

Board Meeting Agenda

Tuesday 29 October 2019 – 118 Montgomerie Road, Mangere, Manukau

Item	Subject	Presented By	Action	Start Time	Duration
OPEN AGENDA					
1	Apologies, Directors Interest Register, Conflicts of Interest Declaration	Mark Franklin	To Note	10:03am	1
2	Finance Report	Jacky Hollingsworth	To Note	10:04am	1
3	Chief Executive's Monthly Report	Nick Hill	To Note	10:05am	1

ATEED Board Interests and Conflicts Register

Director	Interests and Conflicts
Mark Franklin	<p> Director, Precinct Management Limited (3014500) Director, Te Kuha General Partner Limited (3378973) Director, Aquaclear Dewatering Technology Limited (1421603) Director, Rangitira Developments Limited (636073) Director, Stevenson Engineering Limited (1421605) Director, Stevenson South Island Limited (1908766) Director, Stevenson Group Limited (827774) Director, Drury South Limited (1488624) Director, Stevenson Agriculture Limited (1645457) Director, Auckland Regional Chamber Of Commerce & Industry Limited (364056) Director, Lochinver Station Limited (1488629) Director, Oteha Valley Investments Limited (1856790) Director, Cloudview Holdings Limited (1025273) Director, Stevenson Properties (2015) Limited (2164755) Director, Stevenson Mining Limited (1274011) Director, Stevenson Waikato Limited (697315) </p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>
Director	Roles & Responsibilities outside of ATEED
Evan Davies	<p> Chair, Capital Investment Committee Chair, Hospital Redevelopment Partnership Group Chair, Tamaki Regeneration Company (5840214) Trustee, Anglican Trust for Women and Children Trustee, Auckland Arts Festival </p>

	<p>Trustee, Auckland City Mission Trustee, Melanesian Mission Trust Board Director, Todd Property Group Limited (2291506) Director, Flinders Mines Director, BBIG Group Director, Western Hills Holdings Limited (6948733)</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>
Director	Roles & Responsibilities outside of ATEED
Mike Taitoko	<p>Director and Shareholder of Waiora Consulting Limited (5330302) Director and Shareholder of Takiwa Limited (3887379) Director, Canvasland Holdings Limited (429999) Director, Maratini Holdings Limited (6261547) Director, Mercury LTI Limited (4387380) Director, Mercury NZ Limited (936901) Director, Takiwa Health Limited (5783499) Director, Toha Foundry, (7108533) Advisory Board Member of Massey University School of Business</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>
Director	Roles & Responsibilities outside of ATEED
Danny Chan	<p>Director and Shareholder, A1 FLOWER WHOLESALERS LIMITED (810599) Director and Shareholder, ALPHA ASSET MANAGEMENT LIMITED (645615) Director and Shareholder, ARN INVESTMENTS LIMITED (2192871)</p>

