.

- Individual businesses needed to audit  
the types and amounts of plastic  
packaging they used
- Set bold targets to design out  
problematic packaging
- Enable dramatically improved  
recycling
- Support suppliers that used high levels  
of recycled content
- The business sector needs to work  
together to expand the market for  
recycled materials and develop  
product stewardship schemes for  
rigid plastics.

The Government, meanwhile, needed to  
develop and implement a comprehensive  
plastic packaging strategy, with bold and  
ambitious targets.

It was already working on some of what  
was recommended, and officials had  
been directed to progress mandatory  
product stewardship schemes for tyres  
and lithium batteries as a priority,  
with other schemes to follow.

To read the article in full:  
<https://bit.ly/2KDdS3W>

In order to ensure the plastics collected are recycled, Hastings District and Napier City councils can now only pick up  
plastics marked type 1 and 2. The move is in response to changes in the international plastics market.



## Hawke's Bay Primary Sector Awards

*Edited from content first published in Hawke's Bay Today*

*The annual Napier Port Hawke's Bay Primary Sector Awards were filled with emotion as the late Renata Apatu's life's work was honoured.*

Apatu, who died after a commercial helicopter crash at Ngamatea Station in June last year, was named as the Hastings District Council Hawke's Bay Primary Sector Industry Leader Award winner.

The award was presented to Apatu's wife, Sally Apatu.

Mayor Sandra Hazlehurst in presenting the award noted Apatu was being honoured posthumously for his leadership, passion and commitment to the primary sector in farming and in particular in his work for wool.

Having come from Scottish and Maori heritage, Apatu was the managing director of Ngamatea Station. He was also the chairman of NZ Campaign for Wool Trust, of which Prince Charles is the patron.

Apatu was a world leader in wool and represented New Zealand in Scotland at the Dumfries Wool conference and dined with Prince Charles.

The 2019 Napier Port Hawke's Bay Primary Sector Awards were organised by the Hawke's Bay A&P Society.

"We are so proud of these awards. They are long established and contribute significantly to the primary industry across the region," general manager Sally Jackson said.

Napier Port Hawke's Bay Primary Sector Awards chairman Pete Tod said that the awards highlighted the work of the local primary sector and what they add to the industry.

"Once a year Hawke's Bay gets the opportunity to recognise those who have made an outstanding contribution as leaders in their field," Tod said.

Tod said he was pleased to see such a high calibre of entries across all the competitions within these awards.

"It shows the strength of the primary sector in Hawke's Bay and has highlighted how dedicated and passionate the award recipients are across many sectors and that they are all making a real difference in helping make our region a success".

### 2019 winners:

- Silver Fern Farms Hawke's Bay Farmer of the Year – Jason Daly and Louise Harvey
- Horticulture Trust Hawke's Bay Horticulturalist of the Year – Leon and Robyn Stallard
- Pan Pac Hawke's Bay Farm Forester of the Year – Graeme and Neil Fontaine
- Hastings District Council Primary Sector Industry Leader of the Year – Renata Apatu
- Unison Hawke's Bay Primary Sector Professional of the Year – Mark Harris
- BWR Hawke's Bay Primary Sector Innovation Award – Metris
- Lawson Robinson Hawke's Bay Scholarship – Geoffrey Berntsen
- Laurie Dowling Memorial Award – Lon Anderson
- Rural Directions Hawke's Bay Shepherd of the Year – was announced at the Silver Fern Farms Hawke's Bay Farmer of the Year Field Day.



## Seventy new jobs for Central Hawke's Bay as OIO approves farm conversion to huge apple orchard

*Edited from content first published in Hawke's Bay Today*

*A largely European-owned company will invest millions in developing an apple orchard in Central Hawke's Bay, after getting approval from the Overseas Investment Office.*

The Central Hawke's Bay project approved by the OIO is a 130ha development which will be converted from pastoral farming and annual cropping into an apple orchard.

The new orchard is expected to be in full production by mid-2020 and is set to have 73 full time employees when it is fully operational.

Craigmore Sustainables chief executive Che Charteris said its plans, an investment

that totalled \$52m, was a part of a push to expand in key regional regions.

"Our strategy is to build a diversified business of the best of New Zealand orchards across a range of fruits for which New Zealand already has an established reputation and markets, including kiwifruit, apples and wine grapes, along with emerging crops such as cherries, citrus and avocados.

"With these acquisitions, Craigmore Sustainables will be converting more pastoral land into orchards than anyone else in Aotearoa, bringing with it a surge in regional jobs and exports across key regions."

To combat the lack of labour that Hawke's Bay faces during the picking season, Craigmore plans to mirror the approach of one of its other businesses, Coxco, when sourcing labour for its various orchard properties.

Coxco is a Gisborne-based company managed by Craigmore that employs around 400-500 staff over the course of a year, mainly in seasonal-casual horticultural positions.

They are a Recognised Seasonal Employer, but look to employ mostly locals and more than 70 per cent are from Ngāti Porou.

Hawke's Bay Regional Council chairman Rex Graham said a huge orchard in Central Hawke's Bay was a phenomenally good idea.

"I was actually one of the first to plant an orchard down there and to see such a large scale development to come in is great," Graham said.

"I think they will do a great job, we will be using less water, creating more jobs, building our economy and it's in a location we want to grow.

"It's a fantastic idea."

Craigmore required OIO approval, having been backed by foreign investors for the project.

Craigmore Sustainables was started in 2008 by Canterbury businessmen and farmers, Forbes Elworthy and Mark Cox.

To read the article in full:  
<https://bit.ly/2lmznnD>





## A report from the Inclusive Growth Summit

Contribution from Kerry Henderson,  
Programme Manager, Business Hawke's Bay

Recently our very own Kerry Henderson, Programme Manager for the region's Matariki Regional Development Strategy for economic and social growth (the Strategy), travelled to Wellington for the Inclusive Growth Summit. What follows is Kerry's take on the summit, the important themes and how they relate to Hawke's Bay.

**The majority of the speakers were set around the four themes of inclusive growth:**

- Livelihoods
- Voice
- Wealth
- Futures

We all know about growth, but for many of us, the term inclusive growth is something new. Summit co-organiser The RSA (Royal Society for the encouragement of Arts, Manufactures and Commerce, based in the UK) says the British economy is failing too many people and places and that policies have not delivered shared prosperity.

Globally, and here in New Zealand, there is a growing concern that our economic strategies are not delivering the kinds of societies in which all people can thrive. Despite the "rising tide" of economic growth the gap between rich and poor is widening. Here in Hawke's Bay we're seeing strong economic performance, record low unemployment, and tourism spend at an all-time high at the same time that 25% of our under four year old tamariki live in a household receiving a main benefit (compared to 18% nationally), demand for social housing has tripled in the past three years and we have stopped making improvements in avoidable deaths for Māori and Pacifica.

The appetite for bolder interventions and experiments is growing. There is growing evidence that tackling inequality is good for society and it also has a virtuous effect on the economy.

Inclusive growth is a cross-cutting agenda that requires coordinated, long-term action. Key systemic shifts are needed to drive this forward. There needs to be a move away from the conventional strategies for economic development and improvement, which tend to neglect the quality of the growth.



In order for inclusive growth to work over the long term, a strategic mindset is needed to enable siloes to be closed, a reconfiguration of growth and investment to support inclusion and decision-making to be opened up.

**RSA talks about the key shifts that can support the development of inclusive growth as being:**

1. Policy integration. Where economic and social impacts are considered together not independently
2. Emphasis on quality of job growth
3. Equitable investment in people and places as a combined means to inclusive growth
4. Co-ordinated long-term investment. Public, private and philanthropic resources are distributed in a co-ordinated and sustained fashion
5. Shared decision making. Inclusive policy setting that leverages the talent, voice and experience of local residents
6. Widespread financial security. Wealth building opportunities for tangata whenua, other ethnicities and low income communities.

