Local to global: the win-win of salmon farming

The top of the South Island produces some of the world’s best seafood, and this nationally growing industry is having a number of positive, far-reaching effects on our local economies.

“Our product adds to the region’s rapidly growing reputation for high quality seafood. It provides green jobs for locals, and supports local industry and suppliers too,” says New Zealand King Salmon CEO Grant Rosewarne.

NZ King Salmon is the world’s largest aquaculture producer of the King salmon species. It operates under three key brands: Ōra King, Regal and Southern Ocean, and the NZ King Salmon label. The company has been growing and selling salmon to consumers for more than 30 years.

The company harvests and processes more than 6,000 MT of King salmon per year, across its vertically integrated operations in the Marlborough Sounds, Nelson, Golden Bay and Canterbury. It owns and operates eight seafarms in the Marlborough Sounds, including three new seafarms consented in 2014 with a 35 year term. Over time the new sea farms will allow the company to approximately double existing production.

“There will continue to be flow-on business for local companies supporting the industry,” says Grant. “These include transport operators, engineering firms, science providers, tourism operators, local contractors and retail shops.”

“The ‘Top of the South’ is very important to us, not only because it’s where we base our business but also because we have a commitment to remain close to the community which is the foundation of our operations and where we work and live.”

New Zealand King Salmon has a well-established domestic market presence, and a history of sales in offshore markets including Australia, North America, and Japan. Its increased reach will further enhance Nelson and Marlborough’s reputation as a producer of world-class sustainable seafood, adds Grant.

> continued p2
CEO comment

Anyone who owns a business knows it is hard work. It can be isolating and overwhelming, and that’s just dealing with the day-to-day operations. Yet every year we find a talented group of businesses that go beyond the pale, putting many hours extra work into capturing the essence of their business on paper to strive for further success. These businesses are the entrants in our 2016 Nelson Pine Industries Chamber of Commerce Business Awards.

Take a look at these enterprises in the following pages. They demonstrate the diversity of business success that we see within our chamber and across the region as a whole. From amazing start-ups to well-established companies that are leaders in their fields.

One thing that all our entrants have in common is their ability to seize opportunities. The awards are an opportunity to take stock of your business while documenting what you’ve achieved and your future plans. Most importantly, it’s a chance to share and celebrate that with those who shared your journey. I highly congratulate all our entrants for taking that step.

It’s pleasing to report that our awards evening is already sold out. For those of you who have missed out on Business Award tickets, there are still plenty of other chamber events coming up including some interesting business networking and training opportunities which you will find detailed on the back page.

I look forward to seeing you at one of them, or at the Nelson Pine Industries Chamber of Commerce Business Awards dinner on 4 November.

Dot Kettle
Chair Executive

NZ King Salmon’s General Manager, Marketing, Jemma McCowan says the world-renowned quality of our aquaculture products has bolstered the region’s reputation as a culinary destination.

“Where else can you dine out and know that the salmon you are eating was farmed, caught and prepared just a matter of a few kilometres away, by local people?”

“Salmon also represents one of the most sustainable ways of producing animal protein because it requires relatively little feed and space to produce lots of healthy Omega-3s and protein.”

Jemma says NZ King Salmon remains committed to the communities where the company is based, and has an active community support programme throughout Marlborough and Nelson Bays.

This includes the Nelson Tasman Chamber of Commerce Business Awards, to be held in November, where NZ King Salmon is sponsor of the Large Business Award.

“We are proud to be producing some of the world’s best salmon and we want the local communities, businesses and the economy at the top of the South Island to share in this success.
Celebrating business

Congratulations to the following businesses for entering the 2016 Nelson Pine Industries Chamber of Commerce Business Awards. We’ve been delighted to hear entrants tell us how useful the process has been and to hear the passion and excitement they have for their businesses. Our sold-out awards evening on Friday November, 4 promises to be a fantastic night!

2B Insect Repellent: it really works! 2B is a 100% natural insect repellent developed by Paul Blackham and Sarah Jones. We couldn’t find what we wanted to buy, a long-lasting 100% natural repellent, so we made our own. 2B’s performance alone makes it one of the world’s longest-lasting repellents, using 100% plant based ingredients is what makes 2B unique. A thorough application of 2B in the morning can last all day.

Access Dental: A life time dream of owning a comprehensive dental practice came to fruition when Paula Palmer made a bold decision to establish Access Dental, the first dental hygienist to own a general dental practice in New Zealand. Paula choose her team of experienced and specialised dental professionals who identified and valued the prevention/education message, they are an authentic, compassionate cohesive team dedicated to bringing a new dental experience.

Can Plan: 100% locally owned and operated by Charmaine and Michael Boocock with a reputation of being a well-respected and trusted company by always striving to provide exceptional customer service. One of the first with a prepaid residential wheelieBin service in Nelson, Michael set up at the Saturday Market. Can Plan now employs nine full-time staff, one part-time and two relief drivers and has a fleet of ten trucks and two delivery vehicles.