	<p> Director and Shareholder, FLOWERZONE INTERNATIONAL LIMITED (582216) Director and Shareholder, FLOWERZONE TURNERS LIMITED (491878) Director and Shareholder, GRIFF TRADING LIMITED (1212490) Director and Shareholder, LADY WHITE SNAKE FILM LIMITED (1531000) Director and Shareholder, NEW EDUCATION INVESTMENT LIMITED (323228) Director and Shareholder, ORIENT ASSET MANAGEMENT LIMITED (424595) Director and Shareholder, ORIENT PACIFIC INVESTMENTS LIMITED (1169701) Director and Shareholder, ORIENT PACIFIC MANAGEMENT LIMITED (1169702) Director and Shareholder, ORPAC INTERNATIONAL LIMITED (668742) Director and Shareholder, PLANIT PRODUCTS NZ LIMITED (1812117) Director and Shareholder, RHINO SECURITY LIMITED (1218758) Director and Shareholder, SHARP MULTI-MEDIA LIMITED (1222077) Director and Shareholder, SHARP MULTI-MEDIA PRODUCTION LIMITED (1488659) Director and Shareholder, SIMTUTOR LIMITED (5285041) Director and Shareholder, SUMFOOD LIMITED (6281982) Director and Shareholder, TAHERE CALLA & BULB COMPANY LIMITED (620632) Director and Shareholder, TAHERE CALLAS LIMITED (541102) Director and Shareholder, TALAFORD INVESTMENTS LIMITED (243773) Director and Shareholder, THE ACADEMIC COACHING SCHOOL LIMITED (1218520) Director, ABANO HEALTHCARE GROUP LIMITED (13802) Director, ASIA PACIFIC CENTRE FOR FOOD INTEGRITY LIMITED (4798639) Director, BOSS SYSTEMS LIMITED (1566017) Director, CARBONSCAPE LIMITED (3953398) Director, CLUB Q CONDOMINIUMS LIMITED (366215) Director, COTTAGE DESIGN LIMITED (553363) Director, DANTING INVESTMENTS LIMITED (1101054) Director, DIABETIC FOOD LIMITED (5785571) Director, EDUCATION INVESTMENT LIMITED (2099558) Director, ENROLMY LIMITED (5746128) Director, EVERGROW PROPERTIES LIMITED (638821) </p>
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	<p> Director, FASTCOM LIMITED (2292668) Director, FMG INSURANCE LIMITED (1801045) Director, GLOBAL ACADEMIC GROUP HOLDCO LIMITED (5789309) Director, GREEN CUT LIMITED (2200640) Director, GREEN HARVEST EXPORTS LIMITED (424593) Director, GREEN HARVEST PACIFIC HOLDINGS LIMITED (912715) Director, GREEN HARVEST PACIFIC LIMITED (807760) Director, MARLBOROUGH WINE ESTATES GROUP LIMITED (5639568) Director, NEW ZEALAND YACON LIMITED (3893137) Director, ORIENT PACIFIC CORPORATION LIMITED (482579) Director, PISCES TRUSTEES COMPANY LIMITED (4364838) Director, SEAPLIES INTERNATIONAL (NELSON) LIMITED (931103) Director, SIMTICS LIMITED (1405985) Director, TAHERE GROUP LIMITED (6090882) Director, TURNERS FLOWER EXPORTS N.Z. LIMITED (1677418) Shareholder, AIRE CUT COMPANY LIMITED (1255160) Shareholder, B.L.TECH LIMITED (4425298) Shareholder, CLOUD M LIMITED (3170790) Shareholder, DANTING INVESTMENTS LIMITED (1101054) Shareholder, IMONITOR INTELLECTUAL PROPERTY LIMITED (1874643) Shareholder, ORGANIC INITIATIVE LIMITED (5595738) Shareholder, RAWHITI MANUKA HONI LIMITED (2369144) Shareholder, SHORTLAND FLATS LIMITED (41534) Shareholder, SIMTUTOR LIMITED (5285041) Shareholder, SUPERTHRILLER JET SPRINT LIMITED (110844) Shareholder, THE CABLE FERRET COMPANY LIMITED (4482398) Shareholder, THE CAREER ACADEMY LIMITED (1245347) (Removed) Shareholder, THE DIGITAL CAFE LIMITED (6094889) Shareholder, VOLT TECHNOLOGY LIMITED (5684947) Shareholder, ZENITH ASSET MANAGEMENT LIMITED (1770979) </p>
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	<p>Member, NZ China Advisory Council (appointed 20 November 2012) Member, NZ Markets Disciplinary Tribunal Director, Farmers Mutual Group (Mutual Society)</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>
Director	Roles & Responsibilities outside of ATEED
Helen Robinson	<p>Director and Shareholder, KND Trustees Limited (5691575) Managing Director and Shareholder, Penguin Consulting Limited (1694891) Co-Founder & Executive Director, Organic Initiative Limited (5595738) Shareholder, Organic Initiative Limited (5595738) Trustee, Robinson Family Trust Trustee, Maurice Research and Education Trust</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>
Director	Roles & Responsibilities outside of ATEED
Stuart McCutcheon	<p>Director, Lexington Properties Limited (1605485) Chairman of Directors, Auckland UniServices Limited (373821) Deputy Chairman, Universities New Zealand (Until 31 December 2019) Director, Universitas 21 International University Network Council Member, University of Auckland Trustee and Board Member, King's School Trustee, U.S. Friends of The University of Auckland</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p>

Chief Executive Report – October 2019

Report to Auckland Tourism, Events and Economic Development Chairperson and Board

Strategic issues/opportunities

Screen sector

A significant milestone achievement in September was the official announcement that Amazon Studios' series based on *The Lord of the Rings* – with a number of Auckland studios as the main production base. It is a significant win for New Zealand. ATEED continues to support the company with location feasibility, resource consent applications and establishing health and safety protocols. Soft infrastructure programmes to leverage the project in Auckland are also underway.

Cross-cutting themes

Māori economic growth

ATEED has supported NZ Māori Tourism with the rollout of the Māori Tourism Capability Assessment to understand the needs and aspirations of Māori tourism businesses. The results of this survey will structure support provided to Māori tourism operators by both NZ Māori Tourism and ATEED.

ATEED is supporting the facilitation of a series of tourism product development workshops with Ngā Iwi o Tāmaki. The objective is for each member of Ngā Iwi o Tāmaki to develop a product or add to existing products and support a strong base of Māori tourism experiences in Tāmaki – thereby creating a legacy for each iwi group.