**Well-designed inclusive growth initiatives feature:**

- Multi-stakeholder approaches, with collective impact and collaboration between grassroots and formal institutions
- A long-term approach, insulated from the short-term pressures of political or administrative cycles
- Demonstrate impact on behaviours of key audiences – for example policymakers, business, civil society, citizens, and workers
- Are rooted in strong and systemic account of the problem.

Economist, Dr Ganesh Nana says New Zealand must be courageous and own the problem. The last 40 years have

not worked (for New Zealand) and we have let this happen. He says that the way we get growth is more

important than the growth we get. Growth is no use if it is not serving the people, that is all, the people, not just a smaller subset.

*Business as usual, is no longer viable and our current business and social models don't work when you consider that the top 10% of households in New Zealand own 50% of net household wealth. To achieve social growth alongside economic growth will require new fresh thinking and a cultural mind shift. Social growth is not a tag on, it needs to be "built-in".*

In Hawke's Bay our Strategy for economic and social growth, is heading in this direction. The region's leaders have already identified that both economic and social actions are needed for our region and our people to truly thrive. They have also recognised that more must be done to take us forward and deliver on the visions we have for the region. Through the current refresh of the actions within the Strategy we have the opportunity to ensure we design inclusive growth initiatives where every household and every whānau is actively engaged in, contributing to and benefiting from, a thriving Hawke's Bay economy which is a vibrant, cohesive, diverse and safe. And we have a community where every child is given the best start in life and everyone has opportunities that result in equitable outcomes.

**To get in touch with Kerry at Business Hawke's Bay email:**  
[matariki@businesshb.nz](mailto:matariki@businesshb.nz)

## Chinese e-commerce giant JD.com partners with horticulture firms Zespri and Rockit Global

First published by NZME

*Alibaba rival JD.com has partnered with two New Zealand horticulture firms.*

The Chinese e-commerce giant is gearing up to deliver the first harvests of apples and kiwifruit of the year from Zespri and Rockit Global to Chinese consumers through its online and social media shopping platform.

Havelock North-based apple grower Rockit Global has launched a flagship store on JD.com and Zespri, which first set up a flagship store on the platform in 2017, has penned a deal to supply produce to the retailer's offline high-tech supermarket chain 7Fresh, which has a network of 10 stores.

JD.com plans to expand that number significantly, and hopes to have around 1000 7Fresh stores open throughout China within five years. Similarly like Alibaba with its Hema Fresh chain of supermarkets, the stores leverage technology to optimise the bricks and mortar experience.

Rockit Global chief executive Austin Mortimer said the partnership with JD.com came about through a representative it has on the ground in China.

"One of the key benefits of being on [e-commerce platforms] is with the e-commerce customer you typically

know who they are, what demographic they belong to, where they live and you can see if they are a re-purchaser or first time customer and you can get feedback from them," Mortimer said.

Data captured from e-commerce consumers influenced the company's marketing decisions, he said.

*"One of our key purchasers is a millennial mum, and we target our marketing message to resonate with that demographic."*

As a result of growing demand from Chinese consumers, Rockit Global will continue to increase its growing volumes by between 30 and 40 per cent each year over the next four years.

"We have a huge unsatisfied demand from China."

The company will send around 80 40-foot (12m) containers of produce to China this year. Close to 50 per cent of all produce it grows is sent to China, compared to about 2 per cent of its crop which remains in New Zealand.

Rockit Global also has a partnership with Alibaba and has had a flagship store on its Tmall and Tmall Fresh platforms. It was recently selected to be part of Alibaba's first Country Flagship Store on the platform, which features eighteen local premium food and beverage brands, along with Pic's and bread brand Vogel's.



Zespri will be part of the second wave of brands to be included in the New Zealand flagship store on the marketplace in June.

Xiaozhou Zhou, head of JD.com's fresh food division at 7Fresh, said the company was pleased to further its partnerships with Zespri and Rockit Global.

"We can't wait to bring more of these healthy and naturally delicious New Zealand fruits to [Chinese consumers]," Zhou said.

Chinese consumers' appetite for New Zealand produce is growing. New Zealand fruit exports to China exceeded \$600 million last year and sales of fresh produce from New Zealand on JD.com increased by more than 80 per cent.

JD.com sources produce from more than 50 countries and regions globally with more than 110,000 fresh imported products on its platform. Its delivery network covers 300 cities spread throughout China.

JD.com is one of the world's largest internet companies, it generated \$99.8 billion in revenue in the 2018 financial year and has around 300 million active users on its platform.

### Start-ups and new business support

## Start-ups, entrepreneurs get helping hand from CO.STARTERS New, targeted support for emerging businesses

Contribution from Business Hawke's Bay

*Additional support for entrepreneurs and business start-ups has arrived in Hawke's Bay with a new business programme that started at the end of April.*

CO.STARTERS, currently operating in more than 50 locations across the US and New Zealand has been brought to the region by Business Hawke's Bay.

The nine week programme is aimed at helping business start-ups, entrepreneurs and those with great business ideas to develop them further, says Carolyn Neville, CEO, Business Hawke's Bay.

"CO.STARTERS boosts entrepreneurship by providing the best tools and resources to support and grow businesses.

"The hands-on course, led by trained facilitators is held over nine weeks. We're keeping numbers low so participants can get the maximum benefit. A small group



of up to 15, guided by facilitator-coaches will work on their business ideas to widen their understanding of what their business is and needs."

Business Hawke's Bay has been on the hunt for a programme to provide early stage support to start-ups and entrepreneurs, something it had identified as being missing in the region.

*Story continued on the next page*



*"2019 is Business Hawke's Bay's year of innovation and entrepreneurship, so it is great to be able to bring CO.STARTERS to the region and meet a real and ongoing need," says Mrs Neville.*

"Support for businesses wanting to grow is a key pillar in Matariki, Hawke's Bay's regional development strategy for economic and social growth, and establishing accessible business growth services is a key action. We're pleased to bring CO.STARTERS to Hawke's Bay, as we know this support is targeted, proven and most importantly, needed."

Participants will spend one evening a week for nine weeks, working on

their business and learning business fundamentals, as well as putting in some extra work between sessions. In return, they get a powerful support network and will be ready to accelerate their ideas faster.

Each week covers a different topic, with guest speakers sharing their experience and lessons learned. Facilitators are experienced business owners from the community who guide participants, ask the right questions and connect participants to additional available resources in the community. Limited scholarship funding is available, subject to certain criteria being met.

#### About CO.STARTERS

- First CO.STARTERS course started end of April at the Hawke's Bay Business Hub, and will run again through the year
- Nine week course to accelerate business ideas and start-ups
- Aimed at: entrepreneurs, start-ups, people new to business and wanting to learn
- Cost: \$1,200 incl GST, early bird discount and partial scholarship funding available

For more information visit  
Business Hawke's Bay website:  
[www.businesshb.nz](http://www.businesshb.nz)

## Your airport – a gateway to growth

Contribution from Hawke's Bay Airport

*The expansion and redevelopment of Hawke's Bay Airport into the most vibrant and successful regional airport in the country will help propel our beautiful region forwards, as we prepare to welcome one million passengers by 2025. But the project hit a stumbling block in February, which required some quick and clever thinking to keep this key development on track.*

#### A creative solution to a complex problem

When the airport's lead construction contractors, Arrow International, went into voluntary administration in early 2019, years of planning and intellectual property were suddenly at risk – not to mention the incomes and livelihoods of the construction team. Here, Hawke's Bay Airport's proactive approach to risk management was entirely evident. Working at speed to resolve the issue, airport management met with sub-contractors and members of the board within days of the event, quickly undertaking to retain key personnel by establishing a wholly-owned subsidiary company – Hawke's Bay Airport Construction Limited. With guidance from Hawke's Bay Airport Chief Executive Stuart Ainslie, whose wide experience in complex development projects overseas helped inform the decision, and under the auspices of the subsidiary, the project was able to continue near-seamlessly

with the same project managers, quantity surveyors, engineers and other team members remaining on board.