Capstone Hotel & Resorts: A 100% NZ owned Hotel Management and Sales & Marketing Company with over 50 years’ experience. Our team have owned and operated hotels and wider tourism ventures and this first-hand experience and understanding is ingrained in our approach. Our promise is to provide quality, profit focused, and transparent hospitality accountability for business owners when we take over the daily management of hotel operations or look after sales & distribution of the hotel to grow its occupancy.

Cod & Lobster Brasserie: A unique dining experience, with a seafood focus that draws upon fresh, sustainable, regionally-sourced fare. This is complimented by an award-winning cocktail bar; a drinking experience to suit the most discerning of guests. Here you will also find a large variety of local, national and international wines by the glass and a bespoke, boundary-pushing cocktail list. Located in the beautiful historic Smythes Building, owners Nick and Kymberly Widley are enormously proud of their crew.

Jerram Tocker Barron Architects: Operating since 2005, growing out of David Jerram Architects who started in Nelson 30 years ago. The business is led by Directors John Tocker, Marc Barron, and Simon Hall; with David Jerram retained as a consultant. They have expanded to Wellington and Christchurch, with 23 employees across the three locations and designed more than 1000 buildings; with many being recognised for their quality with design awards. They are the architects for the complex and recently completed Suter Art Gallery redevelopment.

Jester House: New Zealand’s best café! The magical setting invites you to relax and forget the world beyond. The café is open from 9.00 am until 5.00pm 7 days a week. Everything is made on site to ensure the flavours are unique. We pride ourselves on our reputation of being a place with consistently great, locally sourced, handcrafted food delivered by friendly and helpful staff in an environment that is both quirky & fun.

Living Design: Architectural joinery without comparison. Six years ago Klaus and Annett Todt founded Living Design, a full joinery design service combined with a formidable workshop, creating kitchens, bathrooms and living space furniture. Annett and Klaus Todt have spent their working life in furniture design and creation. With over 30 years in the industry, they have made it a life project to bring beauty and perfection together in original and inventive ways.

Moana Stand Up Paddle Boards (SUP): A Nelson based, family run business and a nationally recognized brand. Moana SUPs, design, manufacture and retail a full range of Stand Up Paddle Boards and associated equipment and operate the Moana SUP School and Beach Hire business from their high profile spot under the big red tent on Tahunanui Beach. The business grew out of the love of being on the ocean and their passion for the sport.
Big thanks to our judges and sponsors

THE JUDGES FOR THIS YEAR’S EVENT ARE:

Anissa Bain  Partner in Pitt and Moore law firm and Institute of Directors Member.

Viv Fox  Former owner of several award-winning restaurants and hospitality businesses including the Smokehouse Café at Mapua which won the Supreme Award in 2001.

Alan Hinton  Accountant, independent business consultant and Institute of Directors member who is a member of several trusts and community organisations.

Brian Hirst  Founder and owner of Tasman Bay Food Group which exports its products around the world and won the Supreme Award in 2007.

Paul Steere  Former NZ King Salmon chief executive director, Nelson Airport chairman, NMIT Councillor and NZ Red Cross Immediate Past President.

Proudly sponsored by:

My Tax: New Zealand’s largest online personal tax refund business for salary and wage earners. Founded in 2008, still 100% locally owned, based in Hardy Street. We employ permanently a team of 15, that expands to a team of 40 during peak tax-season. We have been ranked as the #1 tax refund agent in New Zealand, and the only company to receive 5 stars for overall satisfaction by independent research.

Nelson Alarms: The leading electronic security installation company in the Nelson region, operating from offices and a workshop at 36 Parkers Road, Tahunanui. Nelson Alarms is a locally owned and operated business, committed to providing the best security service and to exceeding the expectations of their clients. Nelson Alarms are specialists in a wide range of security equipment and systems, offering advice, system design, consultancy, installation and servicing on all the systems they provide.

Nelson Tasman Hospice: 141 patients, 38 full time equivalent staff, 400 volunteers and 650 community visit – a typical month in the life of Nelson Tasman Hospice. Our skilled team plays a silent but powerful role delivering 24/7 specialist palliative care to patients and families across our region. The majority live independently, with our 10 bed inpatient unit available mainly for symptom management and respite care. In 2019 we should move in to our new, purpose built facility.

Precinct Dining Co: A modern restaurant/café in the heart of Motueka, which opened in December 2015 and in just eight months shot to number two on Tripadvisor out of approximately thirty local eateries, and has maintained an enviable 5 star rating. The menu style at Precinct has a distinctly Melbourne/Sydney feel to it, with food that just begs to be instagrammed! They offer breakfast, lunch, and dinner, are fully licensed with a range of local beer and wine.

