

OPEN

MINUTE ITEM

ATTACHMENTS

Ordinary meeting of the
Joint Committee of Tasman District and Nelson City
Councils

Tuesday 26 March 2019
Commencing at 9.30a.m.
Council Chamber

Civic House

110 Trafalgar Street, Nelson

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Nelson Regional Development Agency

- A. A2161343 - Nelson Regional Development Agency - Power Point presentation

27

Good things start here.

Joint Shareholders Presentation

FY18/19 1st Half Report

March 2019




FINANCIAL PERFORMANCE

Nelson Airport Ltd Financial Performance 1st Half 2018/19 and Prior Two 1H's

| | 1H 2016/17 | 1H 2017/18 | 1H 2018/19 | Trend | |
|-------------------------------|------------|------------|------------|-------|--------|
| Aeronautical Income (\$m) | 2.27 | 2.72 | 3.09 | ■ ■ ■ | Up 14% |
| Non-Aeronautical Income (\$m) | 2.06 | 2.23 | 2.48 | ■ ■ ■ | Up 11% |
| Total Income (\$m) | 4.33 | 4.95 | 5.57 | ■ ■ ■ | Up 13% |
| EBITDA (\$m) | 2.81 | 3.16 | 3.24 | ■ ■ ■ | Up 3% |
| Total Passengers | 486,000 | 525,550 | 537,714 | ■ ■ ■ | Up 2% |



AIRLINE PERFORMANCE

| JULY 2018 - DECEMBER 2018  | | YOY % Change | Budget Variance |
|---------------------------------------------------------------------------------------------------------------|---------|------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Pax | 537,714 |  2% |  -2% |
| Seats | 661,688 | 0% |  -3% |
| LF% | 81% |  2% | 0% |
| Movements | 18,482 |  1% |  37% |

AIRLINES

- Passenger growth for 12 months to Dec is up 3.4% YoY.
- Overall Air New Zealand performance is strong but crew shortages are impacting with disruptions across turbo prop fleet network.
- Jetstar consumer confidence increases in region with improved performance across both Auckland and Wellington routes.
- Jetstar to Christchurch new route opportunity conversations continue, challenges with limited fleet in market currently.
- Originair awaiting their Air Operating Certificate to resume scheduled services, anticipated time frame 2nd half 2019.
- Soundsair re positioning of market fares has delivered positive result on Wellington performance, while they continue to service Paraparaumu.
- Air2There in receivership however Soundsair covering the Paraparaumu route.



HEALTH, AND SAFETY AND RISK

No LTIs for 1st half FY18/19.

Construction areas supported by monthly observations and reporting.

Monthly meetings with airport operators and stakeholders ongoing.

Upgrades to airside infrastructure to improve aircraft safety (eg taxiway edge lighting).

Progressing well towards achieving CAA mandated Safety Management System implementation.

PFOS Compliance Order to be lifted. All appliances and stocks are 100% compliant with EPA order,

SUSTAINABILITY

- We have engaged Enercon energy and utility consultants to assist with the development of a sustainability policy and strategy. Enercon are well established at other airports and understand our environment.
- Several solar farm options have been presented and we will utilise Enercon to assist in evaluating these as part of the strategic plan.
- Investigations for the use of the existing solar panels on another building are underway.
- An updated noise management strategy has been completed which focusses on three key areas of Aircraft Operations Noise Management, Aircraft Maintenance Ground Running and Airport Construction Noise Management.



AIRSIDE INFRASTRUCTURE



\$3m upgrade to apron parking, taxiway overlay, lighting and drainage has commenced.



Nose in / Push back apron parking designs underway. This will improve operational efficiencies for airlines and most importantly improve Health and Safety for passengers and ground crews.



Airways Control Tower opened in August 2018 and operating well.

PEOPLE



Restructure of security operations staff to manage new assets was successfully completed.



Additional resources added in property and finance to manage business growth.



Staff training ongoing with senior management leadership group established supported by individual 1:1 coaching.