What's more, with a Hawke's Bay company now leading the expansion, this airport is now very much being built by the people of Hawke's Bay, for the people of Hawke's Bay – and remains on track for completion in 2020.

#### The project so far

Travellers are already enjoying the benefits of stage one of this \$20.2m project, with the opening of the new arrivals hall and baggage claim area in January. But there is so much more to come. Stage two begins; the construction of new airline counters and airline back-of-house facilities to the south of the existing terminal building. During stage three the airport terminal and forecourt area will be further enhanced and imbued with Hawke's Bay flavour, including the establishment of an expanded range of food, beverage and retail offerings showcasing the very best of our region.

Expect to see major changes over the coming months, as the airport check-in area, being established at the southern end of the terminal, quickly takes shape. The new check-in counters will be operational towards the end of this year.

Remodelling of the airport's internal roading and carpark will commence over the coming months, including the construction of a new roundabout at the juncture between the new entranceway



and the airport's existing ring road. This will improve wayfinding and simplify access to the main carpark.

By the end of August, travellers will enjoy new, highly robust, state-of-the-art car park access control technology and will be able to choose from an expanded range of payment methods – including tap-and-go on exit. Reconfigured access points in and out of the carpark will help with vehicle dispersal around the parking areas.

As part of stage three, the forecourt will also undergo an upgrade so that the available space in front of the terminal is used more efficiently. The improved design aims to facilitate a smoother transition for passengers who are dropped off and collected from the airport.

#### A sense of place

Each airport project will continue the narrative of the Watchman Road installation under the guidance of local artist and Mana Ahuriri representative Jacob Scott. With his experienced design-eye, Hawke's Bay Airport will embody the very essence of our region, our landscapes, our culture and our people.

## What's the difference between creativity and innovation?

*Edited from content first published by Idealog*

*Innovation and creativity are two terms that can tend to get muddled when it comes to talking about business. Advertising guru Mike Hutcheson explores the difference between the two.*

When it comes to innovation and creativity, all minds are not created equal. It seems appropriate to start by defining what we mean by those terms and examining their relevance to our lives. I believe innovation is the love child of creativity and unfulfilled human needs.

Creativity is about insight rather than information and defies accurate definition, but one that comes close is "seeing what everyone else has seen and thinking what no one else has thought." It comprises three essential elements; originality, utility and a tangible product that is recognized by others. The utility could be corporeal or intangible. It could mean anything from a useful device or tool, to a work of art.

To claim creativity can be learned is to demean it. There is no doubt that creative skills can be honed and polished, but the core talent should pre-exist the polishing.

So, who has it, where should we look for it and how do we recognise it when we see it? While it is true that all creative people are bright, it is not true that all bright people are creative. There is a body of evidence that suggests beyond a certain point, (like an IQ of 120) higher intelligence has no real bearing on creative powers. In other words, you can't be a creative innovator just because you are very clever.

Generally speaking, discovery and invention comes from intuitives who make up approximately 24% of the general population. Order is made from chaos by non-intuitives who make up the other 76%. The world needs both sorts – in that kind of proportion – in order to function.

Consider the relationship between creativity and intelligence. Many inventors, or innovative scientists like Einstein (an average mathematician by his own admission) and 80% of the members of the Royal Society, were strictly B to B+ students at university. Their success being due to the fact that they have creative rather than linear minds.

Innovation comes from creative people with lateral minds working with people with logical minds to make something out of nothing.



Their resulting ideas may be built in concrete, painted on canvas, printed on paper or projected on a screen. Collaboration is the key.

*How the creative process works no one really knows. But it is mostly about absorbing lots of information and images and letting them distill in your subconscious mind. Then insights seem to pop out as if from nowhere, usually when you are in the shower or on the motorway or eating your sushi. Pretty much anytime you haven't got a pen handy.*

Creativity is not a process you can learn from a textbook, any more than owning a set of golf clubs makes you Tiger Woods. But innovation can be the domain of everyone – with differing minds working together to bring creativity to life.

To read the article in full:  
<https://bit.ly/2UGFKT1>

## SODA sessions – friendly “dragons’ den” helps the start-up and new business community grow

*Contribution from Business Hawke's Bay*

*Last year, Business Hawke's Bay and business incubator SODA Inc. got together to offer start-up support programmes in the region to meet an identified need and deliver on the objectives of Hawke's Bay's regional development strategy for economic and social growth.*

The SODA programme provides start-up founders with the right resources, connections, and world class mentors to help them develop strategies that will scale their knowledge and business quickly.

Qualifying applicants present their opportunity to a local panel – ‘a friendly dragons’ den’, and if successful SODA works with the founder(s) to craft

a customised programme and mentoring match.

So far, two dragons’ den SODA sessions have been held and two start-ups have been selected to work with SODA, says Denise Gluyas, Business Development and Project Management, Business Hawke's Bay.

“This is very exciting for the founders and for Business Hawke's Bay. What the SODA sessions have shown us is that there is more support required to get business ‘pitch ready’ and to the right level, so that they can win a place on the SODA programme.

“That’s why we’ve brought CO.STARTERS to Hawke's Bay, to provide additional support for entrepreneurs and business start-ups and accelerate business ideas.



“With the foundation skills and knowledge that CO.STARTERS provides, we'll have more founders banging on SODA's door, and making the grade to join the SODA programme and work alongside their dream mentor,” she says.

Business Hawke's Bay's partnership with SODA Inc supports Matariki Hawke's Bay Regional Strategy for economic and social growth, work area 3. Specifically actions 3.2, 3.3 and 3.4 which are about establishing a small business incubator, accelerator programmes, business growth services and identifying start-ups and high growth firms and barriers to growth and local capability.





## Unison connects with the Hawke's Bay community

Contribution from Unison

*With another bumper winter sports season about to kick off, Unison is looking forward to encouraging inclusion and participation in junior sport in Hawke's Bay again in 2019, through its Greatest Supporter Programme.*

We started the season on a high at the Unison Girls' Rugby Gala Day – which aims to encourage more female participation in our national game. Over 370 budding women's rugby players from Primary, Intermediate and Secondary Schools across Hawke's Bay took to the field in age-based Rippa or Sevens tournaments at the Hawke's Bay Regional Sports Park on Thursday 4 April.

While honing their skills, participants also had the opportunity to view the Women's Rugby World Cup and meet Women's Rugby World Cup 2017 Champion Black Ferns, Marcelle Parkes and Jackie Patea-Fereti.

Unison Group Chief Executive, Ken Sutherland says Unison is proud to support the growth and development of rising female rugby players in the region through its partnership with Hawke's Bay Rugby Union – under the Greatest Supporter Programme.

*"The Gala Day is a fantastic recruitment tool to bring current and aspiring female rugby players together, to encourage participation, develop talent and ultimately strengthen the game in Hawke's Bay.*

"Supporting events such as this – across all sporting codes – is also a great opportunity for us to develop stronger relationships with our young people and their families, while educating them on how to stay safe around Unison's network," says Ken.

