

OPEN MINUTE ITEM ATTACHMENTS

**Ordinary meeting of the
Joint Committee**

Te Kōmiti Mahi Tahī

**Tuesday 16 March 2021
Commencing at 9.30a.m.
Council Chamber**

Civic House

110 Trafalgar Street, Nelson

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NRDA update | March 2021

A2593621

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Highlights | Pick Nelson Tasman campaign

Received over 1,600 applications.



Highlights | One on one Business Continuity Service

Supported over 2,000 businesses, with 160 intensively case managed.



Highlights | One on one Business Continuity Service



When I saw the opportunity to talk to NRDA I did not hesitate to do so. The tool's, knowledge, advice and network they offer is unbelievable. In our meetings I had a chance to explain my biggest weakness - which is digital marketing. They offered me the right advice and support and guided me to find the right people to sort out my problem.

I am incredibly grateful for the support I received. If I look back, I can honestly say they turned my business around and helped us to grow again. Now we are one of the fastest growing E-Bike brands in New Zealand.

Frank Witowski, Founder/Owner – Hybrid Bikes Ltd

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Highlights | Destination Management Plan

Visitors enjoy, connect with and respect our region, leaving feeling better / healthier than when they arrived.



Permanent residents are also frequent visitors within our region.

Visitors leave the region better off than when they arrived ... and some visitors may want to live here.

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Highlights | We've Got This / Domestic Marketing

- An open source 360 campaign & response to COVID-19.
- Building confidence locally, showcasing what we've got and leveraging local ambassadors.

Launch video
watched
320,000+
times
(1,483 hours)

5.3M
Digital
campaign
views

Media pitching has
generated over

\$1.3M

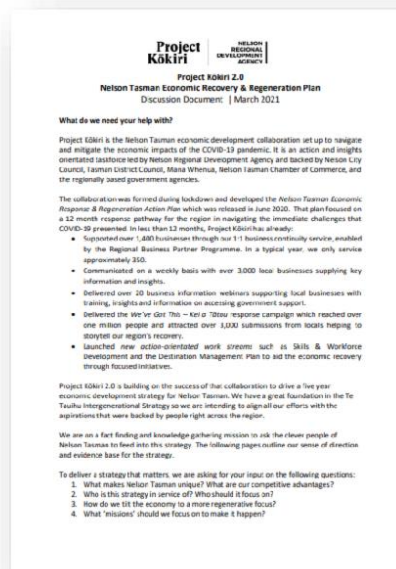
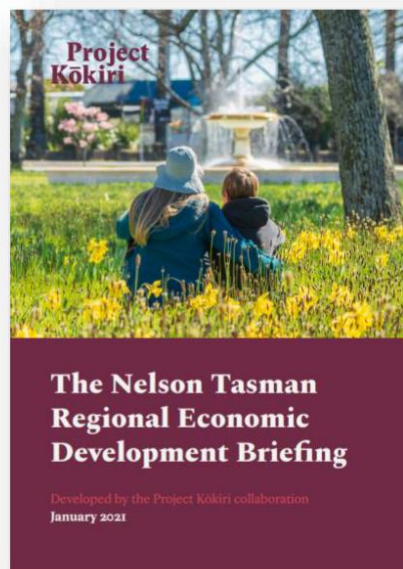
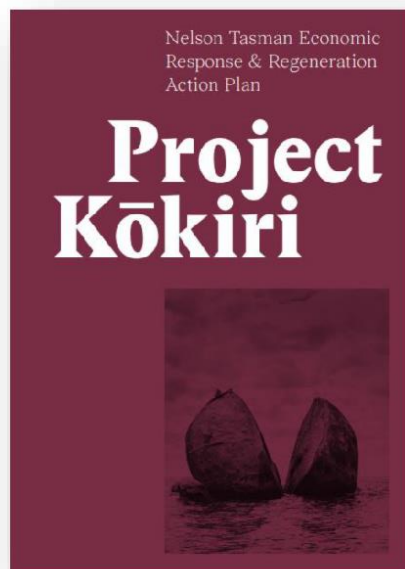
of earned
media value