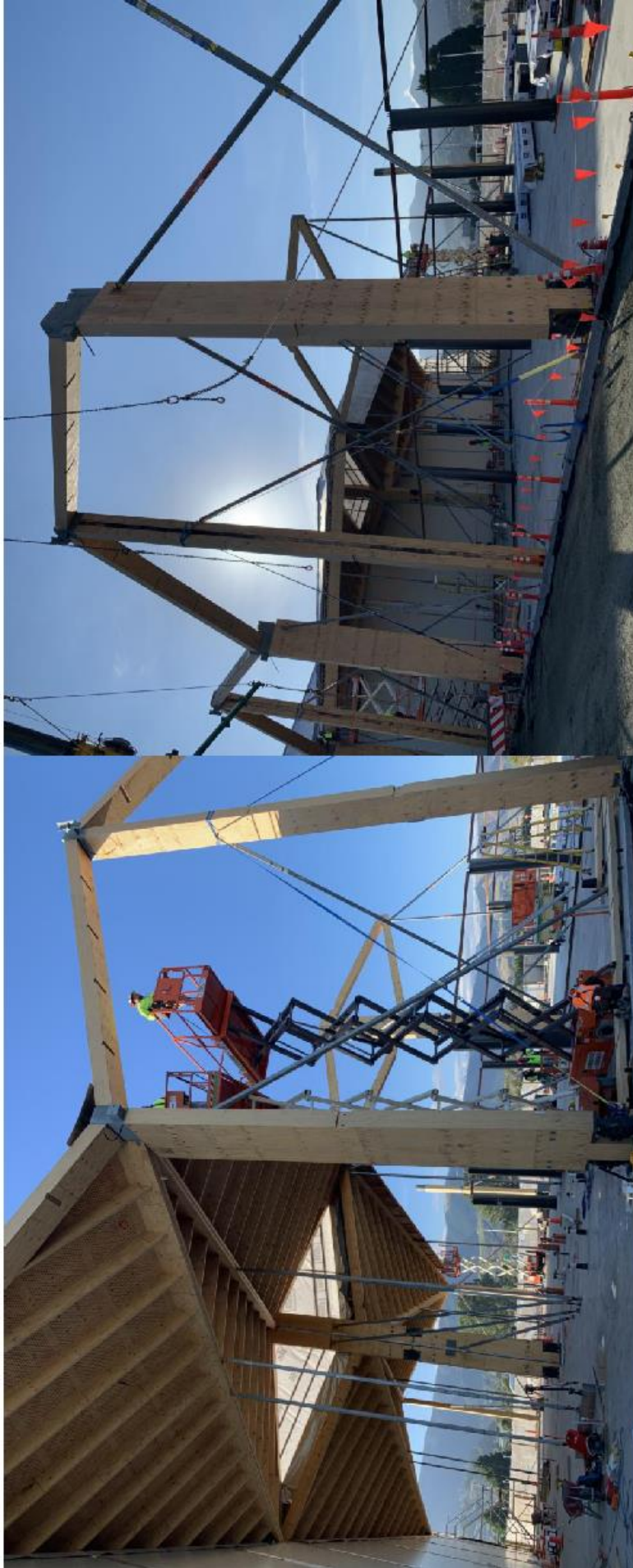
Staff wellbeing programmes in place and positive response of engagement



TERMINAL REDEVELOPMENT

- Overall project now 75% complete.
- Following Iwi blessing and placement of Kohatu Stone, Stage A opened 9 October 2018.
- Positive airline and community feedback despite some initial teething problems bedding in new building management systems.
- Car parking 90% completed with minor works at entrance to be completed.
- New Air NZ Cargo building in concept design phase.
- Stage B construction ahead of programme and opening mid October 2019 – official date TBC.