More than 60 Whāriki members attended the Whāriki British High Commission Event hosted by EY on 1 October with the British High Commissioner Laura Clarke as keynote speaker. Other speakers included Barry Souter, founder of T3W, and Jesse Armstrong, CEO of Vaka Interactive.

The Young Animators programme, funded by ATEED, was launched at Hoani Waititi School on 19-20 September. The two-day programme is designed to introduce rangatahi to the world of animation and provide fundamental skills for digital storytelling. By year-end, this programme will be delivered at Papakura High School, Sir Edmund Hillary College, and Manurewa High School – all schools with high numbers of Māori students.

ATEED's Business and Enterprise team has engaged with 27 Māori business owners through the Regional Business Partnership Network programme YTD.

Enhanced spatial focus

Manukau Collaborative

The following focus areas for 'Unleash the Potential' programme have been agreed on by a small, south Auckland leaders group being:

- Anchor institutions
- Existing economic development programmes
- New opportunities offered by business, philanthropy, government, and investors.

Other key progress/activities include:

- Creative Industries – Planning continues for the integration of a project into the Creative Industries 2030 work.
- ITM Auckland SuperSprint – hosting of 33 BuildAKL employers and partners on 13 September, and 40 VIPs on 14 September, including anchor institutions and large employers in health, education, manufacturing, IT, logistics, construction, and security.
- The Kitchen Project was launched by Pānuku, with ATEED and TSI support, in a commercial container kitchen at Vodafone Events Centre, with the first cohort of Māori and Pacific food entrepreneurs underway.
- Te Papa Manukau continues to attract media interest.

Tāmaki Employment Precinct strategy

ATEED presented the draft scope of the innovation hub feasibility study, to the Tāmaki Regeneration Company (TRC) senior leadership team, which has endorsed the approach. An agreement is in place on the scope for the Neighbourhood 7 plan between ATEED and TRC. Development for a mini-prospectus for the employment precinct continue.

West Auckland

Minister Twyford and five MPs visited a number of screen companies and studios in Henderson including Grinding Gears, Kurawaka Animation, Visual FX, Whoa Studios, Auckland Film Studios and Main Reactor, to learn how the sector is growing and where more jobs will be created in west Auckland.

Sustainable development

ATEED is in the process of developing its climate change and sustainability framework, to be followed by a detailed action plan. This will support Auckland's transition to a zero-carbon resilient economy. Work is also underway with council and key partners to develop and cost specific actions of Te Tāruke-ā-Tāwhiri: Auckland's Climate Action Framework, being an essential step towards a successful implementation of the framework.

Circular economy

Planning for the XLabs programme continues, with delivery to Auckland businesses in February and March 2020.

Business Plan progress

Attachment 1 details progress against business plan key deliverables for quarters 1 and 2.

Media summary

The most prominent themes in the media in September were Amazon Studios' *The Lord of the Rings*-based series, Emirates Team New Zealand AC75 launch and sea trials, and Scott McLaughlin's Supercars win. More than 60 proactive media engagements/requests and 35 reactive media engagements/requests were handled. A full media summary is included as Attachment 1.

Key Performance Indicators

SOI KPI results are included as Attachment 3 where results are available. Results will be submitted to Council as part of ATEED's quarter one report by 28 October.

Finance

Net operating expenditure for YTD Sept-19 result is \$8.9m, \$1.3m under budget of \$10.2m.

Health and Safety

The health and safety scorecard for September is included as Attachment 5.

Recommendations

1. The report is received.

Attachments



















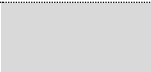



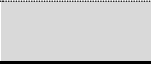

1. Progress against business plan key deliverables – Quarter 1 & 2
2. Media summary – September 2019
3. SOI KPI Scorecard – as of 10 October 2019
4. Health and safety scorecard – September 2019
5. Upcoming events/activity (next three months)

