5.8M views which
featured
**517 mentions of
local businesses**



A2593621

Moving forward | Project Kōkiri 2.0



A2593621

Moving forward



PORT NELSON

Joint Shareholders Committee

For the six months ended 31
December 2020

Presented by:
Geoff Dangerfield – Chair, PNL Board
Hugh Morrison – CEO

16 March 2021



Our Purpose

To facilitate regional prosperity

Kia āhei ki te kōkiri whakamua ki te taumata ā-rohe



Overview

- Extreme volatility in shipping movements
- Frustrations for exporters and importers
- Net Profit after Tax (NPAT) of \$4.3m; 18% ahead of last year
- Interim dividend of \$1.5m paid
- Year-end forecast to exceed NPAT budget and make full year dividend
- Vaccinations commenced 1 March 2021 – 'Border Workers'



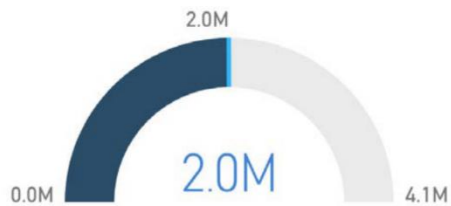
Our Shareholders

Financial Performance

Units (\$mil)	FY 2021-Mid-Year			FY 2020 – Mid - Year	
	Actual	Budget	Variance	Actual	Variance to 2021
Revenue	35.7	36.9	(3%)	33.7	6%
EBIT	7.6	5.6	36%	6.6	20%
NPAT	4.3	2.9	48%	3.7	18%
Total Assets	367.2			281.5	30%
Net Assets	255.6			193.5	32%
Capital Investment	13.9	19.9	(30%)	5.4	57%
Dividends	1.5	1.5	-	1.5	-

Our Customers

RT (vs Budget)
YTD



- Log prices strong, log ship availability low
- Fuel volumes down, fertiliser and logs up

TEU (vs Budget)
YTD



- Container volumes highly volatile
- Empty containers and kiwi fruit low
- Apples and wine strong

Vessel Visits (vs Budget)
YTD



- Visit numbers strong
- Revenue earning vessels down

Our Environment



Carbon

- Recent capital purchase will reduce fuel use
- Establishing “science based targets” – Climate Leaders Coalition



Spills

- 2 minor spills from vessels, one minor spill from crane fault
- Spill responsiveness under review



Noise

- 16 complaints
- No significant noise events from Port operations
- Of the complaints only 3 correlate with a noise incident



Dust & Stormwater

- Upgrade of log yard and stormwater approved; vortex filter to be installed. Includes improved dust management and fencing