The Supreme Winner of this year’s awards will get a brand new Honda Civic Car, all signwritten to celebrate their achievement, to drive for three months courtesy of Bowater Honda. Air NZ, Icehouse, NZME, Fairfax and Mediaworks are also donating prizes to category winners.
GOOD LUCK
TO ALL 2016 ENTRANTS

WE COULDN'T HAVE WON LAST YEARS SUPREME AWARD WITHOUT ALL THE SUPPORT WE GET DAILY FROM OUR PIC’S FAMILY

LEESON AT ASB ★ JULIAN AT CROWE HOWARTH ★ FLETCHER VAUTIER MOORE ★ INTEPEOPLE WALTERS PR ★ CROMBIE LOCKWOOD ★ ROGER IRWIN ★ ENVISAGE DESIGN ★ PBT TRANSPORT COMAN CONSTRUCTION ★ NFT ELECTRICAL ★ GRAZE ENGINEERING ★ OJI FIBRE SOLUTIONS BEARING & ENGINEERING SUPPLIES ★ ALLFLOW ★ AIR PRODUCTS ★ QUAY PACK CAWTHRON INSTITUTE ★ NELSON TASMAN CHAMBER OF COMMERCE POMEROY’S COFFEE FOR VERY OBVIOUS REASONS.

Hi-oleic Australian Peanuts Fresh Roasted & Lovingly Squished in Sunny Nelson
Employees, attracting & keeping the good ones

The ultimate solution to attracting and retaining the people that make your business successful is not simply having amazing recruitment and selection processes. Those can of course help, but a great advert, flashy sales pitch or extensive testing isn’t enough to keep a great candidate after their appointment.

If you don’t have a great work environment, including a top-notch culture and the type of management approach, policies and other initiatives that support a great work environment, retention of top talent is unlikely. We know too that competition for top talent is only going to remain a challenge, with an aging workforce that has less people entering than exiting.

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Yet, often, minimal time and effort is given to recruitment and selection processes, as managers already feel stretched with other business-related responsibilities. So usually no time is spent ensuring the work environment is as good as it could be. Even if you feel confident that your work environment is great today, remember that it is organic i.e. it’s forever changing and it therefore requires ongoing work to remain great.

The first step to work-environment-greatness is to be super clear about what your business is all about. It’s often best to steer clear of jargon such as “vision” and “mission”, as these words can trigger confusion or even fear for business owners and managers, but it is about clearly defining what you want your business to be. What does success look like? What’s the image you want people to have when they think of your business? What do you want the business to achieve in the next 5 or 10 years? Have you communicated these things to your staff and other stakeholders? Have you thought about what skills, experience and (often, most importantly) the attributes team members need? You may need quite a diverse workforce, but often there will be a common thread aligning them to your business; what is that thread? This information helps you determine how to provide an environment that great workers, perfect for your business find appealing; a place they enjoy being a part of and are proud to talk about.

When this information is clear your business decisions become much easier. You have a point of reference to check each decision against, including when you are thinking about what your approach should be or key policies and initiatives to implement. This saves you from the risks of instead implementing the latest trendy ideas that you see in the media, hoping they will work for your business but not really knowing they will. That can lead not only to wasted time and money, but worst case scenario it could actually be destructive.

When it comes to policies and initiatives, do think outside the square; you can feel more confident implementing what feels right. The result; a great reputation, greater success, less adverse behaviours needing attention, and overall, a great place to work.

For more information, please contact:
Kay Chapman
Consultant

PHONE 03 545 0877
EMAIL kay@chapmaner.co.nz
WEB www.chapmaner.co.nz
Time for a spring clean?

How well do you know how and where to find useful information in your business?

How often have you found multiple copies of the same piece of information?

How do you know which version is the right one?

If any of these questions have you thinking, then perhaps you should consider Document Management rather than the ages old hierarchy of a Folder structure from the 20th century.

One of the current challenges facing business in the Age of Information is making access to correct and relevant information easy and available from anywhere on any device.

With so much information coming from so many different sources, it can be difficult to separate the forest from the trees and critical data can easily be stored in either multiple or incorrect locations leading to potential compliance issues or, at the least, an impact on business reputation and customer confidence.

The first step in thinking about Document Management is to understand the difference between the filing cabinet approach of storing information and start thinking about the individual attributes that make a document unique, be it a proposal for a customer or an annual budget spreadsheet.

Once you start thinking about how documents reflect your business, you can start to think of more relevant methods of not just storing but of simplifying how that information is stored and accessed.

For Office 365 Businesses the ability to move to Document Management can be included as part of the monthly subscription.

SharePoint Online provides the tools that can enable your business to gain control of information overload, with a structure that aligns with your business, access controls to sensitive or confidential documents, version control and history and powerful Search capability.

For more information or to arrange a demonstration and discussion on how Document Management using SharePoint Online would benefit your business contact one of the BlueBerry Bunch today.