Signatory









Nick Hill, Chief Executive















Attachment 1: Progress against business plan key deliverables – Quarter 1 & 2


KEY:  Not started  On track  At risk  Critical  Complete

Work programme	Target quarter	Key deliverable	Status		Outlook
			Previous	Current	
Economic Development					
Local economic development	1	Employment Land Research – Onehunga, Wiri, Penrose			Draft report and recommendations under review.
Innovation	2	GridAKL Strategy and Economic Impact			Strategy refresh expected to be completed and reported for the Board in October. Emerging themes include defining the GridAKL brand story and supercharging Lysaght's role as the start-up hub Auckland.
		Circular Economy Innovation Programme			Delivery confirmed for February and March 2020. Marketing and communications plan drafted.
		Productivity Insights Report			Draft productivity insights report shared with stakeholders for feedback.
		Good Food Boost with Sustainable Business Network			
Business growth	2	Māori ED implementation			Delay due to Māori ED advisor recruitment.
		Pacific ED business plan			Draft business plan underway and due for completion mid-October.
Destination					
Destination	1	<i>Destination AKL 2025</i> strategy implementation model			Information-sharing framework in development to support ILG members. A strategic advocacy programme is being considered to better communicate the benefits of the visitor economy and the City Centre Masterplan to city leaders and residents.
Tourism	1	<i>Go with Tourism</i> (GWT) – Queenstown launch			<i>Go with Tourism</i> Queenstown launch on 10 October following official industry announcement on 12 September.
	2	Māori cultural centre feasibility			Consultant engaged and feasibility on track for delivery in Q2.
	1	Elemental AKL 2019			Evaluation underway, including campaign analysis, review of region-wide spend data, post-event reporting and an economic impact assessment of a few key events.
Major Events	2	Auckland Diwali Festival			Successfully delivered on 12 – 13 October.

Work programme	Target quarter	Key deliverable	Status		Outlook
			Previous	Current	
		Elemental AKL 2020 Application Round 1			Application round 1 opened 1 October and will run until 31 October.
		National Programme Application Round 1			Application round 1 opened 1 October and will run until 31 October.
		NYE programme			The key focus of the 2019 NYE programme will address crowd management, safety and transport concerns. There will also be a focus on generating positive media exposure for the region. All activities are on track.
Business Events	2	Auckland International Business Events Advisory Group (AIBEAG)			Members of AIBEAG will be in Auckland from 21 to 24 October.
Strategy					
Māori economic growth	1	Māori Economic Development Strategy			Given recent staff changes and current internal capability, the focus is to identify the key investment and delivery items in the short-term (3-6 months); and plan for recruitment of a Māori Economic Specialist (working title) within the Strategy team to develop a longer-term Māori Economic Development Strategy and approach.
		ATEED Te Toa Takitini (TTT) Proposal			The Māori Outcomes Steering Group has approved funding for the Māori Delivery Package for Auckland 2021 and Whāriki (upscaling, infrastructure investment, leveraging) expansion and digital platform scope.
		ATEED Māori Responsiveness Plan (MRP)			The updated MRP will be tabled at the Economic Committee for Board sign off in November.
Strategy	1	Strategy Refinement			The new Strategy Framework and Investment Logic Mapping approach approved by the August Board meeting is being socialised and embedded across the business with workshops in October and business planning for FY20 commencing in November.
		Governing Body Workshop			Workshop postponed to post-election, but no date set yet.
	1	Auckland Positioning and Narrative Project			The Auckland 'Playbook' is in development with version one due end of October. On-going work and communication for the integration of the narrative and tools to scale for ATEED and council family

Work programme	Target quarter	Key deliverable	Status		Outlook
			Previous	Current	
Strategy		Road to 2021 plan			campaigns continue. A further round of workshops is being planned in March 2020 to share progress, continue engagement and advocacy. 2021 brief is in development with Brand, AKL 2021, Tourism and Major Events teams to ensure an integrated and whole-of-region approach. Key marketers from Auckland Council, Panuku, RFA and Auckland Transport are participants. Funding from Te Toa Takitini is included in the budget and Māori outcomes prioritised. Contestable brief to council agency panel with a brief response due in November. Raising awareness and understanding across the organisation of ATEED's role in 2021 activities is pivotal to progressing this plan in a timely and quality fashion.
	2	Digital Strategy Reset			Several interviews and an internal survey were conducted through September to better understand digital needs across the business. Research has been distilled down to inform future capability and resourcing needs. The first draft of the Digital Strategy was presented to ALT on 8 October. Further refinements are being made to the direction and better understanding of cost implications.
		Incoming Elected Member Briefing			A briefing has been created for incoming elected members in the impending local government elections. This will be reviewed by management and the Board prior to distribution.
		Local Board Engagement Plan			A proposed framework for a local board engagement plan has been provided to the Auckland Council and will be completed and implemented following the local government elections.
		Central Government Engagement Plan			As part of ATEED's external relationship management plan, a workshop will be scheduled with management pre-Christmas to develop a strategic approach to central government engagement for 2020.
		KPI & Operating Model Review			A prioritisation approach is being developed in line with the approved Strategic Framework and Investment Logic Model and is to be completed by the end of October.
		High Level Business Planning 2020/21			The first round of business planning for FY21 to start in November using the approved Strategy Framework and Investment Logic Mapping approach.