Unison reaches over 10,000 children in Hawke's Bay annually through its involvement with junior rugby, netball, hockey and football, providing financial assistance and/or sports equipment, along with the infamous Greatest Supporter kit bags. As part of this programme, we also run a variety of competitions and campaigns throughout the winter sport season to maintain engagement, and at the end of the season the Unison Medal ceremony is held, acknowledging parents, coaches and players. The ceremony also recognises one outstanding player from each team who has shown work ethic, discipline and fair play throughout the season.

## Hawke's Bay Primary Sector Awards

*Unison was proud to be involved with the Hawke's Bay Primary Sector Awards for the first time this year, sponsoring the Hawke's Bay Professional of the Year Award, which was awarded to Mark Harris.*

We are grateful for the strong relationship we have with our rural customers, the primary producers of Hawke's Bay, and it was great to celebrate and connect with you.

*Pictured: Unison Relationship Manager, Danny Gough (left) presenting Mark Harris with the Hawke's Bay Professional of the Year Award.*



## R&D tax incentive

*Contribution from Callaghan Innovation*

*A scheme that will support a wide range of businesses to undertake more R&D and grow NZ's knowledge economy.*

The Government has committed to raising New Zealand's research and development (R&D) expenditure to 2% of GDP over 10 years.

To reach this target more businesses will need to increase their expenditure on R&D. This will be supported through an R&D tax incentive.

### Main features of the incentive:

- a credit rate of 15%
- a \$120 million cap on eligible expenditure
- a minimum R&D expenditure threshold of \$50,000 per year
- a limited form of refunds for the first year of the scheme that will mirror the R&D tax-loss cash-out scheme run by Inland Revenue. A more comprehensive policy will be in place for the second year of the scheme

- a definition of R&D that ensures the credit can be accessed more easily across all sectors, including the technology sector
- the inclusion of state-owned enterprises, industry research cooperatives, levy bodies, and minority-owned subsidiaries of select Crown entities.

### When the tax credit will apply

The Taxation (Research and Development Tax Credits) Bill is about to go before Parliament for its Second Reading, and if it is passed into law, the R&D tax incentive will take effect from the beginning of a business's 2019/2020 income year.

For most businesses this means expenditure on eligible R&D undertaken from 1 April 2019 will qualify for the R&D tax incentive, and they should start recording their R&D expenditure now to ensure their records are ready to file at the end of the 2019/2020 tax year.

We encourage businesses to look into whether they might be eligible for the tax incentive.



You can find out more about eligibility and record keeping obligations in Inland Revenue's draft guidance material online.

For year one of the R&D tax incentive there is limited refundability available for smaller businesses with cashflow challenges. There is work underway on a more developed refundability process to support R&D businesses with limited tax liability and the Government is committed to having a decision in place for year two of the scheme.

More information about the R&D tax incentive is on MBIE's website

## 6 Wharf business case approved

*Announcement from Hawke's Bay Regional Council*

*Hawke's Bay Regional Council has received confirmation that the Napier Port Board has approved the business case for investment in the development of a new wharf (6 Wharf), subject to funding confirmation.*

The Port's approval of its business case is a condition set by the Hawke's Bay Regional Council prior to a final decision on whether to approve a minority initial public offer (IPO) of shares in the Port and marks an important milestone on the journey towards 6 Wharf becoming a reality for the Port, its employees and customers and the Hawke's Bay region.

The business case approved by the Napier Port Board includes an updated estimate of the projected investment required of approximately \$170 - \$190 million, compared to an initial estimate from the middle of 2018 of approximately \$142 million. The new estimate is based on developed design work undertaken since



the Regional Council confirmed its in principle support for a financing solution of the Port's capital needs in December.

Chair of the Regional Council, Rex Graham, says the Port has tested the 6 Wharf business case against detailed trade and revenue forecasts, design and engineering standards and resource consent requirements.

Mr Graham says he appreciated the huge amount of work the Port staff have put in to preparing this business case.

"What this does reinforce is the need for external capital for Port development as funding 6 Wharf would now be an even bigger hurdle for ratepayers.

"We are fully committed to our original objectives: supporting the Port to invest in its growth, de-risking the Council's investment portfolio, retaining majority ownership and control of the Port and protecting ratepayers from Port development costs."

The updated cost of 6 Wharf construction is being built into the final investment case, including updated valuations and financial forecasts, to be considered by the Regional Council in May prior to a final decision on whether to proceed with an IPO.

Napier Port Chair, Alasdair MacLeod, says the Port's objectives remained focused on delivering an infrastructure asset to serve Hawke's Bay.

"6 Wharf is a highly strategic, intergenerational infrastructure asset that will ease increasing constraints at the Port and put it in a better position to respond to any future growth," says Mr MacLeod.

The Regional Council is targeting making a decision on whether or not to proceed with a minority IPO of Napier Port before mid-June.



## Education reform could affect local industry

Contribution from EIT

*The Reform of Vocational Education (ROVE) project are wide-sweeping reforms that will impact significantly on the Institute of Technology and Polytechnic (ITP) sector. Under the reforms proposal, all 16 of the country's polytechnics and institutes of technology will be incorporated into one national skills and training entity.*

"The review currently underway is hugely significant – a once in a generation shake up," says Mark Oldershaw, EIT's deputy chief executive. It is particularly concerning as EIT could lose its name, identity and reputation.

Until now, the EIT brand has stood as solid as a rock, notes Mark Oldershaw.

*"Since the institute was established 42 years ago, it has never made a financial operating loss. While other ITP's have experienced a down turn in student numbers, EIT is experiencing the largest body of students ever."*

These numbers are proof that EIT is a trusted partner and anchor institution for the people of Hawke's Bay. They refer to EIT as "our EIT" and they care about it.

EIT's substantial connections with local industry were built and consolidated over the last decades. Courses and programmes are constantly reviewed and widened to meet learner needs as well as the industry's demand for well-trained employees.

Last year for instance, the school of primary industries introduced a part-time diploma in horticulture, Post Harvest Strand. This was fit around the busy packing season and is tailored to working professionals. In July, the school of trades and technology will launch a joinery certificate to train workers for Hawke's Bay's booming building industry.

Furthermore, EIT created an array of graduate and post-graduate business diploma focusing on logistics, supply chain management and entrepreneurship, to name a few. An increase in requests for data analysts, coincided with the school of computing's recent inclusion of these courses into both their under-graduate and post-



graduate qualifications.

Looking at these examples, it's needless to say, that EIT plays a fundamental role in providing education within Hawke's Bay.

Concerns are then justified that a highly centralised entity will not enable this kind of tailored responsiveness. "EIT will no longer have the agility to respond with training to fill workforce skills gaps. No one knows our own regional needs better than ourselves," Mark Oldershaw points out, "Hawke's Bay's social and economic needs may no longer be met."



## Napier CBD – the city of the future? Well...maybe not, but we definitely bat well above our average

Contribution from Napier CBD

*For a city so rooted in history, we are moving steadily towards what is commonly recognised as being the future of CBDs – that being "experience centres". Loosely this means it will be more about how you FEEL when you are in town due to the environment rather than what you can BUY. Touchy feely town centres here we come!*

We are all well aware that shopping behaviours and therefore the face of the high street is changing rapidly – the introduction of the internet has shaken retail to the core and it's time to do things differently. There will always be a place for bricks and mortar retailing of course, and Napier stores such as the Barkers Chop Shop, that exemplifies mixed use retail, or Two Lippy Ladies, who simply own their online space are two examples of stores evolving with the needs of their customers.

The leader of the pack consumer spend wise these days is the food and beverage sector – year on year it is reporting double digit increases and this is a trend seen both nationally and internationally. This can be felt in Napier CBD with many new cafe/restaurant/bar openings, and more in the pipeline. To support these businesses Napier City Business Inc is undertaking a significant project to build on the "after 5" economy.

