



Open

Board Meeting Agenda, Friday 23 February 2018
Tāmaki Makaurau Boardroom, L8 139 Quay Street

OPEN AGENDA					
1	Apologies	To Note	1.30 p.m.	1 mins	
2	Open Minutes 26 January 2018 and Open Action Tracker, Nick Hill	To Approve	1.31 p.m.	2 mins	2
3	Directors Interest Register, Conflicts of Interest Declaration , David McConnell	To Note	1.33 p.m.	2 mins	4
4	Chief Executive's Activity Report , Nick Hill	To Note	1.35 p.m.	15 mins	14
5	Finance Report , Joy Buckingham		1.50 p.m.	10 mins	23
	Close of Meeting		2.00 p.m.		

OPEN BOARD MINUTES

What:	Minutes of a Meeting of Board of Directors of Auckland Tourism Events and Economic Development Limited
Where:	Tamaki Makaurau Boardroom, L8 139 Quay Street, Auckland
When:	Friday, 23 January at 1.25 p.m.
Directors:	David McConnell Danny Chan Stuart McCutcheon Mike Taitoko Sir Pita Sharples (Board Consultant)
Apologies:	Glenys Coughlan Evan Davies Helen Robinson
In Attendance:	Nick Hill, Chief Executive Tim Kingsley-Smith, Company Secretary
Public & Media Attendance:	N/A

Background

- A. David McConnell was appointed as Chairperson for the meeting.
- B. It was noted that the quorum is a majority of the directors (12.9 of the Constitution) and there currently being seven directors, a quorum of Directors was present. It was noted that each Director had been given proper notice of the meeting.

Meeting Business

1. Apologies

The apologies of Glenys Coughlan, Evan Davies and Helen Robinson were noted.

2. Minutes of Previous Meeting and Action Tracker

The Board discussed the draft minutes of the meeting held on 24 November 2017 and the Open Action Tracker.

The Board **approved** the minutes of the meeting held on 24 November 2017 and confirmed the minutes were a true and correct record.

3. Register of Directors' Interests and Conflicts of Interests Declaration

The Board **noted** the Directors' interests register.

4. Chief Executive's Activity Report

Nick Hill spoke to the paper. The key points discussed were:

- ATEED received the Mayor's Letter of Expectation for 2018-2021 on 22 December. General messages and priorities focussed on financial accountability, building the group approach and promoting Māori outcomes. The letter outlined the following three strategic priorities for the ATEED Statement of Intent (SOI) 2018-21:
 1. Review of ATEED's focus areas to respond to Auckland's economic challenges
 2. Actively participate in the integrated governance of urban regeneration priority areas, and leverage Auckland Council's investments in these areas
 3. Getting the most from major events in Auckland – specifically Asia Pacific Economic Conference (APEC) and America's Cup.
- A draft SOI will be circulated to the Board for feedback in February. An updated SOI will be presented to the Board for approval at its meeting on 23 February, before being submitted to Council by 1 March for shareholder feedback in April/May.
- As at 31 December, ATEED continued to make good progress on the targets set out in the Statement of Intent (SOI) 2017-19.
- The Board discussed GovTech and the opportunity to commercialise Government intellectual property. Management noted that there had been discussions on this topic between ATEED and Council. GridAKL was well placed to be the conduit for joining the dots and progressing the commercialisation of Council and CCO intellectual property as it was connected to, but independent of both Council and ATEED.

Following the conclusion of discussions, the Board **noted** the paper.

The Chairperson declared the meeting closed at 1.47 p.m.

SIGNED by the Chairperson as an accurate record of the meeting:

Chair

Date



ATEED Board Interests and Conflicts Register

Director	Interests and Conflicts
David McConnell	Managing Director, McConnell Group Deputy Chair, Committee for Auckland Board Member, University of Auckland’s Business School Advisory Board Director, Future Schools Partners GP Limited (5625905) Director, Future Schools Partners GP 1 Limited (5616086) Director, H Construction Schools 2 PPP Limited (5508209) Director, Malcolm Nielson Limited (5879529) Director, Ascot Parade Limited (2157240) Director, C 60 Display Limited (2247276) Director, Mc (Jervois) General Partner Limited (5486582) Director, Malcolm Custodian Limited (5892176) Director, What Comes Next Limited (5860568) Director, H Construction North Island Limited (175077) Director, H Construction Hobsonville Limited (3893218) Director, Ayrles Parklands Limited (1646167) Director, H Plant Limited (3691839) Director, H Construction North Island Group Limited (3873056) Director, H Infrastructure Holdings Limited (5995672) Director, London Group Holdings Limited (634236) Director, BPB Plasterboard Limited (1644304) Director, Titanium Park Development Limited (1731580) Director, Orange H Group Limited (3691741) Director, Projects (M.I.L.) Limited (606848) Director, Mcconnell Group Limited (6106847) Director, Newquay Infrastructure Investments Limited (6106950)