For more information, please contact:

Phone 03 548 4923
Web www.blueberryit.co.nz
Nelson Office: 1/60 Achilles Ave, Nelson
Blenheim Office: 12 Sutherland Terrace, Blenheim

Proud supporters of

Nelson Tasman Hospice

www.commerce.org.nz 7
Taking the plunge into a new business?

If you want to get into business it can seem daunting. At startup, you need to think about building strong business foundations to see you through your business journey. You don’t have to have everything perfectly planned, but you at least need the broad framework of where you’re heading and how to avoid trouble.

We have helped many clients take their idea into a thriving business and we support and mentor on Google Startup Weekends so we know what questions to ask. I hope some of these will help you work out what you need to do next and what professional advice to seek.

Planning

You need a strategy, a business plan and you need to work out your governance. What’s the best structure for your company? Who can be on a management team or advisory board to help you run it? What legal documents will you need? Does your business make financial sense? Do you have an exit strategy?

Laying the financial foundations

Do you know how to prepare a workable budget? Do you have planned and secured funding? Have you structured your business and personal investments effectively? Have you protected yourself and your assets? Do you have an online accounting system that meets your needs and is it set up to provide you with robust reporting?

Research

Have you talked to: other business owners, industry groups, and your accountant/business adviser? Who are your competitors and how are you different? Have you clearly identified your potential customers? Does your business meet regulatory requirements? Are your margins realistic and sufficient? Have you protected your intellectual property and not breached anyone else’s? Do you know how your customers will find out about you?

People investments

Have you identified clearly your personal skillsets and decided if you will work in or on the business? What other skillsets will you need to help you and how will you find these people? Do you know how to manage your legal HR responsibilities? Do you have an approach to developing operational processes and training people? Have you determined IT system requirements including ongoing support? Have you planned how you will replace key people, including yourself?

It seems like a huge to do list, but don’t panic. If you talk to us and other experienced professionals you’ll save time and stress and ensure you get it right first time. We’re planning a workshop for those who want to start or buy a business for the first time. It will be held at Crowe Horwath’s Nelson office on 10 November so please email me if you’d like to go on the priority invitation list.

For more information contact:

John Rollston
Principal

PHONE 03 548 2139
EMAIL john.rollston@crowehorwath.co.nz
Capstone Hotel & Resorts are a 100% New Zealand owned Hotel Management and Sales & Marketing Company with over 50 years’ experience in the industry. Our team have owned and operated hotels and wider tourism ventures and this first-hand experience and understanding is ingrained in our approach to doing business.

Our promise is to provide quality, profit focused, and transparent hospitality accountability for business owners when we take over the daily management of hotel operations or look after sales & distribution of the hotel to grow its occupancy. We work closely with our hotels to ensure they are consistently providing an excellent, high quality customer experience for all our guests.

Our portfolio currently includes:
- Mahana Villa, Nelson
- The Governor, Timaru
- Castaways Resort, Auckland
- Chateau Marlborough, Blenheim
- The Garden Hotel & Restaurant, Christchurch
- Raetihi Lodge, Marlborough Sounds

Casa del Vino has been a specialist fine wine shop in Nelson for over 15 years. Although we feature our fabulous Nelson wines, we also offer a comprehensive selection of other NZ wines and wines from the world over including the USA, South America and Europe.

Our popular and relaxed Saturday tastings allow the opportunity to chat and sip with a winemaker and experience new wines at special one-day pricing.

The new owners, Juliane and Glenn Cormier, California transplants with a passion for Nelson and its wines, are ready to help with personal wine selections, gifts or private functions. Whether you are an experienced wine lover with an extensive cellar, or a newbie curious about the many aspects of wine appreciation, we can help answer all your questions.

Sign up for our email newsletter and stay up to date with all of our latest events.

We look forward to seeing you at Casa Del Vino!

EmbroidMe Nelson provides quality embroidered and printed apparel as well as branded promotional products to our customers. We are part of a New Zealand and Worldwide franchise network operating in New Zealand for 10 years and over 30 years worldwide. EmbroidMe has a vast knowledge resource that can help you find the right solution to promote your business, organisation, sports team or club. We supply and specialise in:
- Polo Shirts and T Shirts
- Work Wear
- Sports Wear
- Hospitality Wear
- Caps and hats
- Uniforms
- Jackets and Vests
- Bags
- Corporate Gifts and Promotional Items

Our showroom is located in the Dowson Arcade, Bridge Street, has a wide selection of apparel and promotional products for all industries and service organisations. We have a 7 to 10 day turnaround on orders and have our own embroidering machine and heat press. Our staff can assist you to find the right apparel or promotional product.

“Add the right words to your business.”

Freedom Companion Driving Service was established in 2011 to address the growing need within our communities for an affordable, personalised transport and assistance option. It is a service dedicated to providing convenient, safe, friendly, and reliable travel for all age groups.

I established my business in the Nelson area, in 2015, and I feel very fortunate to be involved in a business, that I love, providing friendly, caring, service and support.