Place-making is an activity that is occurring frequently in the CBD thanks to Napier City Council. A roll of turfed grass or a painted building might not seem that outrageous, but all the best cities in the world (think NYC) have extensive place-making strategies creating moments to linger, to stop and chat, to simply be – not necessarily encouraging you to spend money, but simply to enjoy your CBD and re-energise areas that perhaps had been neglected.



With Art Deco buildings, a plethora of street art, pop up spaces, the development of Marine Parade and a hopeful upgrade of Emerson Street on the cards, Napier CBD is primed to be both functional in its offerings and FUN to be in. If we continue to build the environment, this will encourage the feet on the footpath, which in turn brings the businesses – the perfect storm for a sustainable, modern city.

We definitely don't have it all right, nor do we try to say we do. The future of town centres is going to come down to largely listening to what people actually want from their CBDs and trying to make it happen, and like anything good – change doesn't come easily. So flick us your ideas and we will see what we can do!

Check out [www.napiercbd.co.nz](http://www.napiercbd.co.nz) or @napiercity on Facebook and get in touch.

## Bryan Wilson – driving the Provincial Growth Fund in Hawke's Bay

Contribution from the PDU

*As the Head of New Zealand Food Safety, part of Ministry of Primary Industries (MPI), Bryan Wilson knows the primary sector and knows how valuable our growers and farmers are to our country's economy.*

Before joining MPI, Bryan worked at the Ministry of Social Development, Treasury, and the Department of Internal Affairs. His experience also spanned the private sector both here and across the Tasman, working for Telecom and Aurizon Network in Brisbane.

It's this combined knowledge that's a strong factor behind his appointment to drive the Provincial Growth Fund's (PGF) work in Hawke's Bay, a region driven by horticulture, agriculture and viticulture.

As the area's Senior Regional Official (SRO), Bryan will be in charge of facilitating the Government's approach to investment in the region, which is not without its challenges.

"I can see it's absolutely essential that we overcome the siloed operations of Government," he says. "I really see a key part of this role is facilitating better cross-agency cooperation, and that people see the PGF as a willing partner to help

find tailored solutions that will benefit Hawke's Bay.

"My personal style is very much about having discussions and hearing a range of views. I know for people working in the business, education or the social sectors, it doesn't matter which government agency you're dealing with – people just want to know what they need to do to achieve their goals."

*Bryan also admits there's more to be done to help people understand what the SRO role can offer and communicating what the PGF will deliver for Hawke's Bay.*

"For me, the SRO role really comes down to being a voice for our region and our local people in central government. It's about understanding where the opportunities are to help the region continue to grow and supporting good decision-making in areas that impact business development, labour capacity, water, and infrastructure. It's also about communicating the unique issues we face in Hawke's Bay.

"It's important people know the Fund is underpinned by a robust and transparent decision making process. Grants up



to \$1m are approved by our board of SROs, projects in the realm of \$1 – \$20m go to Regional Economic Development Ministers and anything over this goes to Cabinet. The fund also has an established Independent Advisory Panel which provides impartial advice."

"We are currently working hard on putting together a balanced package of investments for Hawke's Bay which will be announced shortly. This will include funding for industry training, digital connectivity and infrastructure. It doesn't stop at this announcement though. Investment from the PGF is still available so I encourage people to talk to our team about their ideas."

While undertaking the SRO role, Bryan will continue in his dual role as the Head of New Zealand Food Safety and Deputy Director-General Regulation and Assurance at MPI.

## A sustainable Hawke's Bay District Health Board benefits everyone

Contribution from Hawke's Bay District Health Board

*Hawke's Bay District Health Board (HBDHB) is a member of Global Green and Healthy Hospitals and recently received certification to the Certified Emissions Measurement and Reduction Scheme (CEMARS®).*

This is a significant step toward better understanding and reducing the DHB's carbon footprint – one of several initiatives to minimise our impact on climate change, reducing our impact on the environment and supporting wellbeing for everyone.

The sustainability programme has five focus areas:

- **Energy and carbon management** – Energy is HBDHB's second highest emission category so this work is focused on reducing HBDHB's emissions, maintaining CEMARS® certification, increasing energy efficiency and reducing energy emissions.
- **Sustainable waste management** – Waste and recycling is our third highest emissions category that we can aim to reduce. HBDHB will launch a new community medicine scheme with pharmacies on 1 July aimed at increasing proper disposal of medicines to reduce environmental impact. We are also looking to transition to environmentally sustainable products whenever possible and will be exploring how to minimise the use of plastics and single-use items.
- **Sustainable water management** – We can do our part by ensuring new construction and refurbishments minimise water use.
- **Sustainable and efficient building and site design** – Integrating environmentally sustainable design into capital and strategic projects will reduce ongoing operations and maintenance costs and emissions long-term. The upcoming Facilities Master Plan process provides an opportunity for more efficient buildings and site design over the long-term.
- **Sustainable transport and travel** – HBDHB will continue to support the success and efforts of the "Go Well" Travel Plan.

*Story continued on the next page*





HBDHB is one of several DHBs now joined up to the CEMARS® scheme and certification includes all our sites – Hastings, Napier, Wairoa and Central Hawke's Bay. As part of the sustainability programme there will be five focus areas; sustainable management of energy and carbon, waste, water, transport and travel, and efficient building and site design.

A great example of the work we are doing is our "Go Well" Travel Plan, launched in 2015, which has increased use of sustainable transport by 15 per cent, reduced single occupancy trips by 18 per cent and increased public transport use by 7 per cent.



Ultimately sustainability is about bringing people on a journey which encourages behaviour change, influences planning and decision making, and ensures staff and health consumers understand that operating in a sustainable way supports health and wellbeing for everyone.

#### Agribusiness

## 120 High School Students get hands-on at Dairy Industry Careers day in Otane

Contribution from Your Talent Pipeline

*Students from 13 schools across Hawke's Bay and Taranaki were treated to a day on the farm to discover more about the diverse range of job opportunities in the Dairy Industry.*

Farm Manager Craig Alley and his team at Wantara Farm in Otane, worked in collaboration with local and national businesses, government agencies and education providers to create a 'gate to plate' experience for year 10 students.

Priority was placed on demonstrating to students that there is opportunity in Hawke's Bay to get work that can be rewarding, sustainable and that leads to successful career outcomes for all young people in all aspects of the industry; from farm management, animal health, transport and distribution, logistics and crop management to environmental protection, bio-diversity, science and technology.

Businesses shared their expectations of young people entering the workforce which includes getting their full driver's licence, being prepared to show up on time, showing enthusiasm and curiosity to learn, to work well with others and to be passionate about doing a great job every day. In return, employers can provide work experience, apprenticeships, study assistance and support for students to achieve their career goals.

Teachers accompanying students said: "It's been great to hear business people being 'real' with our kids, telling them how it is, being honest and up front and giving so much of their time to make today rewarding for the students."

Businesses conveyed their passion for encouraging young people to see the opportunities and to know that success is attainable for those who want to jump into the workforce from 16 years of age and earn while they learn, and those who go straight to University or Polytech.

This was a true collaboration between businesses, educators and government agencies across the region to co-ordinate and deliver a programme that engages our young people in the world of work as a first step in helping them to make informed decisions about what next for them.

*Farm owners Bruce and Chris Newman, said of the day: "There is a real shortage of skilled workers in the industry that are passionate about what they do. So we were very keen to get behind such a great initiative that supports the next generation."*

Lesley Leech from Your Talent Pipeline, who worked with all stakeholders to deliver this highly successful event, said: "what's important now is the 'what next?' Questions' for schools and for businesses. Our job is to follow up with the schools so that we can consolidate this experience



to continue conversations with those who are interested and to 'join' the dots for students as they start to think about subject choices for year 11. We will also be following up with businesses to understand more clearly, what they have in place to help pathway young people into employment."