Our Community



Open Day
Postponed



Slipway
Development
Update

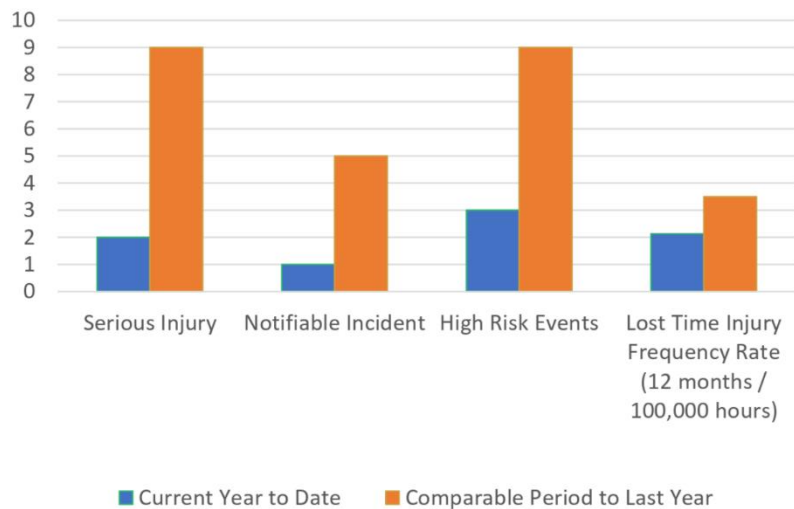
\$110k

Active Sponsorships

- Tasman Mako
- Hearing Nelson – Dangerous Decibel workshops
- Top of the South Forestry Awards
- CACTUS – Combine Adolescent Challenge Training Unit and Support
- Port Nelson Charity Golf Tournament – LifeLink
- Port Nelson Summer Sea Swim Series
- Autism NZ
- HeartKids Variety Show
- TS Talisman support boat
- Port Nelson Export Hub
- Maitahi Outrigger Canoe Club
- Cable Bay Community Snorkel Day
- Brook Sanctuary
- Nelson Bays Youth Team Racing Association
- Te Ramaroa (Light Nelson)
- Haulashore Island Trapping project
- Sailability Nelson Trust

Our People

Safety Statistics



COVID-19
Vaccinations

Safety Question	Results
I feel trained and capable to safely perform my role at PNL	97% stated agree or strongly agree
I feel like my safety matters at PNL	95% stated agree or strongly agree
I'm made aware of safety issues that affect our operation	95% stated always or regularly

Safety Culture
Pulse Check

Looking Forward



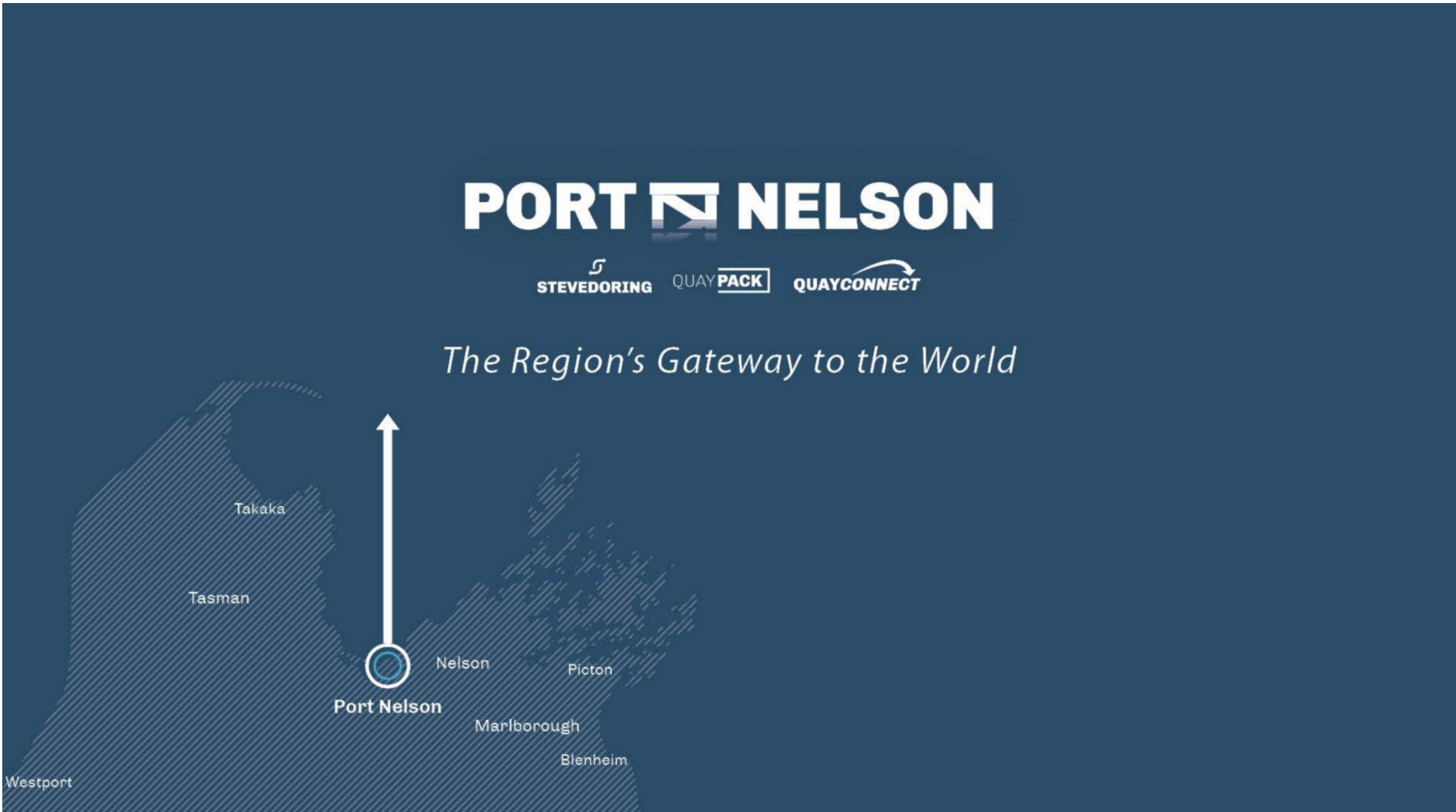
- Continued shipping volatility
- Reduced apple, kiwifruit, and wine volumes