Work programme	Target quarter	Key deliverable	Status		Outlook
			Previous	Current	
		AC36 Communications, Marketing and Engagement (CME) Plan			ATEED is leading the development of the CME framework and plans on behalf of crown and council. Feedback is being sought from the broader workstream prior to presentation to the Joint CE Group for America's Cup pre-Christmas.
Operational Support					
Operational Support (CFO)	1	Annual Report			Annual Report for year ending 30 June 2019 published on the website on 30 September. Audit Management Report received, and Management responses being drafted – no major issues raised.
		Safe365 Roll out (H&S)			ATEED is implementing Safe365, with the first review complete. It will be fully rolled out and presented to ALT and the Board by October.
		Data Security follow-up audit			ATEED is working with Council ICT and Assurance Services (internal audit) to carry out a data security review of the Council ICT system that ATEED uses. The cost will be shared across the groups and takes time to progress.
		Wellbeing programme			MHAW ran from 23-29 September, interactive engagement with staff across ATEED to highlight daily themes and actions. External provider to run mindfulness sessions in November. Resilience at work course to be run in March. Promoting Council-run wellbeing initiatives as well.
		Performance reporting			Presented to the Audit and Risk Committee on 12 September. Q1 Forecast being consolidated, targeting review on 15 October. Q1 Report in development and to council on 28 October. Annual Plan under discussions for progressing with teams. Q1 Report in development and to council on 28 October.
	2	Forecast Q2 (Act3 + FC12)			Completing consolidation of Q1 Forecast currently. Review of this process will follow for Q2 forecast
Risk Framework Update				ATEED Risk Policy and Guidelines have been updated and are due to go the board for approval.	
Board Induction				ATEED's three new directors were inducted on 7 October. The new directors will attend the October Board meeting as observers and officially attend their first board meeting in November. Induction Pack will be sent to new directors in October.	

Work programme	Target quarter	Key deliverable	Status		Outlook
			Previous	Current	
		Sensitive Expenditure follow-up audit			Formulating a timeline for next sensitive audit review. Will present to SHARC for feedback.

Key deliverables complete

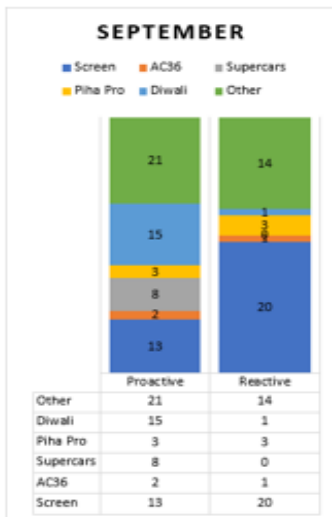
Work programme	Key deliverable	Target quarter	Completed (month)
Investment attraction and international partnerships	Project Epic announcement	1	September
Skills and workforce	Manukau Jobs & Skills Hub launch	1	September
	Auckland Smart Move (ASM) campaign	1	August
Strategy	Board Strategy Workshop	1	August
	AC36 – Leverage and Legacy ideas submitted	1	September

Attachment 2: Media summary – September 2019

Summary

Media reporting has changed recently to better reflect proactive and reactive engagements managed by ATEED's Communications and Media team each month. In August, the team made:

- 62 proactive media engagements/requests
- 39 reactive media engagements/requests
- 12 media releases issued



Favourability

	Tone of Voice		
	Neutral	Positive	Negative
Sep 2019	9%	90%	1%
Aug 2019	7%	87%	6%
July 2019	19%	67%	*14%

*Relates to AC36 challenger withdrawal

Top themes for September 2019

After months of speculation, confirmation came that Amazon Studios' *The Lord of the Rings*-based series will have its main production base in Auckland. Amazon led the announcement via social media, with supporting releases from ATEED and NZFC. 15 minutes later.

More than 150 pieces of international coverage had been generated by 6pm on the day mentioning Auckland as the base for the production, and more than 600 within 48 hours. The announcement led One and Three News, Radio New Zealand Checkpoint, and was the lead website story concurrently on *NZ Herald*, *Stuff*, *RNZ*, *The Otago Daily Times*, *MSN*, *TVNZ* and *Newshub* – all with ATEED's key role prominent.

AC36 / Nacra49ers

The launch of ETNZ's first boat dominated the headlines this month, and the world got to see first images of the 75-foot monohull *Te Aihe* (the dolphin). Broadcast live on TVNZ, the invite-only event attracted global interest.

Supercars

The Comms and Media team supported Supercars ITM SuperSprint activity, organising Auckland destination content for digital channels such as EDMs, website and social media: and created a photo/media opportunity for domestic and international media to highlight Kiwi Supercar driver Scott McLaughlin's attempt at Pukekohe to break the season win record he had jointly held with Craig Lowndes.

Auckland Diwali Festival

The Comms and Media team supported the upcoming Auckland Diwali Festival with proactive media and stakeholder engagement.

Key channels included media releases to entertainment, industry and Indian media, EDMs to destination and Major Events stakeholders, ATEED website, and social channels.

Earned media was leveraged through media partners (*Indian Weekender*, *Radio Tarana*) in the lead up to the festival along with successful pitches with *NZ Herald*, *Newshub*, *Metro*, *Concrete Playground*, and more.