## Rachel's road trip – a potted summary of recent agri conferences

Contributed by Rachel Campbell,  
Business Development Manager,  
Land to Brand, Business Hawke's Bay

*From regional New Zealand to the cities, I spent the last month attending some exceptional events learning from some of the greatest minds in primary industry both here in New Zealand and internationally. From the East Coast Farming Expo in Wairoa to AgriFood Week in Manawatu and the Grow 2019: BOMA NZ Agri Summit in Christchurch, the events got bigger but key themes were embraced throughout.*

### Catering to population growth sustainably

Who will we be feeding in 2050? Current rates of growth indicate 10 billion mouths to feed. But what will they want? Who will they trust? And how can we feed them and meet their needs sustainably within current labour force constraints? We were reminded we need to put the future consumer at the forefront and work backwards from there when creating products and business models. A range of speakers talked about how consumers are increasingly looking for "more than taste and health benefits" from their food. They also want food that's ethically sourced with minimal environmental impact. Raymond McCauley, principal at Exponential Biosciences, speaking at Grow 2019 said we have to grow as much food in the next 30 years as we have done through the recorded history of humanity. That's a big ask!

*We also learned that food and fibre waste are mammoth issues and that perhaps solving these challenges could go a long way towards feeding 10 billion responsibly. In fact, if food waste were a country by itself, it would be the third largest emitter of greenhouse gases, after the US and China.*

Debates were heated on lab proteins and gene editing versus using authentic stories about pure New Zealand produce to add value, the impact on climate change of planting trees versus pastoral farming; and whether robots are creating or taking jobs.

### The current buzz words

With buzz words like land diversification, circular economy and tech cross-pollination being bandied about, you'd be forgiven for feeling cynical. However, we heard from incredible people and businesses in New Zealand actually putting these ideas into practice. Recycled uniforms, waste utilisation in value-add products like juices and powders, tech idea generation driven by collaborative farmer groups, and iwi groups investing in alternative and regenerative land use options.

### Agri and food tech

The mind boggled at some of the tech coming our way with sensing cameras, chips and scanners being applied to food safety, pest control, animal health, traceability, data storage and so much

more. One of my favourites was AgUnity who are lifting famers in developing countries out of poverty via an app using blockchain technology that will ultimately allow consumers across the world to trace exactly where their coffee came from and communicate with the grower and even give them a tip! But our businesses need a culture that nurtures innovation to allow for these tech breakthroughs to happen.

The Future of Food was the theme for Business Hawke's Bay last year and this year we are embracing Innovation and Entrepreneurship. In November we are holding a conference that will look at showcasing and stimulating innovation and entrepreneurship across all sectors. More on this later in the year.

To further stimulate a value-added growth mindset in the region we will be involved in the PGF-funded Sheep and Goat Milk Project Workshop on May 7, as well as hosting an event in the middle of the year to enable discussions around other land diversification opportunities.

**For more information on these events or to discuss opportunities in the food and beverage and agri space please contact Rachel at Business Hawke's Bay on [bizdev@businesshb.nz](mailto:bizdev@businesshb.nz).**





## Annual plan roundup – Councils of Hawke's Bay

*Edited from content published by CHBDC, NCC, HDC and HBRC*

*In the last few weeks most of our councils have started the annual plan consultation process. Here's a roundup of what they've had to say.*

Central Hawke's Bay District Council (CHBDC) adopted a non-rateable income funding strategic framework, which will enable it to look for new revenue streams other than rates. With a small rateable base, but major capital projects planned, especially around water security and impact of weather events on the district roads CHBDC has balance rates affordability to ensure a thriving Central Hawke's Bay.

Next steps are for CHBDC CEO to develop an operational work programme that looks to achieve the key initiatives over a three-year programme. The work programme will look to prioritise those initiatives that the council has identified as of most importance.

In its consultation document, Hastings District Council (HDC) said it has had some significant unavoidable challenges to face over the past couple of years that has put pressure on finances. Council is managing its expenses very carefully to make sure rates are affordable. In respect of the budget and rates, HDC said the budget for the year signals an overall base expenditure rate increase of 2.8% compared to 2.2% in the long term plan. The budget for the year required some adjustment to add capability to deliver services in the waste management, building inspection and parks activities. Adjustments were also necessary to reflect escalating insurance information technology costs. These costs have been substantially offset by finding efficiencies and reductions across Council services. Submissions on HDC's annual plan close on 12 May, submission hearings being on 4 June and the final annual plan will be adopted on 27 June.

Water works and recycling are two of the main topics in this year's Napier City Council (NCC) annual plan consultation, which opened on 8 April and runs until 13 May. Decisions by other countries to stop taking New Zealand's plastic recyclables has had a major impact on what Napier and Hastings can do with this type of waste, and has also increased the cost.

In May, NCC's kerbside recycling contractor will stop collecting plastics graded 3-7. The sharp increase to kerbside recycling costs to \$72 per year per property has meant that Council has had to absorb the extra cost above the \$19 per year that households currently pay. The kerbside recycling cost is projected to increase to approximately \$95 per household.

The question for Napier residents and ratepayers in this consultation is whether NCC continues to use its reserves to pay the higher kerbside recycling costs, or whether they would be happy to pay the full cost from the start of the next financial year, on 1 July.

The part-pay option, which NCC prefers, would add \$2.62 per week per household, while keeping the average rates increase for the 2019/20 year to 6.4%.

NCC is also continuing to make improvements to the city's drinking water network, and this has added \$22 to an average property's annual rates. As well as bringing forward projects which were outlined in last year's long term plan (LTP) 2018-28, three new projects have been added to the work programme for 2019/20.

*Mayor Bill Dalton said: "We want to know what people think of our plans for the coming financial year. It is no easy thing to meet the needs of the community and ensure our 'business as usual' duties are adequately funded and carried out, while not bringing greater hardship upon residents and ratepayers."*

Hawke's Bay Regional Council (HBRC) says it is well underway with the additional staff, structure and support needed to protect and enhance the environment of Hawke's Bay.

It is responding to the influence of climate change, through programmes such as erosion control, water security, flood protection and coastal hazards.

"From the Regional Council's initial environmental focus on priority hotspot areas – such as Tukituki, Ahuriri, Tūtira and Whakakī – to our plans for tree planting, predator reduction, soil retention, improvements to water quality and stronger regulation, we are on the right track to making a difference," says Regional Council Chair, Rex Graham.

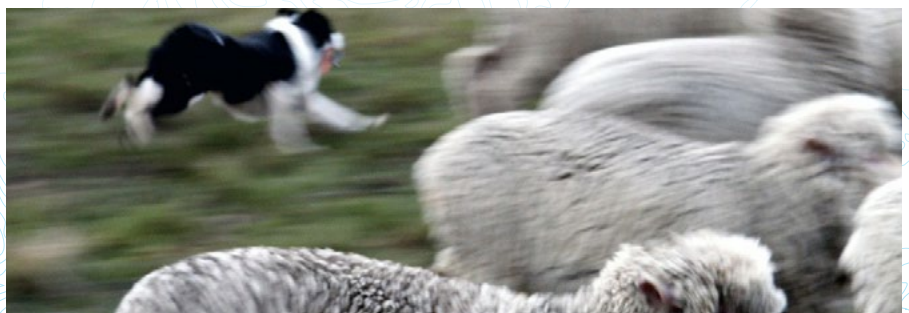
*"As we accelerate the Regional Council's work, supported by the stronger teams in planning, consents, compliance and science, we're beginning to make some way with new opportunities arising out of our partnerships and the incentives we can now offer," adds Mr Graham.*

This year the Regional Council confirms the forecast general rate increase of 7.9%, which include a 2% adjustment for overheads and inflation.