	<p>Director, H Infrastructure Limited (3691835) Director, Addison Group Limited (3377631) Director, Hawkfleet Limited (3329470) Director, Addison Developments Limited (855954) Director, HUC Limited (826148) Director, Blackpool Services Limited (6106907) Director, Leeds Construction Limited (6106928) Director, Mariner Rise Limited (1897890) Director, 429 Limited (882429) Director, Spiral Welded Pipes Limited (599333) Director, Mcconnell Property Services Limited (2093843) Director, Orange H Management Limited (3691975) Director, H Construction N.I. Limited (3874817) Director, Wilkins & Davies Limited (5860549) Director, Learning Infrastructure Partners Gp 1 Limited (5862845) Director, Beaumont Park Limited (1892636) Director, Mcconnell Developments Holdings Limited (2066570) Director, Orange H Construction Limited (3723877) Director, H Construction Group Limited (3746315) Director, MTC Land Investments Limited (5452582) Director, Steelpipe Limited (49280) Director, Citygate Limited (2072237) Director, McConnell Developments Limited (886504) Director, Galleon Limited (597939) Director, H Infrastructure (NZ) Limited (5995721) Director, MP Shelf Company 2002 Limited (1231221) Director, McConnell Funds Management Limited (2396949) Director, Learning Infrastructure Investment Limited (3765221) Director, Element NZ Limited (2163263)</p>
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	<p>Director, McConnell Property Limited (2396928) Director, H Construction South Island Limited (3691841) Director, McConnell GP No. 1 Limited (2478228) Director, The Shooting Box Limited (866096) Director, Arnot Investments Limited (3945959) Director, McConnell Limited (634938) Director, Shelf Company 2012a Limited (401431)</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
<p>Evan Davies</p>	<p>Director, Kimono Capital Limited (6341449) Director, Long Bay Village Limited (5830034) Director, Todd Property Group Limited (2291506) Director & Shareholder, Welch Securities Limited (1122606) Director, Long Bay Communities Limited (1415659) Director, Stonefields Communities Limited (1025439) Director, Okura Holdings Limited (1512475) Director, Long Bay Farming Limited (1560352) Director, Ngunguru Coastal Holdings Limited (1285296) Director, Ngunguru Coastal Investments Limited (1570675) Director, Tall Oaks Holdings Limited (1968803) Director, Todd Land Holdings Limited (2152132) Director, Todd Th Limited (1875941) Director, Lld Limited (1308103) Director, Paris Magdalinos Architects Limited (1941004) Director, Todd Property Pegasus Development Limited (4857639)</p>

	<p>Director, Todd Capital Limited (936395) Director, Todd Winegrowers Limited (2152133) Director, Todd Property Usa Limited (3912181) Director, Altera Apartments General Partner Limited (4566279) Director, Stonefields Development Limited (3692395) Director, Panuku Development Auckland Limited (3089645) Director, Todd Property Pegasus Town Limited (4126839) Director, Todd International Investments Limited (1017227) Director, Pegasus Town R24 Limited (4869619) Director, Win Limited (6192307) Director, Nel Farms Limited (4969859) Director, Tc Farms Group Limited (5477244) Director, Todd Property Ormiston Town Centre Limited (3027783) Director, Todd Property Napier Hill Limited (3483383) Director, Todd Property Huapai Development Limited (5293201) Director, Pegasus Town R23 Limited (4868161) Director, Ilico Apartments General Partner Limited (4757340) Director, Todd Property Stonefields Apartments Limited (3736202) Director, Todd Property Albany Development Limited (3808876) Director, Saltus Apartments General Partner Limited (3809036) Director, Titanium Park Development Limited (1731580) Director, Kapiti Coast Airport Holdings Limited (3917540) Director, Todd Property Pegasus Town Services Limited (3250819) Director, Todd Property Whitby Development Limited (4102938) Director, Bellus Apartments General Partner Limited (5830670) Director, Verto Apartments General Partner Limited (5716247) Director, Priory Pastoral Farm Limited (1370798) Director & Shareholder, Kokako Farms Limited (152400) Director, Priory Pastoral Developments Limited (1472500)</p>
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	<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
Glenys Coughlan	<p>Director, Dunedin Venues Management Limited (2298338) Director & Shareholder, GJ & Company Limited (6095649)</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 Waiora Pacific Limited (3887379) Director, Canvasland Holdings Limited (429999) Director, Cognition Education Limited (963400) Director, Committee For Auckland Limited (1121413) Director, Maratini Holdings Limited (6261547) Director, Mercury LTI Limited (4387380) Director, Mercury NZ Limited (936901) Director, Takiwa Health Limited (5783499) 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</p>

	funded by the Company
Director	Roles & Responsibilities outside of ATEED
Danny Chan	Director and Shareholder, A1 FLOWER WHOLESALERS LIMITED (810599) Director and Shareholder, ALPHA ASSET MANAGEMENT LIMITED (645615) Director and Shareholder, ARN INVESTMENTS LIMITED (2192871) 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)