- Finalise carbon plan
- Log yard project

- Emergency response plan
- Hazardous materials review
- Vaccinations

- Support port zone with emergency response
- Slipway Development

- Year-end profit and dividend on track
- Capital Works continue





TASMAN BAYS HERITAGE TRUST

Six Monthly Report
to the Joint Committee
16 March 2021



FIVE STRATEGIC GOALS

1. To plan for and commence a capital works project which will safely and appropriately house and care for the Nelson Tasman Regional Heritage Collection

The Archives, Research and Collection Facility



- Primary strategic aim
- ARC Sub-committee
- Fundraising Working Group

2021-22 FY focus on:

1. Procurement
2. Concept design
3. Developed design



From left: Victoria University Master's Student Jessie Bray-Sharpin, Collection Leader Shae Trewin and NCC Heritage and Collections Officer Māhina Marshall make the final adjustments to the 'Cressy Dress', circa 1830s from the Broadgreen Collection.



2. To be a highly valued visitor destination, educational facility and cultural tourism attraction

"Always a favourite place of ours"

"He taonga tuku iho – tēna he pai to wairua me te aroha. A treasured place, thank you..."

"Excellent Diverse Exhibits – Really enjoyed my visit"

"Really impressive museum. Great asset to Nelson"

"Absolutely Stupendous, so intrigued by the thoughtful presentation and great historical story of the area. Gobsmailed!"

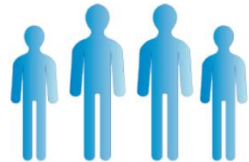
"High quality museum, led and run by high quality people"

"Excellent – Fascinating. Really recommend it. Great Presentation + lively anecdotes really bring history to life"

"Extremely Entertaining!"

ANNUAL VISITORS NUMBERS

Excluding education



TARGET PRE-COVID
41,144



TARGET POST-COVID
23,801



ACTUALS VISITORS
33,663



Exceeded Ministry of Education target for the 2020 calendar year:

- **5,925** students against **5,500** target, despite Covid
- **'Museum in a Box'** programme delivered to over 1,800 students, over half from Tasman schools
- Museum educators taught **Ablaze: the 2019 Tasman Fires** at Wakefield Hall, Brightwater School and Appleby School (2021)



ANNUAL VISITATION

Projection 2021-2022

Visitation projection set at 44,500
for the 2021/22 FY based on:

Drop of **20%** to account for
ongoing lack of international
tourists

Plus **5,500** Education visits

Total forecast: 50,000



3. To actively support and collaborate with iwi and Nelson Tasman cultural heritage organisations

Collaboration:

with Kurahaupo iwi and St Joseph's School on the exhibition **Tupaia: Voyage to Aoteroa**

Supporting:

NSTP conservators to assist Te Taiuhu iwi and museums

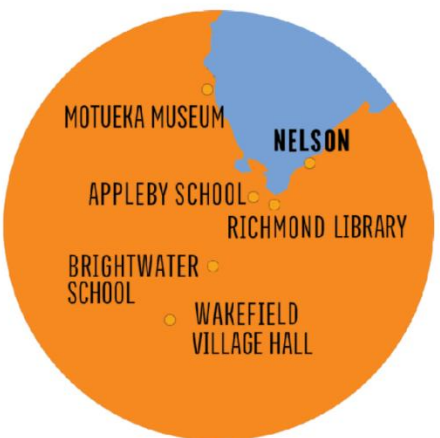


From Left: Paora Tibble (*Te Papa*), Jaqui Ngawaka (*Ngāti Tama*), Rangi Te Kanawa (*Te Papa*, textile conservator), Te Ahu Rei (*Ngāti Tama*) visiting Kaitiaki Taonga Māori Hamuera Robb.



Dawn opening of 'Tupaia: Voyage to Aotearoa'





- **'2020 The Year of the Nurse and the Midwife'** at Richmond Library
- **'Ablaze: the 2019 Tasman Fires'** at Wakefield Village Hall, Brightwater School, Appleby School and Motueka Museum (to date)





Waimea College book launch



Richmond A&P Show



Te Taiuhu Museums hui in Takaka

Outreach 2020/21 FY to date (so far):

11 x talks to community groups

4 x public events

3 x public displays and exhibitions

2 x Te Taiuhu Museums hui

2 x professional museum
workshops

24 x instances supporting
regional museums with
professional expertise

4. To continue to develop and provide appropriate care for a strong Collection which is relevant and valued by, and accessible to, Nelson Tasman communities

Donations to the collection include:

- Portrait of Edward Green by Gottfried Lindauer circa 1875.
- 3 crocheted teddy bears relating to the COVID-19 lock-down
- Rocket launched line thrower for erecting power cables in remote Tasman forest used by Network Tasman.
- Jollyboy cloth doll from WWII troop transport vessel SS Empress of Britain.