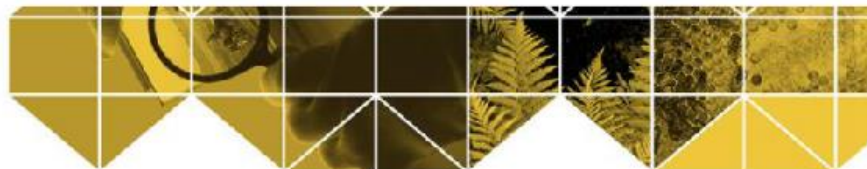


JOINT SHAREHOLDERS MEETING



TASMAN BAY HERITAGE TRUST SIX MONTHLY REPORT

DECEMBER 2018





27,546 visitors

Jul – Dec 2018

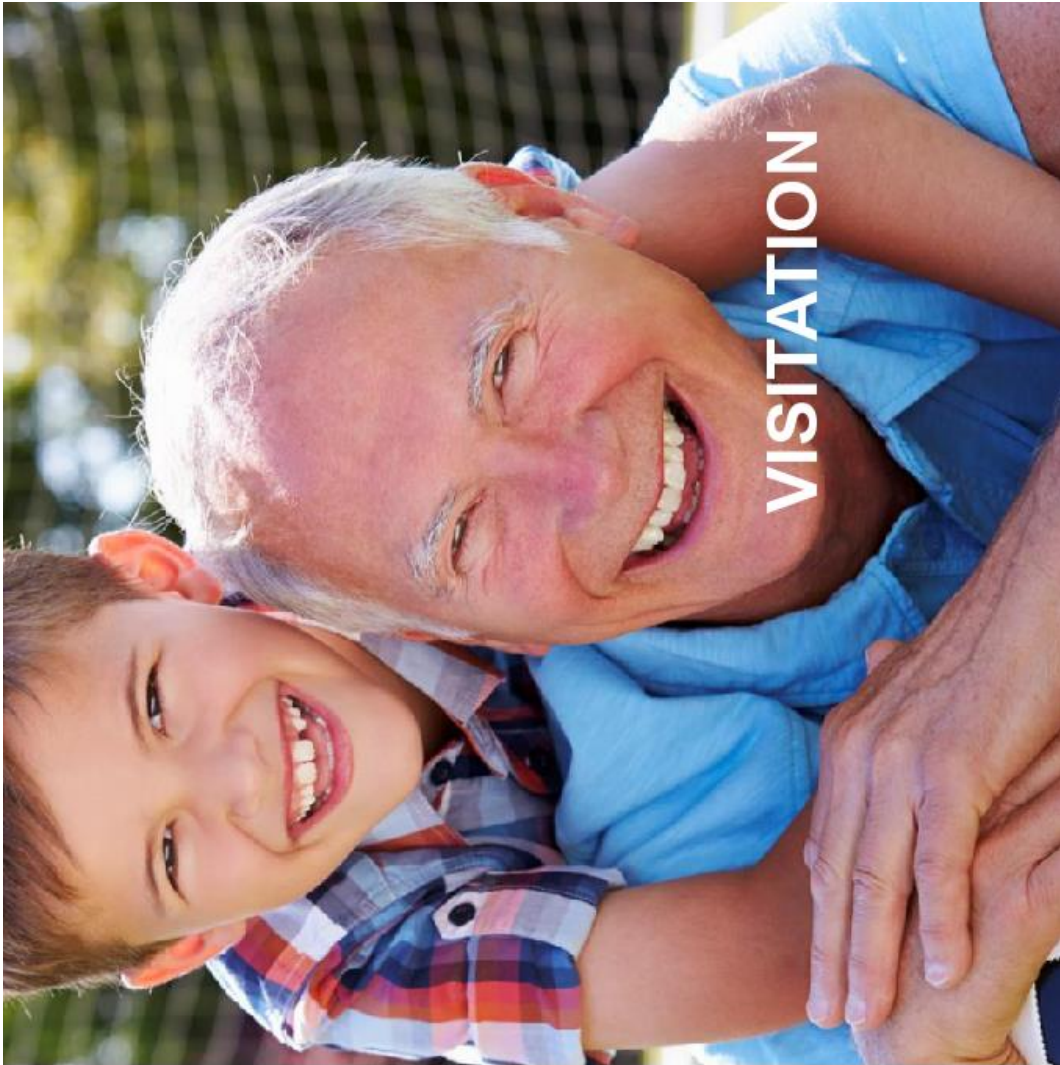
26,810 visitors

Jul – Dec 2017

27,913 visitors

Jul – Dec 2016

Due to Permian Monsters
VISITOR NUMBERS
EXPECTED TO EXCEED
2018/2019 TARGET





Retail sales

\$43,171

Jul – Dec 2018

\$36,525

Jul – Dec 2017

\$9,149

Jul – Dec 2016

**Online store
OPENED**

**41% of products from
NELSON TASMAN PRODUCERS**



EXHIBITIONS ONSITE



6 Exhibitions delivered
OFF SITE

NELSON

- All Blacks vs Argentina - pop-up exhibition
- Nelson Arts Festival – projections on building
- Bristlecone book launch – pop-up exhibition