	<p>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) 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)</p>
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	<p>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) 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
<p>Helen Robinson</p>	<p>Chair Director and Shareholder, Cloud M Limited (3170790) Director and Shareholder, KND Trustees Limited (5691575) Managing Director and Shareholder, Penguin Consulting Limited (1694891) Co-Founder & Executive Director, Organic Initiative Limited (5595738) Director and Chair, The Network For Learning Limited (3897339) Shareholder, KND Investments Limited (1694892) Shareholder, Organic Initiative Limited (5595738) Chair, Valens Group Director, Fulbright NZ Ltd Director, NZ Defence Force Trustee, Aktive Auckland Sport & Recreation Trustee, Robinson Family 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</p>

	funded by the Company
Director	Roles & Responsibilities outside of ATEED
Stuart McCutcheon	<p>Director, Lexington Properties Limited (1605485) Chairman of Directors, Auckland Uniservices Limited (373821) Chairman, Universities New Zealand (From 1 January 2017) Director, Universitas 21 International University Network Council Member, University Of Auckland Member, Partnership Board, The Worldwide Universities Network Member, Steering Committee, The Association Of Pacific Rim Universities Trustee, Uk 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>
Board Advisor	Roles & Responsibilities outside of ATEED
Sir Pita Sharples	<p>Director, Tu Maori Mai Limited (5584726) Director, Arapita Limited (1369621)</p> <p>Hoani Waititi Marae - Taumata Te Ropu Manataki – Kai ako Te Whare Tu Taua – Tumu Whakaarei Ngā ti Kahungunu iwi – Taumata Te Toa Takitini – Kaumatua advisor Aorangi maori trust board – Kaumatua Rakau Tatathi Marae – Paepae Mahi Tahi trust Board – Member Maori and Pacific Trade Training – Manawhaka haere</p>

	<p>Maori Heritage Council – Member NZ Heritage Trust Board – member Emerge Aotearoa – Board Kaumatua NPM – Patron Te Arapai – Member Auckland Museum Trust Board - Member Auckland Museum Maori Council – Member Special Expert Group on Organ Donation – Member Pacific Leaders Programme – Consultant Matatini – Life Member Zin and Tane Chinese Maori Dance Production – Producer White Ribbon Campaign – Ambassador West Auckland Task Force against Domestic Violence – Member Pillars – Patron Tamaki Makaurau Haka Society – Life Member Unitech Maori Advisor Maori Chinese youth forum – Kaumatua Heritage NZ Pouhere Taonga Trust</p>
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OPEN
February 2018

Chief Executive Review of February 2018

Report to Auckland Tourism, Events and Economic Development Limited Board

Purpose

The purpose of this report is to update the ATEED Board on key activities and results received for the month ending 16 February 2018.

Strategy development

Destination AKL 2018-2025

Good progress has been made towards finalising the new Destination AKL 2018-2025 strategy, highlighted by a strong Mayoral endorsement at our January briefing. Over the next month we will further refine the strategy to capture the final feedback we received from the Industry Leaders Group and the ATEED Board.

The strategy will be supported by two important documents: a public facing summary which succinctly explains what the strategy is, why it's important and what we are doing; and an ATEED plan, which outlines what our activity is going to be across the Destination portfolio for the next three years. These documents are in development and will be considered by the Industry Leaders Group and ATEED Board in March.

APTR Governance

Following the resolutions passed by the Governing Body in December, management started the process of establishing an Accommodation Providers Targeted Rate subcommittee of the Board (the Destination Committee). This includes development of more complete terms of reference, a discussion with current MBEC members on the appropriate level of decision making for the committee, and the development of an appropriate 'conduct' mechanism for non ATEED Board members of the committee (covering conflicts of interest, confidentiality etc.). Management is also engaging with the CCO Governance team at Auckland Council to scope appropriate methods for selecting accommodation sector committee representatives.

Stakeholder engagement

The Chief Executive has been actively sharing ATEED's new three year plan (incorporating economic development and destination strategies) with central and local government officials, mana whenua and elected members. At the time of writing, meetings have been held in Auckland with the Mayor and his office staff, almost half the councillors, members of the council executive leadership team, the CEs of Auckland Transport, Panuku Development Auckland, Ports of Auckland, the Southern Initiative and Te Waka Aunga Mua. Feedback has been highly favorable, with an increasing acceptance of the validity of ATEED's role as outlined, and strong interest in closer collaboration from CCOs and others. There has also been engagement and positive feedback with senior officials and leaders from MBIE, NZTE, and Business NZ. Officials see the plan as having a high degree of alignment with Government priorities, so much so that NZTE CE, Peter Chrisp, has written to endorse ATEED's role and strategy. Over the next month there will be further engagement on the plan with the IMSB and business leaders in the destination, infrastructure, technology, creative and other sectors. In addition to this work, ATEED has met the Private Secretaries of Ministers covering the portfolios of Tourism, Local Government, Maori Economic Development and Innovation with a view to establishing longer term relationships and understanding their priorities. The Mayor's office has been kept informed of this work.

Local boards

The six-monthly local board reports have been submitted to council for the February and March local board workshops. A summary of local board highlights for the period July – December 2017 will be provided to the Board in March.