Other:

The World Surf League announced that its new Challenger Series will visit Auckland's Piha Beach in March 2020. The **Piha Pro** will be the first pro tour event to hit New Zealand in five years.

Nick Hill spoke with Sharon Brett Kelly (*newsroom's The detail*) on the ditching of Te Papa north plans by the Government.

The **Rally New Zealand** will return to the FIA World Rally Championship next year after an eight-year hiatus.

Some of the region's emerging talent shared the stage with musical royalty at a unique creative industries event in Auckland, **Play it Strange** at Roundhead studios.

Elle Macpherson, one of the world's most recognisable faces, experienced some of Auckland's local culture, cuisine and fashion. Supported by ATEED and Heart of the City, Britomart was the backdrop for a memorable powhiri delivered by Auckland-based The HAKA Experience.

Attachment 3: SOI KPI Scorecard – at 10 October 2019

KEY PERFORMANCE INDICATOR	TARGET FY20	LATEST RESULT	DATE OF MEASURE / LATEST AVAILABLE RESULT	PREVIOUS RESULT FY19	STATUS	COMMENTS
KPI 1: Contribution to regional GDP from ATEED interventions. ^{1,2}	>\$103m	No Result to date	N/A	\$103m		No quarterly target, this performance indicator is measured six-monthly. The year-end target is to grow the FY19 benchmark. Result includes contributory measure.
<i>Contributory measure: Contribution to regional GDP from major and business events attracted or supported (LTP measure)</i>	\$52.5m	\$390,226	10-Oct-19	\$43.9m		Does not include all major and business events due to pending evaluations.
KPI 2: Number of businesses that have been through an ATEED programme or benefited from an ATEED intervention (LTP measure). ^{1,2}	3000	823	3-Oct-19	3303		27% of target achieved at end of Q1. On track to meet year-end target of 3000. Results include businesses that have been through or benefitted from the RBP programme, GridAKL, film permits, business and innovation support, tourism famils and advocacy, major events investment and facilitation and Study Auckland student attraction interventions.
<i>Contributory measure: Number of Māori businesses that have been through an ATEED programme or benefitted from an ATEED intervention (LTP measure)</i>	120	72	3-Oct-19	244		60% of target achieved at end of Q1. On track to meet year-end target of 120. Results include Māori businesses that have been through or benefitted from the Whāriki Māori Business Network, RBP programme, tourism and major events interventions.
KPI 3: Number of new jobs created, safeguarded or retained in Auckland as a result of an ATEED intervention. ^{1,2}	>1280	No result to date	N/A	1280		No quarterly target, this performance indicator is measured six-monthly. The year-end target is to grow the FY19 benchmark.
KPI 4: Number of visitor nights resulting from an ATEED intervention. (LTP measure) ^{2,4,5}	370,000	3,959	10-Oct-19	295,282		Does not include all major and business events due to pending evaluations.
KPI 5: Customer satisfaction of customers, partners and stakeholders who have interacted with ATEED	≥77%	No result	N/A	77%		No quarterly target, this performance indicator is measured six-monthly. The year-end target is to grow or maintain the FY19 benchmark.

1. Also able to be analysed and reported by target sectors. 2. Also able to be analysed and reported by target locations. 4. Also able to be analysed and reported by commercial and non-commercial nights. 5. Also able to be analysed and reported by peak, shoulder and off-peak season nights

Attachment 4: Health and Safety scorecard – September 2019

Update

Major Events

- Successful Diwali festival undertaken. On site H&S audits undertaken. The contracted operations 'Just Events' are amongst the best practitioners in this field at this stage. The in-house Diwali team also showed willingness to learn and improve standards and levels of understanding. As one combined team pre event and on site the standard of the resulting H&S planning and execution was notably high.
- H&S and security planning underway for Tamaki Herenga Waka, Lantern and Pasifika festivals.

CCO relationship

- ATEED attended the CCO wide H&S symposium for a knowledge sharing and PD opportunity.

Screen Auckland

- Ongoing H&S Film production Site visits with Film Facilitators – completing H&S Audits.


Film Studios

- Monthly H&S Audits for Studios with Studio Site Managers – AFS, KFS, HFS.
- Weekly Film Studio (AFS, KFS, HFS) operational H&S meetings ongoing.
- Successful and positive visit by Worksafe to KFS. KFS Film Studio manager undertaking diligent, proactive and well-informed work in the H&S space, working well with the on-site production companies which is vital for relationship building.


Risk Manager

We have no open incident / near misses or unsafe conditions in Risk Manager. One externally occurring incident noted in case the employee needed in office support which was not the case, therefore closed.