TASMAN

- Springtime – pop-up photograph exhibition
- Suffrage 125 – pop-up exhibition
- Christmas Time – pop-up photograph exhibition

EVENTS ONSITE

- Night at the Museum
- Ise! Park Research Facility Tour
- Daguerre to Digital: Photographic Technology Overtime
- Looking Good: Retouching in Early Photography
- Limelight Picture Show
- In Memorial: Victorian Mourning Practice
- Taonga Puoro Workshop
- Speaker Series
 - Vanisa Dhiru
 - Barbara Brookes
 - Rachel Taulelei
- Nelson College for Girls Students



Events delivered
OFF SITE

NELSON

- Darryl Gallagher, Preserving Your Photographs
- All Things Rugby
- Pet Photo Booth at Nelson Cathedral
- Golden Edge Nelson A&P Show

TASMAN

- Tapawera Armistice Weekend
- Vintage Cars at Willow Bank
- Wakefield School 175th Anniversary Celebrations





PROGRAMMES

- Curiosity
- Estuary Birds
- Nga Iwi
- Saying Cheese
- Suffragettes
- Te Rito
- World Music

SCHOOLS

TASMAN

- Wakefield
- Tapawera Area
- Tasman School
- Tasman
- Richmond
- Ranzau
- Waimea Int
- Richmond
- Hope School

NELSON

- Nayland Primary
- Nelson Central
- Nelson College
- For Girls Prep
- Victory Primary
- School
- Waimea College
- Henley
- Auckland Point
- Clifton Terrace
- Nelson Boys Prep