Media summary

- Overall media coverage of ATEED or ATEED-related initiatives and issues totalled 779 stories (compared to 628 for December and 1283 for November).
- The ASB Classic dominated the news agenda in January (105 stories or 65 per cent of all coverage for the month), with the balance of stories covering AC36 base options at Wynyard Quarter (90 stories), kauri dieback (70 stories), and Auckland Anniversary weekend celebrations – in particular the Tāmaki Herenga Waka Festival (50 stories).
- Online news had the highest volume of coverage (518 items or 66 per cent of the total).
- The Tāmaki Herenga Waka Festival featured prominently on Newshub, Māori Television, NZME and Radio Waatea. Other channels included Māori TV, Face TV, Fresh TV, Ngati Media and *Te Karere*.
- Other stories of interest included Vector Lights, The Auckland Pride Festival and Trans-Pacific Partnership.
- 48 proactive and 84 reactive media engagements/requests were recorded.
- Two media releases were issued:
 - Contemporary Māori creative arts in spotlight (22 January)
 - Lots for tamariki at Tāmaki Herenga Waka Festival (15 January)
- No media LGOIMAs were received in January. There was one media LGOIMA outstanding as at 31 January – a *NZ Herald* request from September 2017 which was extended to all executive spending across the Council group, and was still being collated. The response was released on 7 February.
- Three non-media LGOIMAs were received in January, all from the NZ Taxpayers' Union, related to: hosting at the ASB Classic tournaments – who was hosted and how much it cost; the cost of ATEED's attendance at Developer Week 2017 expo in San Francisco, including the number of staff, travel costs etc.; and "the amounts provided in sponsorship/subsidies to the Auckland Pride Festival".

Favorability

Share of Voice

	ME	CORP	BUSINESS	DEST
Jan 2018	74%	13%	2%	*11%
Dec 2017	36%	14%	4%	*46%
Nov 2017	74%	20%	3%	3%

* Impact of Kauri Dieback.

Statement of Intent KPIs

As at 31 January, ATEED continued to make good progress on the targets set out in the Statement of Intent (SOI) 2017-19. Progress against KPIs is included in the attached KPI Scorecard (Appendix 1). To the end of January, all but the following four KPIs are on track to being achieved by year-end:

Build a culture of innovation and entrepreneurship

- The KPI status for 'level of advocacy by stakeholders involved in the provision of business advice, start-up, training & mentoring programmes' (related to the Regional Business Partner Network (RFP) programme) has been changed from green to amber (potential for slippage). Demand for the programme was typically low over the holiday period and no RBP customer surveys were completed in January, leaving the Net Promoter Score unchanged at +45 (against the SOI target of +50). Almost 70 per cent of the RBP capability voucher fund has been allocated and a similar number of clients

have been engaged and a strong number of referrals are being made for Callaghan Innovation grants. As reported previously, commissioned analysis of the RBP Customer Survey data is underway with completion and recommendations due at the end of Q3.

Grow the visitor economy

- As stated last month, the Auckland Convention Bureau (ACB) KPI 'value of business event bids won in the financial year' (for international bidding – global associations only) is unchanged from amber status and may not achieve target. The value stands at \$8.9m against the target of \$22m (international bids only). However, seven bids worth an estimated value of \$13.2m are still pending, and decisions on these bids are expected by 30 June. In addition, there are three bids pending valued at \$10m where the decision will not be known until the next financial year. As noted at MBEC (9 February), Auckland continues to compete with other international cities that offer incentives.

Promote Auckland's global identity

- As previously reported, ATEED is unlikely to achieve the target for visits to www.aucklandnz.com. At 31 January, the number of visits were 1.25m against the annual target of 3.8m. Month-on-month sessions to the site has increased across the board by 19.3 per cent. Visitors coming from Google search (organic search) increased 76 per cent from 53,883 in December 2017 to 70,277 in January 2018. This is likely to be a mixture of seasonal activity during the Christmas/New Year holiday period, activity occurring over long weekends – such as Tāmaki Herenga Waka Festival, and improved search engine optimisation rankings. The KPI status remains unchanged with a red status (off-track). Work will continue on SEO, however significant growth or change is unlikely this year within the existing budget.
- The associated measure "percentage of visitors located outside of Auckland" has increased slightly from 40.9 per cent at 31 December to 41.5 per cent at 31 January and now has a red status (off-track) due to the factors noted below. SEO marketing has been targeting ex-Auckland traffic. Growth has been relatively small and it is still highly unlikely that the 50 per cent target will be reached by year end within existing budget.

Both of the above KPIs will be revised in the 2018/19 SOI because they do not measure ATEED's strategic outcomes.

ATEED strategic priorities

Build a culture of innovation and entrepreneurship

GridAKL programme

The focus of this period has been business continuity at the GridAKL Lysaght Building, including the retention of businesses as a priority. BizDojo Auckland went into voluntary administration and appointed KordaMentha as Administrator on 6 December 2017. KordaMentha handed the Lysaght Building back to ATEED on 20 December. ATEED cancelled BizDojo's Sublease and Service Agreement and took possession of the Lysaght Building on 21 December.