I provide transport and assistance with:
- Medical and dental appointments
- Personal grooming appointments
- Shopping requirements
- Airport transfers
- Business transport
- Scenic and special outings
- Children’s travel requirements
- Pet transport

I accept Total Mobility vouchers (taxi chits). I am an ACC Registered Vendor and I have gift vouchers available.

For someone, you and your family can trust when they are not available, please feel welcome to contact me for a quote.
Since it’s establishment in 1991 Judy and Steve Richards have been serving up a unique helping of hospitality from Jester House. Located in Tasman this country café is more than a place to go for lunch, it is an experience. Where else do you get to not only feed yourself but also the tame eels in the creek and the cheeky café cat, Egypt or play in an enchanted forest, indulge in a giant game of chess or stroll around a garden full of whimsical sculptures?

Steve and Judy Richards would love you and your family to come enjoy the Jester House experience. The café is open for breakfast, lunch, morning and afternoon tea 7 days a week from 9.00 to 4.30. Closed 25th July to 1st September for our winter break.

320 Aporo Rd, Tasman 7173
p 03 526 6742
e steve@jesterhouse.co.nz
w www.jesterhouse.co.nz

Garden City Helicopters Nelson is a leader in providing tourism and commercial helicopter services.

Nelson is the gateway city to one of New Zealand’s most spectacular regions. With three National Parks on the doorstep, Nelson offers visitors a unique variety of activities, escapes and adventures.

Whether you intend exploring the pristine waters and coastline of the Abel Tasman National Park, venturing a little deeper into the rugged bush of the Kahurangi National Park or slipping away to relax at one of the many luxury lodges or boutique resorts in the Nelson Lakes or Marlborough Sounds region, you can be sure that our Nelson helicopter operation has a service that will suit your needs.

From customised tours and scenic flights to charter group transfers there is no better way to get to where the action, adventure or relaxation is in comfort, safety and style than with a Garden City Helicopters scenic flight or transfer.

5 McLaren Drive, Nelson Airport, Nelson
p 03 547 4360
e gchnelson@helicopters.net.nz
w www.helicopters.net.nz
f Garden City Helicopters Nelson

Malcolm Pacific provides visa solutions, removes uncertainties and solves immigration and citizenship problems. Whether straightforward or complex, we manage the process, so you can manage your life.

We help people to become New Zealanders - as residents, permanent residents and citizens.

We manage applications for people who wish to spend time in New Zealand - to work, study or visit.

We help New Zealand employers to secure and keep the skills and labour they need.

We fix problems: Unlawful status, deportation liability, medical and character issues, getting applications ‘back on track’.

If you think it’s easy, you probably don’t know what might go wrong! Work with us from the start to keep it safe and simple. If you are in trouble, we are good at solving problems we didn’t cause.

First consultation is free, so approaching us will cost you nothing but will increase your understanding and avoid confusion.

PO Box 10046, The Terrace, Wellington 6143
p 0800 800 612
e wn@malcolmpacific.com
w www.malcolmpacific.com
f malcolm.pacific

Pegasus Shipping Agency is a small 100% family owned shipping agency located in sunny Nelson, New Zealand. We have been in business for over 15 years and love what we do. We act as agents for internationally recognised shipping lines in Nelson.

The company’s founder, Mike Newton, has over 40 years experience in the industry.

If you require any cargo moved from anywhere in the world to New Zealand or New Zealand to anywhere around the world please do not hesitate to contact us. We deal in FCL (full container load), LCL (less than a container load) as well as air freight. Pegasus has the ability and the attitude to get your cargo from A to B. With our contacts in the industry we can facilitate moving a small roll of fabric to a full 40ft container and more.

22 Rogers St, Nelson
p 03 546 9649
e contact@pegassusshipping.co.nz
w www.pegassusshipping.co.nz
f Pegasus Shipping Agency
Peritia helps businesses and organisations shape their digital future by assisting them to:

- Confidently choose the digital technologies they need
- Understand what digital technologies can do for them
- Understand how digital technologies may challenge them
- Make successful changes to their organisation, business and technology

The team at Peritia are independent and well-connected, working alongside our customers to provide leadership, oversight and guidance to make technology decisions with confidence and understanding.

Cloud, Mobile Devices, Social Media, Big Data and the rising use of the Internet of Things – are changing the way traditional business operates – in the workplace, in the marketplace or both.

If you think we can help, or if you would like to find out more about Peritia, please contact us.

10 Kerr St, Nelson  
P 03 544 6831  
E admin@peritia.co.nz  
W www.peritia.co.nz

The Nelson team of Lee Stevens, Margot Harkness and Jacqueline Stephenson genuinely want to do good for people and the communities in and around Nelson. We are a highly qualified, feisty team of lawyers with heart, integrity and great heads for business. It’s a combination that makes our clients feel as all clients should – that they have rock solid support, legally and personally.