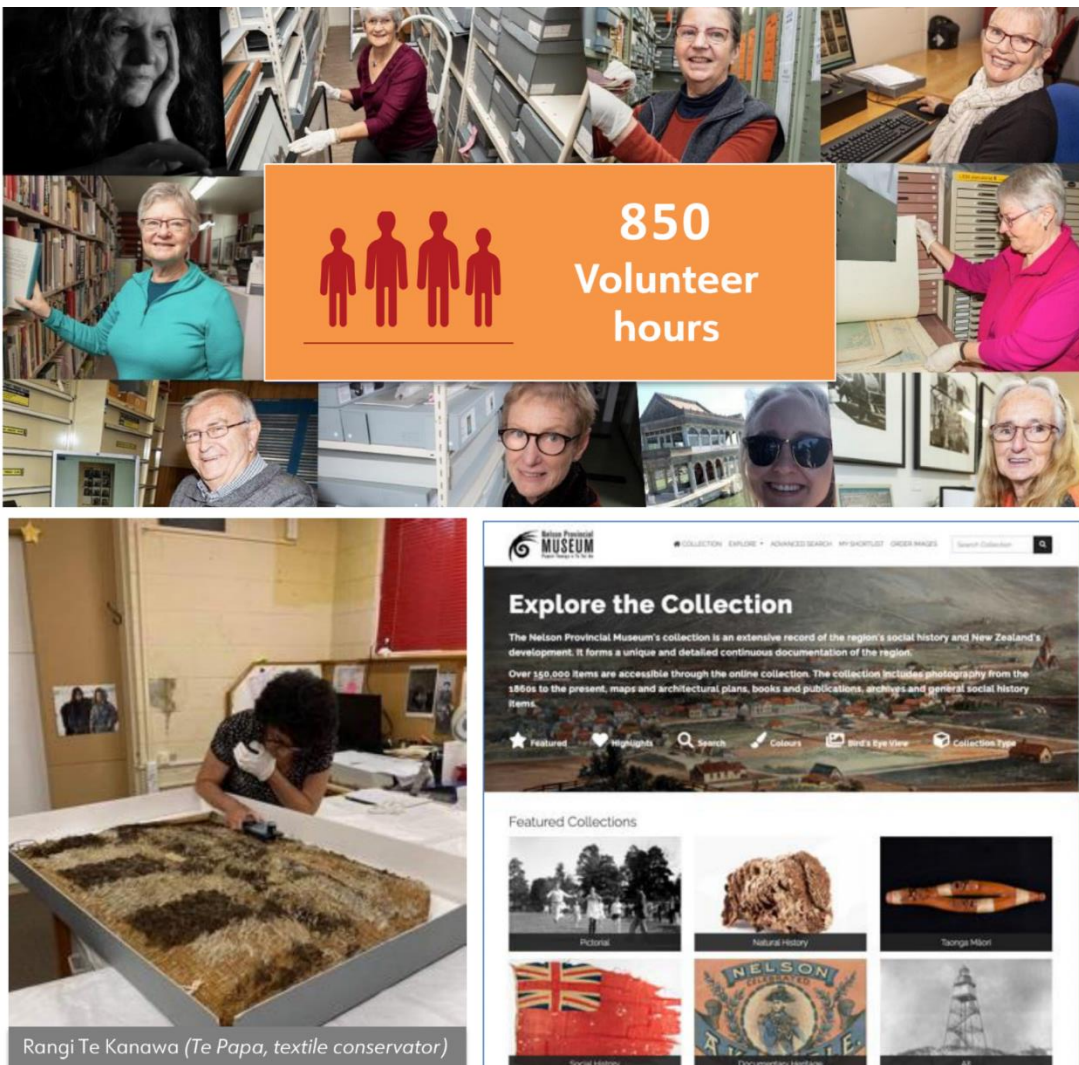
Edward Green's Great-Great-Grandson, Richard Thompson with the portrait of Edward Green by Lindauer (1857) which was donated to the Museum in August 2020



Jacinda and Ashley Bears



Schermuly Pistol Rocket Apparatus.



Research

- **237 hours** spent answering research enquiries
- **50 hours** of expertise delivered to Te Taihu cultural and heritage organisations
- **850 volunteer hours** donated to collection services
- **Scanning Geoffrey C. Wood proof-book** project two thirds complete, providing a visual index to thousands of images from the Nelson Mail from the 1960s and 70s.

"I wanted to thank you for your most interesting talk at the [SeniorNet] meeting ... we both appreciated the information and how you presented it, simply, clearly and interestingly."

"Saying thank you just doesn't seem enough for all the information I have gleaned from what you sent me."