At the end of December, there were 91 businesses located across the Lysaght (62), 12 Madden St (27) and Mason Bros (2) buildings. The total number of Lysaght residents was 152. Fifty eight events were held at GridAKL during November to December – 17 at the Lysaght Building in December (including 10 innovative and 12 learning events attracting 355 attendees), and 41 at 12 Madden St in November.

Upcoming ATEED-supported business events

Event	Date/s
ATEED hosted ABAC Welcome Event	1 February
Digital Nations Summit	19-20 February
ASB Lantern Forum (Lunch)	26 February
Techweek launch	21 March
Local Economic Development Masterclass	22-23 March
Best of the Best 2017 Westpac Business Awards Gala	28 March
Lord Mayor of Brisbane Delegation	13 – 16 April

Event	Date/s
DigMyIdea launch	17 April

APEC Business Advisory Council

ATEED sponsored three events during the recent APEC Business Advisory Council (ABAC) meeting held in Auckland from 1–4 February. More than 200 delegates from the 21 APEC nations visited Auckland for the meeting. ATEED provided an innovation ecosystem tour of Auckland, organised the Mayoral Welcome opening event, and hosted a spouses' tour to Waiheke Island. ATEED's Patrick McVeigh addressed one of the sessions, and other staff attended various parts of the programme. The ABAC meeting provided ATEED with good insights and connections that will be useful as Auckland prepares to host APEC in 2021.

Auckland Business Support Forum

A new partnership model saw the establishment of the Auckland Business Support Forum (BSF) via an MOU with The Auckland Chamber of Commerce, EMA including ExportNZ, The Manufacturers' Network (previously NZMEA), and ATEED. The purpose of the BSF is to:

- Simplify navigation of the business support ecosystem
- Facilitate connections between Auckland businesses/entrepreneurs, and experts
- Improve collaboration among business support providers (including, but not exclusive to, members of the forum)
- Educate businesses on the value of using experts to improve business outcomes
- Create the foundations of a brand campaign that can be built upon in future years
- Collect and analyse data to help ensure that business support provided meets existing and emerging needs for business growth.

Food and beverage capability

Twelve applications were received for the first intake of potential operators for 'The Kitchen Project', which closed on 7 February. The joint initiative between Panuku Development Auckland, ATEED and the Auckland Council group – Health Families, targets emerging food entrepreneurs in less prosperous communities. The project offers affordable kitchen space for product development and a mentoring programme. The Henderson site, located in the Central One building on Henderson Valley Road, will open for business in March. Plans are in place for further Auckland kitchens once the Henderson pilot incubator is underway.

Tripartite Economic Summit 2017 – Guangzhou, 8-10 November

Tripartite continues to attract positive media coverage, including a business feature in the *Sunday Star-Times* focused on The Māori designers who went to Guangzhou (11 February) and Air New Zealand's February edition of *Kia Ora* which includes a BNZ advertorial that promotes the benefits of the Tripartite, Mayoral-led delegations and BNZ's partnership with ATEED.

Grow and attract skilled talent

Talent attraction

At 24 January, there were 2620 followers on the Auckland - Make the Smart Move (AMSM) LinkedIn page against the SOI KPI target of 1500 for 'number of expressions of interest from skilled migrants in working and living in Auckland resulting from ATEED marketing activity (talent) – via LinkedIn). This result was up 141 per cent on last month. Recent activity has focussed on engagement and retention of current AMSM followers and leads in the build up to a full integrated marketing campaign roll-out in Q4. This work is being shaped by business and industry partners to support recruitment to Auckland-based roles.

Youth employment pathways

Fullers joined as a Youth Employer Pledge Partner bringing the total to 70.

ATEED and Tourism Industry Aotearoa (TIA) engaged in a joint research project on youth perceptions towards tourism careers as part of the tourism skills campaign project.

Attract business and investment**Studio operator / RFP**

Three groups attended a site visit at KFS and AFS on 24 January, as part of the RFP.

Two responses were received at RFP close on 12 February.

The RFP Evaluation Panel was briefed by Auckland Council Procurement on 12 February.

Grow the visitor economy**APEC 2021**

The inaugural meeting of the APEC21 Auckland Executive Steering Group is still being scheduled and is anticipated to occur before the end of Q3. Planning for Auckland's leverage and legacy programme is also expected to commence by the end of Q3. Meanwhile, the work to map the shape of the central city in 2021 has progressed as a key planning tool. A response is expected from MFAT on the draft MOU provided to it by ATEED late last year.

36th America's Cup (AC36)

The resource consent for the Halsey Basin option was lodged on 15 January, with submissions closing on 28 February. Auckland Council has continued to work with MBIE and Minister Parker to investigate a Wynyard Point option, the outcome of which is expected by the end of February.