We offer the following legal services:

- Property Law  
- Family Law  
- Commercial Law  
- Asset Protection and Planning  
- Civil Disputes  
- Rural Law

Enjoying and supporting the community is second nature to us. The intimate knowledge of our region’s challenges combined with our legal and business expertise helps us to serve you better.

Contact our team to talk about our legal services and to answer any questions you may have.

459 Main Road, Stoke  
P 03 547 6991  
E office@stevensorchard.co.nz  
W www.stevensorchard.co.nz

Waka Whenua prioritises belonging, identity, whakapapa and the absolute value of human life.

We encourage families/whānau to be creative and personalise our products to embrace, celebrate and welcome their new child.

How many people do you know who have placenta/whenua in their freezers, in ice-cream containers, right next to the fish fingers and frozen peas?

Sisters, Julie and Tracey saw the need for a solution to this problem. Whānau waiting for the ‘right’ opportunity to bury their whenua. This personal journey is something Waka Whenua want to support.

To do this, Waka Whenua is merging modern technology with our natural heritage to create beautifully unique and personal products to give families a tangible piece of their own whakapapa, history and identity.

45 Pah St, Motueka 7120  
P 027 5544 858  
E julie@wakawhenua.co.nz  
W www.wakawhenua.com  
@wakawhenua

Nelson’s angel investor group

Venture Accelerator Limited (Venture Accelerator) is a Nelson based group of angel investors interested in funding start-up companies in New Zealand, with an emphasis on the Tasman region. Typically we are interested in highly scalable technology businesses that have global opportunities.

Our objective is to connect our investor members with entrepreneurs and innovators, and provide them with the capital and guidance necessary to ensure their business venture has the best chance of succeeding. Members often act as mentors and board members drawing on their skills, experience and success as business people and investors. Other members are more passive investors.

Members invest individually, collectively and with other angel groups. Venture Accelerator is a member of the Angel Association New Zealand (AANZ). Members meet on the first Monday of each month where we have pitches and presentations from new and/or existing startups.

We welcome enquiries from potential members or entrepreneurs seeking capital.

info@ventureaccelerator.co.nz  
W www.ventureaccelerator.co.nz

Regional Business Partnership Scheme helps timber firm grow

When you ask Halswell Timber managing director Jason Douglas what he’s got out the Regional Business Partnership Scheme, he replies; “Look around.”

Jason and his wife Alice purchased Halswell Timber about five years ago when it existed as a branch in Tahurunui with “three staff, one drop saw and a couple of sticks of timber”.

Working in conjunction with their accountant, they put together a plan for expansion. “It was a matter of getting out of our comfort zone, looking at different markets and seeing how we could add value.”

The Regional Business Partnership Scheme saw them receive funding towards getting the advice they required to build capability.

Initially supplying only joiners, they moved into the building market, purchased new machinery and a sawmill and began pushing their products into the North Island.

About three months ago they moved from their Tahurunui yard to the Hunter Laminates site in Beach Rd, Richmond. Just last month they increased their majority shareholding in Hunter Laminates which manufactures and stocks Glulam, fingerjointed, LVL and solid timber products.

About 20 people are currently employed across the Halswell Timber and Hunter Laminates yards.

Jason says the Regional Business Partnership Scheme has helped hugely in their growth.

“As a small family company, we wouldn’t have spent that money without the assistance of the vouchers. It gives you confidence and the opportunity to seek coaching.

To be eligible for a Capability Voucher a business must be:

- Operating with 50 or less FTEs
- Be GST registered in New Zealand
- Operating in a commercial environment – i.e. currently trading
- Be privately owned or a Maori Trust or Incorporation or similar organisation managing Maori assets under multiple ownership
- Complete a brief business assessment, to identify needs.

To find out how the Regional Business Partnership Scheme can help your business contact Business Advisor Michelle McCree.
Email: operations@commerce.org.nz
Or phone 03 548 1363.

To be a small family company, we wouldn’t have spent that money without the assistance of the vouchers. It gives you confidence and the opportunity to seek coaching.

“Commercial, Domestic, Life & Health Insurance – we have got it all covered; have you?? Contact us now for a free, no-obligation quote.”

CROMBIE LOCKWOOD (NZ) LIMITED
14 Oxford Street, Richmond — Phone: 03 543 9021 — Website: www.crombielockwood.co.nz
Business snippets

New vessel creates jobs

Sealord has announced that it is buying a new $70 million vessel which is expected to create 80 new jobs in Nelson. The 82.9m vessel is being constructed by a Norwegian company and will be delivered about mid-2018. Sealord is part owned by Maori-owned Moana NZ (Aotearoa Fisheries Ltd and Japanese company Nippon Suisan Kaisha Ltd (Nisui)). “This is a significant investment and one that demonstrates shareholders commitment to Sealord, and it being the best deep sea fishing company in NZ,” Sealord Chief Executive Officer Steve Yung said.