OTHER

- Homeschooled
- Correspondence





OUR PEOPLE

VOLUNTEER HOURS

320

All staff

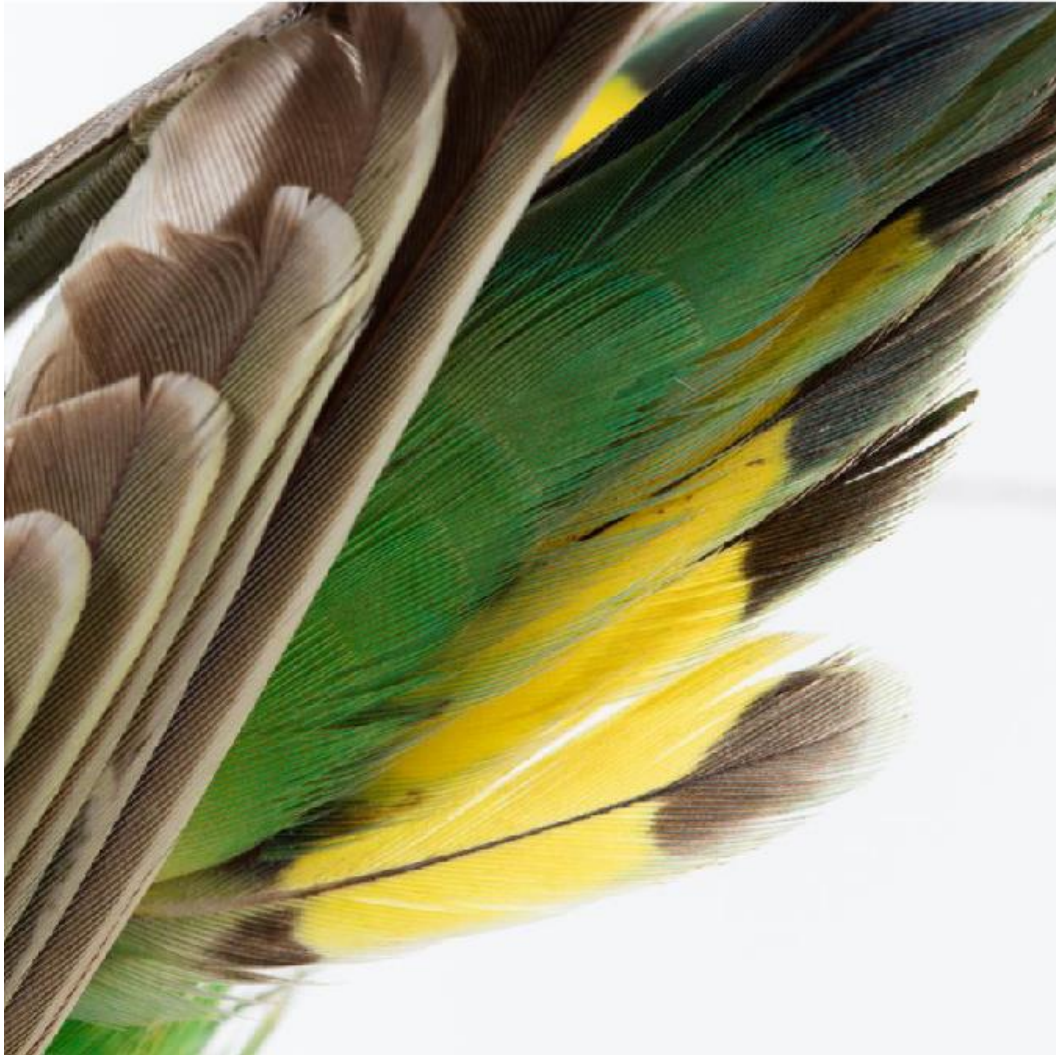
LIVING WAGE+

Formal Relationships

Six manawhenua via
Te Tai Ao Komiti

Historical Society

Brook Waimarama
Sanctuary





| | |
|----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| Taonga Puoro presentation NMIT | Photograph displays TASMAN REST HOMES |
| Taonga at opening event TDC | Author of Published Journal NELSON HISTORICAL SOCIETY |
| Support & representation SUFFRAGE 125 TAPAWERA AMISTICE COMMITTEE | Presentation WAIMEA SOUTH HISTORICAL SOCIETY |
| Gallery Tours BLIND FOUNDATION | Object display NELSON CATHEDRAL SUTER ART GALLERY |
| Support NATIONAL DIGITAL FORUM | Programme contribution NELSON ARTS FESTIVAL |
| Tour of geological & fossil collection NELSON ROCKS & MINERALS CLUB | Supported book launch CANTERBURY MUSEUM / THE MALE ROOM |
| Photograph provision SUFFRAGE 125 FOUNDERS HERITAGE PARK CANTERBURY MUSEUM WILLOWBANK | Supported assembly of whale skeleton GOLDEN BAY MUSEUM |
| Professional advice & support GOLDEN BAY MUSEUM MURCHISON MUSEUM WILLOWBANK | Lending Body Form for exhibitions BROADGREEN |
| | Appo Hocton display MOTUEKA MUSEUM |

**37 objects
accessioned**

**\$2,696 in photo
sales**

**Storage issues
being actively
managed**

**Multiple research
queries met**





| | Actual 2018 | Budget 2018 | Actual 2017 |
|-------------------------------------------|-----------------|-----------------|----------------|
| Revenue | 1,053,437 | 1,033,445 | 1,105,231 |
| Less Direct Costs | 819,905 | 806,689 | 678,544 |
| Gross Profit | 233,532 | 226,756 | 426,687 |
| Less Expenses | 152,040 | 146,091 | 154,263 |
| Operating Profit | 81,492 | 80,665 | 272,424 |
| Less Depreciation | 181,336 | 160,850 | 159,274 |
| Net Surplus / (Deficit) for Period | (99,844) | (80,185) | 113,150 |



Six-Month update to Dec 2018

Six-Month Report Headlines (Dec 2018)