Host agreement discussions have continued with ETNZ. MBIE on behalf of the Government and ATEED on behalf of Auckland have been undertaking due diligence on the proposed operational delivery budget for the three Auckland events (a Christmas Regatta, the Prada Cup and the America's Cup), and have sought a number of clarifications which have yet to be provided. The Government and Auckland Council group have also identified the requirements and benefits which would be sought in recognition of the total investment in AC36 (covering both infrastructure development and the event). No host event agreement has yet been provided by ETNZ, and negotiations will continue over the next month.

Vector Lights

The Vector Lights were successfully switched on for the first time on 27 January for a six-minute show accompanied by music. Thousands of people gathered around Auckland to see the lights for the first time, including Prime Minister Jacinda Ardern and Mayor Phil Goff.

Two waka from the Tāmaki Herenga Waka Festival participated in the 'Lighting of the Bridge' launch.

Media coverage of the launch has been overwhelmingly positive to date.

Major events

Upcoming events (next three months):

Event	Date/s	Venue
Auckland Pride Parade	17 February	Ponsonby
Splore Music and Arts Festival	23-25 February	Tapapakanga Regional Park
Volvo Ocean Race Auckland Stopover	24 February – 18 March	Auckland Viaduct Harbour
Auckland Lantern Festival	1-4 March	Auckland Domain
SKYCITY Vertical Pursuit	18 March	SKYCITY Hotel
Pasifika Festival	24-25 March	Western Springs

Tāmaki Herenga Waka Festival, 27-29 January 2018

The Tāmaki Herenga Waka Festival was successfully delivered over Auckland Anniversary weekend with no major issues.

The festival's extensive three-day programme included music, games, craft activities, story telling, waka parades and rides, celebrating the unique Māori history, heritage and contemporary culture of Tāmaki Makaurau. Forty-one Māori artists and designers also had their work exhibited as part of the festival's new contemporary Māori creative arts programme, showcasing everything from sculpture, carving and weaving, to fashion design, multi-media and digital arts. Curators included the Auckland Art Gallery and Auckland Council's Activate Auckland team.

The powhiri and VIP events were well attended with a large contingent from Ngati Whatua attending the festival powhiri for the first time. The VIP event provided an opportunity for mana whenua and ATEED to host guests, sponsors and supporters and included Hau Rawiri, Chair of MWSG; Mayor Phil Goff; Nanaia Mahuta, Minister of Maori Development; and Jim Mather, CEO of TWoA as speaker.

Overall estimated festival attendance numbers were 8755 for Saturday; 12,986 for Sunday and 12,853 for Monday. Total estimated attendance is 34,594 compared to 30,189 in 2017)

A post event review will be held with the Tāmaki Herenga Waka Trust which delivered the Waka Programme.

Tourism

The year-ending December 2017 saw a record breaking 2.67m international visitors to Auckland, up 6.8 per cent year-on-year. For December, international visitor numbers were up 3.8 per cent compared to December 2016. Arrivals from the UK saw the biggest growth, up 14.8 per cent for the year.

Tourism spend for the year to December was \$8.2b, up 7.2 per cent on the previous year. Domestic spend was \$3.9b for the year, while international spend was \$4.3b. The hotel average daily rate was \$210 over the past 12 months, and \$218 for the month of December (up 5.9 per cent compared to December 2016). Occupancy rates were high, averaging 86.6 per cent for the year, up 0.1 per cent compared with the previous year.

Trade Partnerships

The Grand Pacific Tours (GPT) JV marketing campaign is underway with advertisements (published in early January 2018) placed in the Melbourne *Herald Sun* and Sydney *Daily Telegraph*. These included advertising of offerings across key GPT New Zealand coach touring products that are pushing more travellers and longer stay into Auckland.

Trade Marketing - Premium

A Circa travel journalist and blogger was hosted in Auckland in November and December 2017 to create content for three short video episodes focused on wildlife and sustainability on Rotorua Island, adventure-Auckland Bridge Climb and Bungy, and Māori culture (Ta Moko Experience at Orakei Marae). The hosting promoted Auckland to the next generation of US travellers/millennials and provides ATEED access to one of the largest and most diversified television broadcasting networks in the US.

A webinar was launched for Virtuoso Travel Advisors in late January. The focus of the webinar was north of Auckland, with a strong emphasis on Matakana. The Virtuoso webinars are live training sessions available to travel advisors to learn about a specific destination. Approximately 60 travel advisors from the US, Canada, Costa Rica and Brazil took part in the live webinar.

Auckland featured in the 14th annual edition of *Burgess Superyacht Living & Style Magazine* in early January as part of a global marketing campaign to promote Auckland as a superyacht destination. As a result, a superyacht owner has decided to send his yacht to New Zealand at the end of the year.

As part of the Volvo Ocean Race Hong Kong Stopover, ATEED hosted a VIP Auckland event in Hong Kong, in association with the New Zealand Chamber of Commerce, New Zealand Consulate-General, Royal Hong Kong Yacht Club and Hong Kong Airlines. The event was attended by approximately 150 guests, including a number of Hong Kong high net worth individuals and business people that ATEED has now formed a relationship with. Peter Burling and Blair Tuke headlined the event and it was a very successful promotion of Auckland before the Volvo Ocean Race leg to Auckland.

iSITES

A Net Promotor Score of 100 per cent was achieved across all three Auckland centres for the month of January.