Port Nelson steaming ahead

Port Nelson has reported a $18.3m operating profit and a $5.3m net profit after tax for the 2015/16 financial year. Chief executive Martin Byrne and Chair of Directors Phil Lough noted in their annual report that cargo volumes had been “very strong” in the last 12 months with the 2.74m tonnes handled by the port being above expectations. Logs rebounded with 671,000 tonnes passing through the port compared to 569,000 tonnes the previous year. Apple volumes were down 14% on budget due to hail damage while wine-industry-related volumes grew significantly to a new high of 178,000 tonnes. Vessel visits have increased from 730 in 2014 to 821 this year and employees have increased from 143 in 2014 to 167 this year. The port has budgeted $2.7m for pending mitigation work on the Calwell Slipway.

Local Body Elections

The chamber conducted a membership survey to identify what our member’s election priorities were. Here they are in the order of importance that were placed upon them;

1. Equal contribution by both councils to funding economic development and tourism promotion
2. Responsible financial stewardship
3. Regional approach to planning
4. Importance of the Southern Link
5. Affordable Waimea Dam

Nelson City and Tasman District Mayoral Candidates spoke to some of these issues at a recent Crowe Horwath Chamber Luncheon. Members are encouraged to think about the issues that are important to business when casting their vote in these elections. Voting closes at midday on Saturday, 8 October.

New directors for Cawthron

Cawthron Institute has two new directors. Board chair Ian Kearney said Lees Seymour had been appointed to replace Julian Raine who stepped down earlier in the year and Meg Matthews had been made a permanent director after spending a year on the board as part of the Institute of Directors’ Emerging Directors programme. Lees is managing director of Nelson Management Ltd and president of the Nelson Tasman Chamber of Commerce. Meg is former World of WearableArt chief executive who now works as marketing manager for Wine Nelson while also being a director for Footnote Dance Wellington, the Nelson Regional Development Agency and associate director for Ngai Tahu Tourism.

Free for chamber members

Looking for a central Nelson location to conduct meetings during business hours? We have a meeting room available at our premises (63 Trafalgar St - opposite Trailways Hotel). This room seats up to 15 people and is free of charge for members. Full or half day rates for non-members. Strictly on a first in first served basis. Bookings essential. Please contact Trina Zimmerman on 03 548 1363 or email info@commerce.org.nz for more details.
Invest in advice before investing in property

With the increasingly warm temperature of our local housing market, you might be considering getting into property as an investment. At the other end of the spectrum, if you or someone you know is a hopeful first home buyer, you will be planning how to get up onto the ladder in the first place.

Here are a few legal updates that could be helpful

Let’s start with the investor.

In response to concerns about the unhealthy state of rental housing stock, the Government recently introduced new requirements around insulation and smoke alarms for landlords. The changes in the legislation mean as a private landlord, you need to:

a. ensure you have a working, long-life smoke alarm installed within 3 metres from each bedroom door. If there is not already a smoke alarm fitted, you must install a long-life photo-electric smoke alarm. When old alarms are replaced they must be replaced with this type of smoke alarm.

b. declare in the tenancy agreement the current state of insulation in the property for floors, walls and ceilings.

c. ensure the insulation complies with the new Tenancy law requirements before 1 July 2019.

It’s estimated that there are over 180,000 rental properties nationwide that aren’t insulated. These will now need to fit ceiling insulation that is at least 70mm thick, underfloor insulation for timber floors (a concrete floor is already counted as its own insulation) except where the floor is on an upper level of a building, above a habitable living space. There are a few other exceptions where retrofitting isn’t possible but most houses will have to comply.

Unfortunately for most landlords, the cost of installing the required insulation will probably not be tax deductible as an expense if it is new insulation as IRD consider it to be a capital cost – it can only be claimed as an expense if it’s replacing old insulation.

If you or a family member or friend is considering buying a first home and are looking for ways to help pay the mortgage, you might want to consider getting a boarder either in a room in your house or in a sleep-out. You will still need to abide by the Residential Tenancies Act but from a tax point of view, IRD says you don’t have to declare the income as long as each renter (up to a maximum of five renters) each pays rent of less than $257 per week. Of course it also means you can’t claim any expenses their tenancy either, but it’s a good potential income source to help get started on the property ladder.

Whether you’re an investor or a buyer you will be looking to ensure you meet your legal obligations and maximise your income. For both reasons, it pays to talk to a lawyer before you sign any sale and purchase agreement.

For more information please contact:

Anissa Bain
Partner
PHONE 03 545 7894
EMAIL anissa.bain@pittandmoore.co.nz
Business people with plans to market a product or service overseas can arm themselves with more skills to improve their chances of success by enrolling in a specifically designed postgraduate programme.

In consultation with local companies, Nelson Marlborough Institute of Technology (NMIT) has designed its Postgraduate Diploma in International Business which can be studied at both the Nelson and Blenheim campuses, starting in February.