There are no significant changes to the work plan for the year ahead, based on last year's long term plan. Rather than consult with the public on this year's forecast rate increase, the Regional Council will update the community in June on its significant projects, either under way or due to start after 1 July 2019.

Of the \$52.7 million budgeted to be spent by the Regional Council in the 2019-20 year, almost 20% will be allocated to transport (\$5.2M), 21% to catchment management (\$11.2M) and 40% to managing and maintaining assets (\$21.1M), such as the Heretaunga Plains Flood Control Scheme.

To date Wairoa District Council has not made any announcements about its annual plan.



## The top 10 questions to ask your suppliers... before your customers ask you

*Edited from content first published by  
NZ Business*

*Supply chains of all sizes are increasingly targeted by the Internet-powered X-ray vision of regulators, NGOs and concerned customers. Here's how to use it to your advantage.*

Procurement is one of the key ways you can shape a business you are proud to work for and own. It expresses the values your business holds and signals the role you intend to play in the world.

Taking a conscientious approach to procurement can also help your business succeed. It can cut costs, uncover efficiencies, smooth customer relations, avoid risk, ease reporting and transparency and more.

The Sustainable Business Network (SBN) recently published a Sustainability Question Bank for Procurers. It's based on research by Dr Sam McGlennon, in partnership with a range of businesses across the waste, cleaning and clothing sectors. It's a useful primer to build up your own quick and easy procurement criteria.

"Your suppliers should be contributing to your business's sustainability performance. Without deliberately choosing that path, you might find they are undermining it," says McGlennon. "At the very least suppliers should have a good reputation and a strong set

of values. They need to hold any relevant accreditations, certifications and consents. They need to be working to improve their sustainability performance, which pushes yours along too."

McGlennon also stresses that it's not all about getting lost in the bewildering array of certifications that are now out there.

"It pays to be clear on exactly what outcomes you want suppliers to demonstrate, and start from there. You don't want to set certification standards you don't fully understand or that may not be relevant or achievable."

The SBN Question Bank offers dozens of suggested questions to consider. They focus on products, materials, equipment, services and construction. This allows you to select those most relevant to your work.

### But here's a selection of key things to think about:

1. Can you trace exactly where everything you supply to us comes from?
2. What social and environmental issues matter for the materials and products my company buys, and the processes that produce them?
3. How are you trying to reduce those impacts? Do you need help?
4. What could I be doing with all the stuff we buy, sell or otherwise deal with at the end of its life?



5. Specifically, how can we stop it going to landfill?
6. Are we always acting as a 'good neighbour' wherever work for us takes place?
7. How can I be sure that everyone involved in making all the products and services we use is well looked after?
8. What questions are you asking of your suppliers?
9. What training or information are you providing to your suppliers, or could we provide for you, to help increase alignment with us?
10. What's an easy way for me to capture this information with a view to making it public as part of our obligations on transparency?

"Ignorance is definitely not bliss in supply chains and procurement!" says McGlennon. "In fact it's an absolute hazard. Keeping a close eye on the goods and services your company uses is a prerequisite for success."

"Businesses doing this well are experiencing significant advantages. It can break you into new markets; it can win you customers because you can confidently tell your story."

To read the article in full:  
<https://bit.ly/2KDjaMS>

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## HAWKE'S BAY INNOVATION TOUR

**Friday 24 May**  
**8.30am – 5.00pm**

Showcasing hidden innovation and technology secrets happening in Hawke's Bay

Get up close with six fantastic innovative entrepreneurs, and see how innovation is applied in the business environment

Networking lunch at a local winery.  
Hop on the coach and join us for the day.

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## Inaugural Awards to Celebrate Forestry in Hawke's Bay

*Edited from content provided by Hawke's Bay Forestry Group*

*Hawke's Bay's flourishing forestry industry will be celebrated this year with the announcement of a new awards event being held in November.*

Matt Croft, chair of the Hawke's Bay Forestry Group, says it is a great move for an industry that is one of the biggest contributors to the Bay. Export levels have doubled in the past 24 months, going from 1.6 million cubic metres in early 2018 to over 2.2 million cubic metres now and expected to grow to 3 million by 2021.

With 133,000 hectares of plantation radiata pine in the region and 48,000 hectares at a harvestable age, the industry with its associated services account for around \$200 million of the region's GDP.

*"This is a chance to put our industry in public view and acknowledge the great work being done by those who work in forestry," says Mr Croft.*

There are 14 different categories with the overall Skilled Professional of the Year

found from six of those covering forestry, roading, harvesting, distribution, wood processing and tree faller excellence. Women, trainees and the environment are also celebrated in the awards, with categories for each.

Nominations for the awards will open on August 1, with judging in October and the awards dinner in late November.

For more information head to: <http://hbforestawards.co.nz/>

## How technology supports New Zealand's apples and pears industry

*Edited from content first published by Tech Wire Asia*

*New Zealand is one of the 33 major apple growing countries in the world, and for the past four years, it has been a leading force in the market in terms of output and innovations, despite deteriorating weather conditions.*

In an interview with Tech Wire Asia, Alan Pollard, CEO of New Zealand Apples & Pears talks about New Zealand's view on technology in the apples and pears industry.

*"Our industry funds an extensive R & D programme each year, along with R & D being commissioned by individual members.*

"This includes such things as robotics and automation both on-orchard and post-harvest; production technologies around tree structure, crop protection and environmental tools; technology around pest and disease proactive risk identification, resistance and management; and new varietal development."

One of NZAP's members, Longview Packhouse in Hawke's Bay, is a great example of a company using technology to improve quality, output, and efficiency.

The company has brought in many technology solutions – including a Compac blemish sorter, a palletizing robot, and an automatic strapping machine.

*"It's really changed our business," said Packhouse Manager, Michael Caccioppoli.*

The sorter scans up to 60 apples a second, takes 40 photos of every piece of fruit, and sorts them based on their colour, size, shape, and any defects. The automatic strapping machine puts corner boards onto the pallet before strapping each pallet eight times – twice as many straps as was possible with manpower.

"If we are to maintain our position as the number one apple industry in the world, we will need to continue to develop and embrace emerging and new technologies," explained Pollard.

"Understanding the social impact of new technologies, accessing people for the industry with the right skills, and capital constraints are among the top challenges for NZ apple growers."

Using technology has allowed Longview Packhouse to grow its business says Caccioppoli.



"Demands from our customers are getting higher, which is fine because we're commanding a higher price for producing a more premium product.

*"That means we have to deliver a more consistent product and the technology we use definitely gives us that," he says.*

Longview Packhouse is a great example of what can be achieved when technology is leveraged to transform a business.



## Connect

### First the Skills Board, Now Freelance and Gig assignments!

Contribution from Business Hawke's Bay

*Are you a business with work that needs to be done – but you're not needing or wanting to create a full time role in your business? Are you a freelancer looking for temporary assignments, contracts or short term roles? Business Hawke's Bay's freelance and gig assignment board can help!*

The trend towards the gig economy has begun. A gig economy is a free market system in which temporary positions are common and organisations contract with independent workers for short-term engagements.

This kind of flexible working will continue to expand and diversify.

Business Hawke's Bay is well connected to local businesses to help freelancers find their next assignment or engagement opportunity. Freelancers with a range of skills are available to complete that project or short-term piece of work for local business. People choosing to work in the new gig economy like the independence and flexibility it provides and businesses can take advantage of these skilled and capable people to complete a piece of work or project.