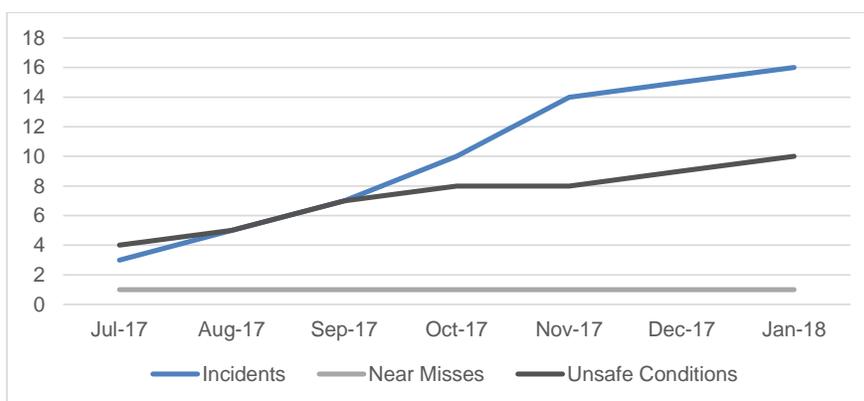
Health & Safety (H&S)

Incidents: one incident was reported in January by a staff member diagnosed with De Quervains tendonitis in the right hand. The incident resulted from work-related overuse related to desk-based keyboard and mouse work. A referral was made to a physiotherapist who is monitoring the staff member’s progress and rehabilitation. A follow up work place ergonomic assessment is scheduled for mid-February.

Near misses: nil for January. Staff are being reminded on the ongoing need to report near misses via the weekly CE update, intranet and H&S representatives.

Unsafe condition/hazard: One unsafe condition was reported in January related to workstation set up causing pain and discomfort. An ergonomic assessment was completed and the workstation has been repositioned. The condition will be monitored.

Year to date totals (cumulative) for incidents, near misses and unsafe conditions, July 2017 – January 2018



	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18
Incidents	3	5	7	10	14	15	16
Near Misses	1	1	1	1	1	1	1
Unsafe Conditions	4	5	7	8	8	9	10

People and organisational updates

Stuart Turner, the new Head of Major Events, started 1 February.