The one-year PGDipIB programme, which made a successful debut last year at NMIT’s Auckland campus, is tailored to fit around the work commitments of business students.

John Inglis, head of NMIT’s Department for Business, says the diploma covers every aspect of successfully doing business overseas, from looking at impacts of politics and culture through to the practicalities of supply line management and packaging.

Mr Inglis says graduates will come away with a host of industry-related skills they can apply to international business. The programme has been designed after consulting with local and national businesses so it is practical and people can immediately apply what they’ve learned.

“We walk beside them on the course with experts to help along the way,” says John Inglis, who, besides his NMIT role, operates his own business.

John Inglis says it’s likely programme applicants will already have a degree in business or have equivalent practical business experience. He says the level eight diploma consists of eight papers, designed so the students can fit them in around work commitments.

He says the programme uses a lot of case studies so that learning can be applied in a way that’s relevant to specific businesses. The case studies can also be tailored so that if a student is working on a project at work around an export plan the NMIT tutors can “walk alongside them” through the process.

At the end of the PGDipIB programme, graduates will be able to critically evaluate international business opportunities in terms of commercial, environmental, ethical and social viability and develop a strategic plan to deliver goods and services.

The course covers core transferrable skills such as advanced communication, presentation, interpersonal and problem solving skills as well as the development of specific international business knowledge.

John Inglis says a feature of the PGDipIB is that it is industry oriented, developed with local and national industry input into the structure, content and direction.

He says it mixes theory with practical applications. “With the internet, businesses are effectively competing 24/7. We look at the globalisation, changing demographics, different political, economic and legal systems and we drill down into cultural and social structures before we get to finance and marketing. So if you are going into a particular market you go in with your eyes wide open.”

Mr Inglis says any local business wanting to improve their international business prospects or those with a particular project will benefit from the PGDipIB programme. “For instance, it could be a local wine producer who identify a market sub-set opportunity; targeting, say, Vladivostok, whereas everyone else has gone after Moscow.”

A more specific issue may arise around packaging. “The product is desirable but it is packed wrongly or there’s a problem with labelling. Students can work through those issues using the programme teachings.”

Applications are open for the February intake.

For more information, visit www.nmit.ac.nz

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Rob Fyfe inspires chamber members

Nearly 100 members attended the Crowe Horwath Chamber Luncheon where Ice Breaker chief executive Rob Fyfe captivated the audience with his experience of managing two iconic New Zealand brands.

Widely regarded as one of New Zealand’s top businessmen, Rob is best known for his leadership of Air New Zealand from 2005 to 2012. He told attendees that he was an “incessantly curious” person who loved figuring out how and why things worked. “I love to go fast in whatever I’m doing and I’m a little bit competitive.”

One of the things he did in his time at Air NZ was ban the use of terms like vision, mission and values. “I’m a pragmatist – not a theorist. People of all ages learn with practical examples.”

Rob talked about how he personally answered emails from customers and then shared that correspondence in his communications to staff. “That’s far more powerful than developing a procedures manual.”

“I lost count of the number of times staff did things I never dreamed of asking them to do. When you take the guard rails off people you are continuously amazed at what people will deliver in response.”

“Authenticity is key.”
“Understand who you are.”
“Effective leadership is not about knowing the answers – it’s about knowing the right questions to ask.”
“The customer isn’t always right.”
“You have to understand your customers and their needs better than anyone else.”
“It’s crucial to make your product or service globally relevant.”
“If you want the best talent that’s out there, you need to be able to offer more than just a job.”

Upcoming events

**OCTOBER**

**Wednesday 12 October. 11am-1pm**
BBB Digital Planning workshop with Stuart Dillon-Roberts from Digital Journey

**Tuesday 18 October. 5.30pm-7pm**
Chapman ER BAS at Matthews Eyewear Eyecare

**Wednesday 19 October. 9.30am-11am**
BBB Payroll workshop with HR consultant Nicky Dowling from Intepeople

**Friday 21 October. 12.30pm-2pm**
Walters PR Chamber Luncheon with Deputy Prime Minister Bill English

**NOVEMBER**

**Friday 4 November. 6pm-late**
Nelson Pine Industries Chamber of Commerce Business Awards Night. Black tie dinner

**Wednesday 9 November. 9.30am-11am**
BBB Maori Language and Protocols workshop with Patrick Smith from Patrick Smith HR

**Wednesday 16 November. 9.30am-11am**
BBB Cyber Security workshop with Allan Willoughby from BlueBerryIT

**Tuesday 22 November. 5.30pm-7pm**
Chapman ER BAS at the upgraded Trafalgar Centre

**DECEMBER**

**Wednesday 14 December. 5.30pm-7pm**
Chapman ER BAS and Members Christmas function at Panama House

For more information and registration details, see events.commerce.org.nz