 Incidents: 0

 Near misses: 0

 Unsafe condition/hazard: 0

 Open Incidents in Risk Manager:
Only two past and resolved incidents awaiting closure by managers.

Attachment 5: Upcoming events / activity (October - January)

Key events / activity	Date	Location
International Economic Development Council 2019 Annual Conference	13-16 October	Indiana, USA
Young Animators programme – Manurewa High School	17-18 October	Manurewa High School
Project Epic ‘thank you’ event	23 October	Henderson
EDNZ conference	30 October – 1 November	Blenheim
Westpac Auckland Business Awards – Central Gala Dinner	31 October	Cordis Auckland
Taste of Auckland	31 October – 3 November	Queens Warf
U2 - The Joshua Tree Tour	8 – 9 November	Mt Smart
Circularity Xlabs launch	31 October (tbc)	GridAKL
NZRL NZ v GBRL Lions Triple Header	2 November	Eden Park
NZ Supercross Open	16 November	Mt Smart
Equitana	21 – 24 November	ASB Showgrounds
Pop-Up Business School (Manukau)	25 November – 6 December	Te Haa O Manukau
Westpac Auckland Business Awards – South & East Gala Dinner	28 November	Cordis Auckland
Young Animators programme – Sir Edmund Hillary College	28-29 November	Sir Edmund Hillary College

Key events / activity	Date	Location
49er, 49er FX & NACRA 17 World Sailing Champs	29 November – 8 December	Waitemata Harbour
Young Animators programme – Papakura High School	2-3 December	Papakura High School
Wellington Phoenix v Western Sydney Wanderers	7 December	Eden Park
Cricket NZ vs India and NZ vs South Africa	24 – 27 January 2020	Eden Park
Tamaki Herenga Waka Festival	31 January 2020	Captain Cook Wharf

Finance Report, month ending September 2019

Report to Auckland Tourism, Events and Economic Development Chairman and Board

Summary Revenue Statement												TABLE 1
For the Period Ended 30 September 2019												\$000's
Month			Year to Date					Full Year				
Actual	Budget	Variance	Actual	Budget	Variance	Forecast ***	Revised Budget	Approved changes **	Budget	Last Year		
			Net operational expenses:									
1,641	1,776	135	Destination	3,397	4,211	814	23,837	23,837	0	23,837	21,680	
691	1,023	332	Economic Development	2,618	2,753	136	14,449	14,449	0	14,449	13,951	
50	48	(2)	Local Board Activity	92	143	51	571	747	175	571	841	
291	609	318	Strategy	1,395	1,611	216	5,818	5,818	0	5,818	5,128	
384	478	94	Operational Support	1,430	1,487	56	5,756	5,756	0	5,756	7,088	
3,057	3,933	876	Operating deficit before Council funding	8,933	10,205	1,272	50,431	50,606	175	50,431	48,688	
3,057	3,933	876	Approved opex funding	8,933	10,205	1,272	50,431	50,606	175	50,431	48,688	
0	17	17	Capex funding	12	50	37	198	198	0	198	3,096	
242	259	17	Depreciation and Divestments	726	776	50	3,124	3,124	0	3,124	5,044	
(242)	(242)	(0)	Surplus	(714)	(727)	(13)	(2,925)	(2,925)	0	(2,925)	(1,947)	

Key Points

Net operating expenditure for YTD Sept-19 result is \$8.9m, \$1.3m under budget of \$10.2m with:

- **Destination** under budget by \$0.8m due to delays of milestone payments within Major Events \$0.8m and offsets between cancelled and new events;
- **Economic Development** under budget by \$0.1m, Operating revenue is \$0.5m over budget and expenditure \$0.3m over budget, largely driven by new leases in Auckland and the Film Studios;
- Locally Board Driven Initiatives (**LDIs**) minor variances relates to timing;
- **Strategy** under budget by \$0.2m, driven by timing of advertising, marketing & research;
- **Operational Support** under budget by \$0.1m mainly relating to staff vacancies.

Depreciation is excluded from the net operating expenditure as this is a non-cash/non-council funded item.