To find out more about BHB's freelance and gig assignment support, visit the link <https://bit.ly/2VyFjA6>



### Five minutes with Michelle Turfrey

Business Hawke's Bay Board Member



### Five minutes with Michelle Turfrey, board member, Business Hawke's Bay

**What role do you have and what organisation do you work for?**

Partner, Crowe Horwath Hawke's Bay – based in Central Hawke's Bay

**What's your area of expertise?**

It's very varied. I am a chartered accountant by qualification and these days I work as business advisor helping clients with their business strategy and how to grow their businesses.

**What has been your career journey?**

I've worked for accountancy practices and in-house for commercial businesses. After I completed my Bachelor of Business Studies at Massey, I started out in a chartered accountancy, which took me to London. While working in London I decided to get some commercial experience, and began working for a large business as Financial Controller. When I returned to New Zealand I held other senior finance roles until 2005, when I decided that I wanted the challenge of working for a number of clients rather than just one.

It was then that I returned to chartered accountancy. So I've come full circle.

**Why is HB a great place to do business? What makes it special?**

The people and their willingness to give things a go and the fact that as a region we punch above our weight. I think a lot of this is born out of people wanting to stay in the region, so they innovate to stay here.

**What's the most interesting innovation or tech change that you've seen recently? (doesn't need to be HB)?**

Innovation in the agribusiness sector has been and will continue to be huge, particularly in the area of stock management and traceability of food.

**What are the biggest challenges facing HB?**

The three "Ls": Labour, location, land use.

**How long have you been involved with BHB?**

About two years on the board but prior to that in various aspects since inception.

**Why are you involved with BHB?**

I wanted to give back to the region in some small way, and I also want to be able to help the hard working owners of small to medium enterprises in the Bay.

**Where is BHB adding the most value?**

Connecting businesses and people, and supporting local growth.

**What's HB's best kept secret?**

Good question! It's hard to say as there are so many but it has to be opportunity. There is so much to do from a personal and business perspective here that you could go on forever. From a personal perspective the views when you walk to the top of any of the three peaks in Taradale; Otatara, Dolbel and Sugar Loaf. That's Hawke's Bay. You see the rivers, the vineyards, the orchards, the farmland, and the ocean. It's all pretty special.



Tech, design & innovation

## TechweekNZ – Hawke's Bay style

Contribution from Business Hawke's Bay

*In May, we celebrate TechweekNZ, a nationwide festival that supports New Zealand's rapidly growing technology and innovation sectors.*

Business Hawke's Bay is involved as a regional co-ordinator of TechweekNZ, and is hosting a Tier One TechweekNZ event showcasing our regional innovations.

Business Hawke's Bay CEO, Carolyn Neville says TechweekNZ is a great opportunity for the region.

*"Innovation is vital in driving economic performance. But Hawke's Bay businesses already know this; innovation and technology is part of the DNA of our business community. It's not confined to tech companies, it's embedded into the fabric of our local businesses.*

"To 'be innovative' rather than 'doing innovation' has been identified as a global mega trend that propels countries, regions and businesses forward.



"Our event, Innovation Tour of the Bay (Friday 24 May), showcases a taste of leading edge innovation across a range of industries, amplifies brilliant ideas and promotes our entrepreneurs on a national stage. It's also a fantastic opportunity to network, share experiences and ideas, build connections and hear from an inspiring speaker over lunch.

"We'll visit some of our most inspirational and innovative business leaders who will share their journey and talk about how innovation is a core part of their business model and success. Business Hawke's Bay is incredibly grateful to those taking part: New Zealand Frost Fans, David Trubridge, Origin Earth, Bio Engineering,

The Urban Winery, Oak Estate and b Studio."

2019 is Business Hawke's Bay's year of innovation and entrepreneurship. Innovation Tour of the Bay supports two pillars of Matariki, Hawke's Bay's Regional Development Strategy for economic and social growth; Pōtikitanga – to promote greater innovation, productivity and agility, and Matangi Rau – to become a beacon for investment, new business and skilled migrants.

For more information on Hawke's Bay TechweekNZ events including tickets for the Innovation Tour, visit [www.businesshb.nz](http://www.businesshb.nz)

## Hawke's Bay Chamber of Commerce appoints new CEO

Contribution from Hawke's Bay Chamber of Commerce

*Karla Lee is the new CEO of the Hawke's Bay Chamber of Commerce, replacing the long-serving Wayne Walford who left the organisation in March.*

No stranger to the Chamber, Karla has been its business support and events manager for the past three years, and has established herself as knowledgeable, passionate and an amicable person. She has proven herself to have exceptional people skills, to be a clear communicator and is able to maintain impartiality.

Karla has successfully managed the Chamber's annual Business Awards and the Youth Enterprise Scheme over the past few years along with various

events and guest speaker seminars. Karla's high standard and ability to build relationships within the business fraternity have created many open doors to progress collaborations between business owners.

*Along with her practical knowledge and ability, Karla holds a Bachelor of Business Studies with a double major in Marketing and Human Resource Management. Karla has more than 15 years' experience in management roles within Hawke's Bay, from the Hawke's Bay Museum to the New Zealand Red Cross.*

The Chamber's focus is on business collaborations and being a dynamic organisation that leads business owners



to be at their best. The board of the Hawke's Bay Chamber of Commerce are pleased to have appointed Karla to the CEO role and are looking forward to seeing the Chamber continue to grow with her approach and passion for business in Hawke's Bay.

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## Events – Mark them on your calendar

*Hawke's Bay Innovation Tour*

Join Business Hawke's Bay for our Innovation Tour. The tour will be via coach and will travel throughout the Hawke's Bay Region showcasing and sharing some of the hidden innovation and technology secrets that are happening in Hawke's Bay.

Get up close with our fantastic innovative entrepreneurs, and see how innovation is actually been applied in the business environment the tour will also include a stop for lunch at a beautiful Hawke's Bay location.

**When:** Friday May 24, 8.30am  
(an all day event)

**Where:** Tour departs from Hawke's Bay Business Hub, Bridge Street, Ahuriri

**Price:** \$85

**Tickets from:** <https://bit.ly/2PjUhUR>

*National coworking open day; you're invited!*

A New Zealand wide annual celebration of coworking!

National Coworking Day is organised to encourage as many potential, new, or existing, coworkers to try out New Zealand's amazing coworking spaces. Dozens of coworking spaces open up every year in our regions. This annual event is an ideal chance to check out the Hawke's Bay Business Hub – for free!

National Coworking Day has one aim, that is encouraging more people to use coworking.

**When:** Wednesday 22 May

**Where:** Hawke's Bay Business Hub, Bridge Street, Ahuriri

**Price:** Free!

**For more information contact**

**Melissa Bell:** [events@businesshb.nz](mailto:events@businesshb.nz)

*Callaghan Innovation R&D Tax Incentive workshop*

Find out how to take advantage of the R&D tax incentive.

Callaghan Innovation is holding an information seminar on this important subject.

**When:** Thursday 6 June

**Where:** Hawke's Bay Business Hub, Bridge Street, Ahuriri

**Price:** Free!

**For early registration contact**

**Jenny Brown:** [JennyB@hbrc.govt.nz](mailto:JennyB@hbrc.govt.nz)

*Capital Education Workshop*

Presented in partnership with Callaghan Innovation and SODA the workshop is designed to help business owners have a better understanding of NZ's capital raising landscape. A practical workshop to give you the knowledge you need to better understand your options for capital in your business.

**When:** Thursday 30 May, 1pm – 5pm

**Where:** Hawke's Bay Business Hub, Bridge Street, Ahuriri

**Price:** \$50 + GST per person

**Tickets from:** <https://bit.ly/2VnbDqW>

To discuss how we can help you connect, contact us  
Business Hawke's Bay • 36 Bridge Street, Ahuriri, Napier, Hawke's Bay  
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