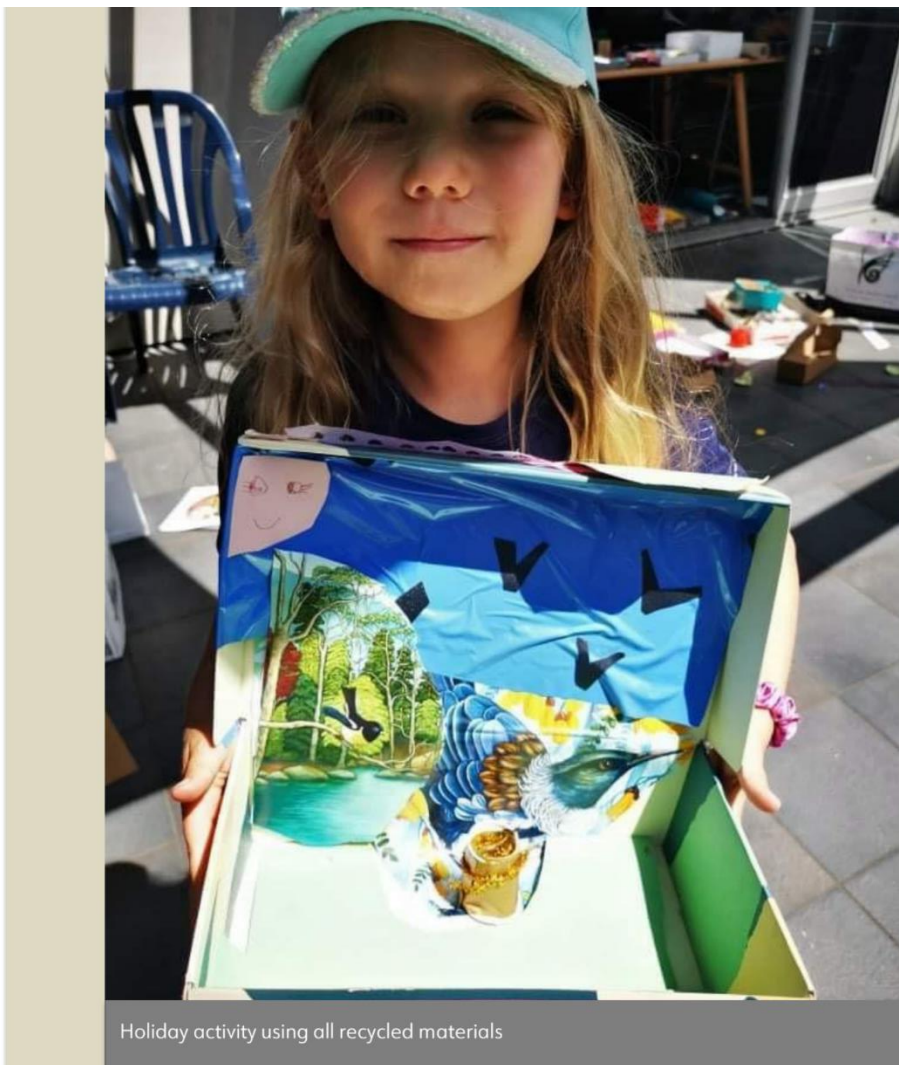
"Thank you also for getting back to me so quickly with your information, it was prompt, comprehensive and most useful... thank you ... for the detail of your research and ... for the unit's fine work and excellent service"



Lucinda Blackley-Jimson with Nelson Historical Society President Karen Price

5. To improve our sustainability performance

- Sustainability Committee meets monthly
- Upgrade of ageing air-conditioning system scheduled over the next three years to reduce energy consumption
- EMSOL energy audit commissioned to identify further energy savings
- Intention to incorporate sustainable materials, passive solar design features and solar energy generation into ARC Facility design



Holiday activity using all recycled materials



FINANCIAL PERFORMANCE – first half

STATEMENT OF COMPREHENSIVE INCOME
For the Period 1 July – 31 December 2020

	Actual 2020	Budget 2020	Actual 2019
Revenue	1,181,528	1,014,748	1,101,918
Less Direct Costs	627,188	673,234	850,050
Gross Profit	554,340	341,514	251,868
Less Expenses	152,845	179,646	150,602
Operating Profit	401,495	161,868	101,266
Less Depreciation	163,115	184,434	168,256
Net Surplus / (Deficit) for Period	238,380	(22,566)	(66,690)

FINANCIAL PERFORMANCE – first half

The Museum is in a better position than forecast post-Covid due to:

- better visitation than expected
- Canterbury Museum hiring **Our Moon: Then, Now and Beyond** exhibition
- \$75,000 in donated assets



'Our Moon: Then Now & Beyond' exhibition on display at Canterbury Museum



Murchison Area School visiting **Tupaia: Voyage to Aotearoa**.