KPI's

On track



\$\$

On track



Key Challenges

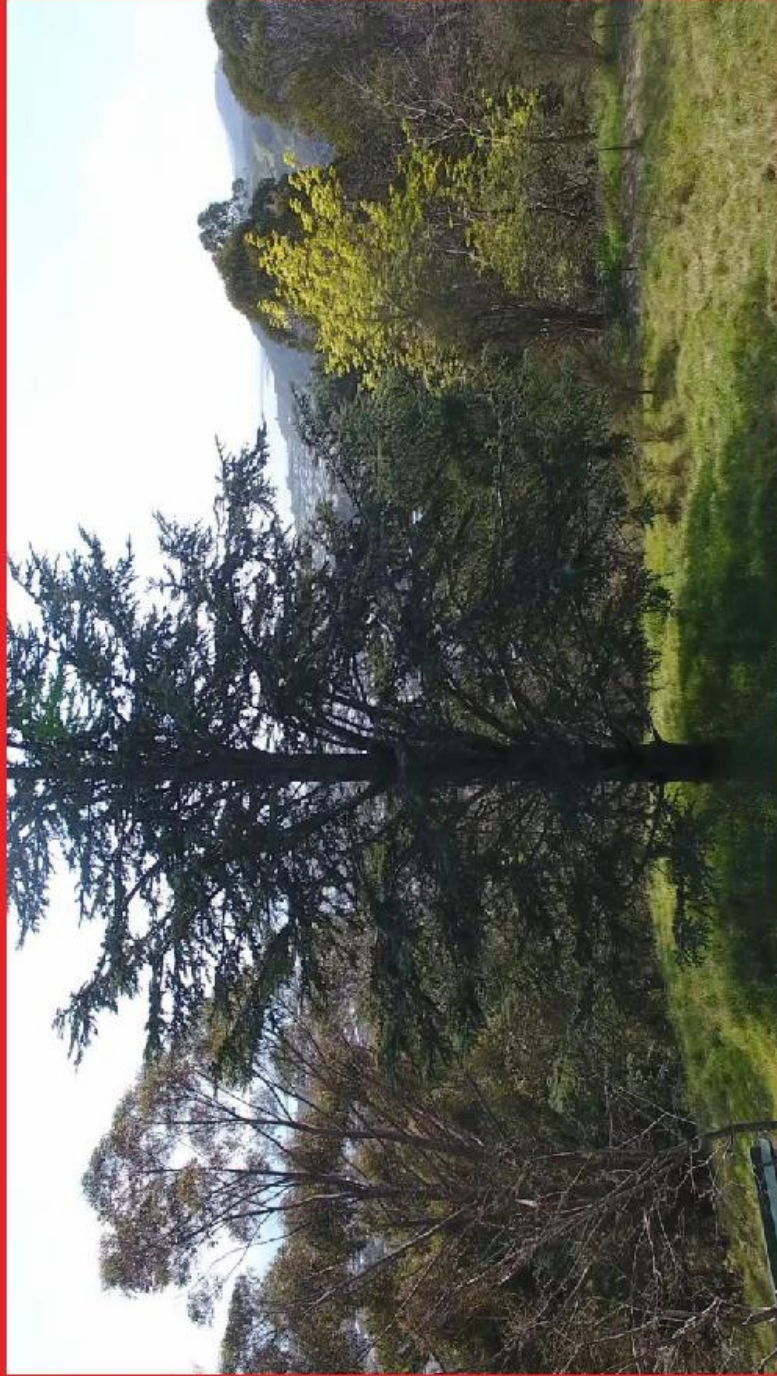
(1) i-SITE

(2) Future Business Model

Making a Measurable Difference: Innovation



Making a Measurable Difference: Identity and Strategy



Making a Measurable Difference: Destination Management



The image shows two people in orange kayaks on a clear, turquoise bay. They are paddling towards a shoreline covered in dense green forest. The water is shallow and clear, revealing the sandy bottom. The sky is a clear, bright blue. The overall scene is peaceful and scenic, highlighting the natural beauty of the region.

NELSON REGIONAL DEVELOPMENT AGENCY | **nelson tasman.nz**

Making a Measurable Difference: Events



ALL BLACKS
vs ARGENTINA

SOLD OUT

TICKETS:
ALLBLACKS.COM

TRAFFALGAR PARK, NELSON
SATURDAY, 08 SEPTEMBER

ON SALE 19 JUNE

INVESTEC THE RUGBY CHAMPIONSHIP

adidas

ALL BLACKS

tasman
rugbyunion

NELSON
REGIONAL
DEVELOPMENT
AGENCY | **nelson**
tasman.nz

Expectations 2020 and beyond

What specific things do you see that we should be doing – that we currently do not do - and how would that be funded?

Do you expect NRDA to focus just on short term tactical things that can be measured?

How would you propose NRDA should operate a 3-5 year plan with no funding certainty beyond 1 year?

What specific things are we doing now that you think we should not be doing?

We would like to acknowledge the support of the following public and private sector partners and stakeholders who have been critical to our second year's achievements, while also providing a strong partnership platform for the future.



We are also proud to have more than 100 visitor industry partners contributing to the delivery of our visitor related programmes, including the following platinum and gold partners.



www.nelsontasman.nz

NELSON
REGIONAL
DEVELOPMENT
AGENCY | **nelson
tasman.nz**