** Approved changes relate to Local Board.

*** Reporting is against Budget. The first 3 months Forecast will be Budget.

Revenue Statement

			Revenue Statement								TABLE 2	
			For the Period Ended 30 September 2019								\$000's	
Month			Year to Date				Full Year					
Actual	Budget	Variance		Actual	Budget	Variance		Budget	Budget	Approved changes **	Budget	Last Year
			Operational revenue									
52	26	26	Fees and user charges	306	293	13		648	648	0	648	612
323	251	72	Grants and subsidy revenue	732	634	98		2,748	2,748	0	2,748	2,229
37	26	11	Sponsorship	152	122	30		1,804	1,804	0	1,804	1,228
1,797	1,329	468	Property rental revenue	4,929	4,276	653		14,586	14,586	0	14,586	12,418
117	111	6	Sundry revenue	430	493	(63)		1,898	1,898	0	1,898	1,465
2,326	1,743	583	Total Operating revenue	6,549	5,818	731		21,684	21,684	0	21,684	17,952
			Operating expenditure									
2,038	2,139	101	Staff costs	5,817	6,220	403		25,033	25,033	0	25,033	21,539
505	500	(5)	Professional fees, consultancy & contractors	1,322	1,194	(127)		6,798	6,536	(262)	6,798	7,084
803	760	(43)	Grants, contributions, sponsorship	1,458	2,429	970		9,217	9,654	438	9,217	10,917
1,530	1,258	(272)	Occupancy	4,888	4,063	(825)		16,308	16,308	0	16,308	14,278
158	96	(62)	Travel & entertainment	327	222	(105)		1,105	1,105	0	1,105	1,357
206	809	603	Advertising, marketing & research	1,021	1,506	485		10,902	10,902	0	10,902	8,337
143	114	(29)	Other expenditure on activities	648	390	(259)		2,752	2,752	0	2,752	3,129
5,383	5,676	293	Total Operating expenditure	15,481	16,023	541		72,115	72,290	175	72,115	66,640
3,057	3,933	876	Operating deficit before Council funding	8,933	10,205	1,272		50,431	50,606	175	50,431	48,688
242	259	17	Depreciation and Divestments	726	776	50		3,124	3,124	0	3,124	5,044

Total Operating Revenue:

YTD operating revenue is \$0.7m higher than budget with higher Property rental revenue of \$0.7m due to commencement of new leases and an increase of Grants and subsidy revenue of \$0.1m, which is offset by decreased Sundry revenue of \$0.1m.

Total Operating Expenditure:

YTD Operating expenditure is \$0.5m lower than budget with variances in:

- **Staff Costs, \$0.4m lower**, result of unfilled temporary roles in Economic Development and vacancies in Corporate;
- **Professional Fees, consultancy & contractors, \$0.1m higher**, mainly driven by various projects within the investment team;
- **Grants, Contributions, Sponsorship, \$1.0m lower**, mainly due to timing of finalising 2020 World Rally Championships sponsorship, cancelation of LPGA offset by new opportunities not in original plan and timing of spend for NZ Food Innovation;
- **Occupancy, \$0.8m higher**, relating to new lease arrangements in Auckland and the Film Studios noting that these have an incremental revenue offset;
- **Travel & entertainment, \$0.1m higher**, relating to timing of international travel across Destination;
- **Advertising, marketing & research, \$0.5 lower**, due to underspends within Brand Services and across the Economic Development division;
- **Other expenditure on activities, \$0.3m higher**, mainly due to increased computer software expenses in Corporate and timing of event fees and Tourism investment attraction in Destination;
- **Depreciation** is tracking close to budget.

Summary Statement of Financial Position

Statement of Financial Position, ATEED Group		
As at 30 September 2019		
TABLE 4	YTD	\$000's Jun-19
Current assets		
Cash and cash equivalents	369	318
Receivables and prepayments	7,593	19,996
Total current assets	7,962	20,313
Current liabilities		
	4,376	16,715
Working capital	3,586	3,598
Non-current assets		
Receivables and prepayments (non-current)	3	4
Property, plant and equipment	17,370	18,147
Total non-current assets	17,373	18,151
Non-current liabilities		
	2,782	2,858
NET ASSETS	18,177	18,891
EQUITY		
	18,177	18,891
Capex spend	-51	3,096
Total future commitments	98.6m	110m

Cash and cash equivalents: Variance due to the timing of cash sweeps to Group Treasury.

Receivables and prepayments: Due to decreased Intercompany Receivables with intercompany transactions held and cleared on a quarterly basis, reversal of yearend reclassification of Current Account debit balance from Current Liabilities to Current Assets, increase in current Receivables and a decrease in GST and Other Current Receivables.

Current liabilities: A decrease in Current Liabilities due to reduction of Trade Payables and accruals, offset by Related party payments (including reversal of current account year end reclassification), Revenue in advance and Other Creditors due to passage of time entries.

Non-current Assets: Relates to Fixed Asset movements.

Non-current Liabilities: Relates to non-current revenue in advance.

Capex spend: Relates to FY19 Fixed Asset correction.

Total Future Commitments: Operating lease costs of \$85.6m for GridAKL, 167B Victoria Street, B:Hive at Smales Farm, Film Studio Leases and \$13m for operational commitments.

Recommendation

It is recommended that the Board note the Finance Report for the period ended 30 September 2019.

Signatories

Manager: Claire McCracken, Finance Manager

GM: Jacky Hollingsworth, Chief Financial Officer