FINANCIAL PERFORMANCE – second half 2020-21 FY

We expect to finish the 2020-21 FY with a modest surplus before revaluations and fair value adjustments, following:

- Normal staffing levels resuming in the third quarter
- Audit fees
- Collection and property valuation fees
- Necessary IT upgrades





BUDGET 2021-22 FY

	Actual June 2020	COVID Forecast June 2021	Forecast June 2022	Forecast June 2023	Forecast June 2024	Forecast June 2025
	CPI %1.9%	1.50%	1.50%	1.50%	1.50%	1.50%
Revenue						
TDC Operating Grant	875,688	892,326	905,711	919,297	933,086	947,082
NCC Operating Grant	875,688	892,326	905,711	905,711	905,711	905,711
NCC Operating Grant Extra	74,194	75,398	76,529	76,529	76,529	76,529
Total Councils	1,825,570	1,860,050	1,887,951	1,901,536	1,915,326	1,929,322
Contracts - Education LEOTC	82,190	82,190	82,190	82,190	82,190	82,190
Project Grants	51,220	7,000	65,000	65,000	65,000	30,000
Other	228,190	76,677	253,270	257,069	260,925	264,839
Total Revenue	2,187,170	2,025,217	2,288,411	2,305,795	2,323,441	2,306,351
Staffing	1,035,139	959,313	1,109,858	1,126,506	1,143,403	1,102,555
Education	84,374	92,679	81,612	82,836	84,078	85,340
Property	169,250	196,310	196,310	196,310	196,310	196,310
Other	249,467	117,900	225,466	226,666	232,301	235,766
Total Direct Costs	1,538,230	1,366,702	1,613,266	1,634,520	1,656,093	1,619,990
Gross Surplus	648,940	659,215	675,145	671,275	667,348	686,361
Overheads	219,864	222,384	237,830	241,397	245,018	248,694
Interest Costs	72,636	57,116	57,116	57,116	57,116	57,116
Trustee Fees	56,280	65,331	66,311	67,306	68,315	69,340
Total Expenses	348,780	344,831	361,257	365,819	370,450	375,150
Operating Surplus	300,160	314,384	313,888	305,456	296,898	311,211
Depreciation	333,129	368,370	369,000	369,000	369,000	369,000
Operating Net Surplus/Deficit	(32,969)	(54,486)	(55,112)	(63,544)	(72,102)	(57,789)
ARC Funding***	-	1,500,506	5,559,000	4,409,000	121,500	-
Net result before revaluations	(32,969)	1,446,020	5,503,888	4,345,456	49,398	(57,789)

SPONSORS, GRANTS AND KIND SUPPORT

- Ministry Culture and Heritage \$25,000 towards salaries and collection care
- Tasman District Council - \$2,000 for Tasman Fires mobile exhibition
- Ngākahu funding for repairs to cooling unit to create a Wahi Tapu space
- Nelson Pine Industries – construction materials valued at over \$4,000
- Auckland Museum – printing and exhibition sponsorship for Tupaia worth \$15,000



SPONSORS, GRANTS AND KIND SUPPORT

- National Services Te Paerangi supporting Regional Hui workshops
- National Services Te Paerangi project management training under the Expert Knowledge Exchange programme
- The Cawthron Institute for exhibition development celebrating their 100th anniversary

The museum is beyond grateful to the family of Nola Leov for her most generous and significant bequest



COMING UP – IN THE NELSON TASMAN COMMUNITY

Mobile exhibition

- **Ablaze: the Tasman Fires 2019** at Motueka Museum, St Arnaud, Murchison, Tapawera and Saxton Field (TBC)
- **Rugby: 150 Years** at Golden Bay Museum in August



Ablaze: the Tasman Fires 2019 at Wakefield on the second anniversary



COMING UP – AT THE MUSEUM

- **7th April** Professor Richie Poulson in conversation with Sir Graham Henry to launch 'The Origins of You: How Childhood Shapes Later Life' book
- **14th May** 'National Geographic – Rarely Seen'
- **27th May** 'Cawthron Institute: 100 Years of Science' (working title)



COMING UP – AT THE MUSEUM

- **July 2021** Anne Frank
- **August 2021** Rutherford 150
(online exhibition)
- **Summer 21/22** Dinosaur rEvolution





Thank you