Recommendations

1. The report be received.

Attachments

1. ATEED SOI KPI scorecard for year-ending January 2018
-

Signatory

Nick Hill, ATEED Chief Executive

Appendix 1: ATEED SOI KPI scorecard for year-ending January 2018

ATEED KPI scorecard						Jan-18
ATEED SOI KPIs	Measurement	Date of measure/latest available result date	Latest result	Annual target to 30 June 2018	Status	
Build a culture of innovation and entrepreneurship						
Number of businesses taking up tenancy at GridAKL (Wynyard Quarter Innovation Precinct) (cumulative) and percentage "innovation-led" ¹	Number & (%)	31-Jan-18	86 (80%)	100 (70%)	●	
Number of individual entrepreneurs supported through an ATEED delivered or funded entrepreneurship programme	Number	30-Jun-17		1500	Annual measure	
Level of advocacy by stakeholders involved in the provision of business advice, start-up, training & mentoring programmes. ²	Index	31-Jan-18	+45	+50	●	
Number of actively managed business through Regional Business Partner programme	Number	31-Jan-18	540	750	●	
Number of businesses that have been through an ATEED programme or benefitted from an ATEED intervention (LTP Measure)	Number	30-Jun-17		3000	Annual measure	
Number of Māori businesses that have been through an ATEED programme or benefitted from an ATEED intervention (LTP measure)	Number	30-Jun-17		120	Annual measure	
Attract business and investment						
Facilitation of the establishment, or significant expansion, of multinational and local companies in target sectors (LTP Measure)	Number	6-Dec-17	3	5	●	
Number of intensively account managed customers in ATEED Aftercare programme (Aroha Auckland)	Number	6-Dec-17	60	85	●	
Total GDP contribution of deals effected with ATEED involvement	\$(million)	6-Dec-17	51.9	59.6	●	
Value of investment deals effected by ATEED within the financial year	\$(million)	6-Dec-17	222.5	292	●	
Grow and retain skilled talent						
Number of 'live' signatories to the Youth Traction Hub Employers Pledge (LTP Measure)	Number	16-Jan-18	70	50	●	
Number of young people enabled into employment as a result of ATEED and partner activity (Youth - incl. Māori and Pacific youth)	Number	31-Dec-17	265	500	●	
Number of expressions of interest from skilled migrants in working and living in Auckland resulting from ATEED Marketing activity (Talent) - via LinkedIn	Number	24-Jan-18	2620	1500	●	
Growth in value of international student spend to Auckland	\$(billion)	31-Dec-16		2,306	Annual measure	
Grow the visitor economy						
Number of international business event bids submitted or supported	Number	7-Feb-18	26	35	●	
Business event bid win/loss ratio (based on results received in financial year) ^{4,5}	%	7-Feb-18	53	60	●	
Value of business event bids won in financial year	\$(million)	7-Feb-18	8.9	22	●	
Percentage of customers satisfied with visitor information centres and services (LTP Measure)	%	31-Jan-18	100	85	●	
Contribution to regional GDP from major events invested in (LTP measure)	\$(million)	7-Feb-18	11.7 ⁵	49	●	
Percentage of Aucklanders who agree events make Auckland a great place to live (engender pride and sense of place)	%	30-Jun-17		80	Annual measure	
Visitor nights generated by major events invested in	Number	7-Feb-18	100,870 ⁶	165,000	●	
Percentage of customers satisfied with delivered major events (LTP measure)	%	7-Nov-17	86	85	●	
Build Auckland's global brand identity						
Total visits to www.aucklandnz.com (LTP Measure)	Number (million)	31-Jan-18	1.25	3.8	●	
Percentage of visitors to www.aucklandnz.com located outside of Auckland	%	31-Jan-18	41.50	50	●	
Local economic development						
Percentage of approved local economic development projects delivered by ATEED using local board "Locally Driven Initiatives" (LDI) funding.	%	30-Sep-17	40% funding committed YTD	70	Annual measure	
Mana whenua engagement						
Percentage Mana Whenua satisfaction with quality of engagement	%	31-Jul-17		Maintain / improve	Annual measure	
<p>1 Innovation-led is defined as businesses developing new or improved technologies or services</p> <p>2 New measure replacing the previous percentage stakeholders satisfied with provision of business advice, start-up, training & mentoring programmes (LTP Measure). The change reflects the new methodology (Net Promoter Score) adopted by NZTE for the Regional Business Partners programme. The new metric captures stakeholder satisfaction, loyalty and advocacy. A NPS of +50 can be considered as excellent.</p> <p>3 We are reporting year to date figures from July each FY to provide an accumulative view</p> <p>4 Calculated as wins divided by wins + losses. Does not account for bids pending, not proceeded with, cancelled or not submitted</p> <p>5 Total for 11 of 34 events in ATEED's 2017/18 major events portfolio</p> <p>6 As above</p>						

Key: ● On track / Target exceeded ● Potential for Slippage ● Off Track

OPEN
February 2018

Finance Report, month ending January 2017

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

Summary Income Statement For the Period Ended 31 January 2018												TABLE 1	
Month			Year to Date				Full Year						
Actual	Forecast 2	Variance	Actual	Forecast 2	Variance	Forecast 2	Revised Budget*	Deferrals*	Budget	Last Year			
			Net operational expenses:										
275	401	126	Business Attraction & Investment			2,489	2,689	200	4,535	5,050	513	4,537	2,549
2,175	2,578	403	Major Events			9,003	9,555	552	12,455	13,488	483	12,929	11,739
720	894	174	Destination			6,443	6,621	178	12,797	11,319	55	12,200	7,759
791	891	100	Business, Innovation and Skills			6,777	6,859	82	13,712	12,986	779	11,990	11,642
827	638	(188)	Corporate			4,942	4,913	(30)	8,987	8,794	574	7,579	9,088
4,789	5,401	612	ATEED net deficit			29,654	30,638	984	52,627	51,637	2,404	49,234	46,016
0	0	0	World Masters Games 2017 Ltd, net deficit			(29)	(11)	18	(11)	140	140	0	1,427
4,789	5,401	612	Operating deficit before Council funding			29,625	30,627	1,002	52,616	51,777	2,544	49,234	47,443
			Approved opex funding						51,301			47,791	46,856
			Opex converted to capex (BA&I)						167			0	0
			Operating Deficit						(1,482)			(1,443)	(588)
			Capex funding						6,299			657	2,975
			Surplus						4,817			(786)	2,387

Key Points

Current month's financial results

ATEED is tracking \$1m behind Forecast 2. This is due to:

- sponsorship income of \$0.5m received earlier than planned for the Lantern festival
- an early release of a finder's fee provision of \$0.2m that did not eventuate
- a timing underspend of \$0.5m in marketing campaigns for Trade Partnerships, Destination and Study Auckland activities
- a decrease in staff costs due to a decrease in annual leave accrual costs contribute to this favourable variance.

These have been offset by an increase in depreciation of \$0.5m relating to the Grid AKL buildings. There is no impact on overall funding for depreciation as this is funded via capex income from Auckland Council.

*Increase in revised budget of \$2.5m is due to underspend in key projects from the last financial year deferred to this financial year. Increase in approved opex funding includes this \$2.5m and an additional \$1m for ATEED to deliver on local economic development work programs for the Local Boards.

ATEED total net favourable variance of \$1m.

Business Attraction and Investment (BA&I): January YTD underspend is \$0.2m lower than forecast. This is due to reduced security costs for Kumeu Film Studio, and a decrease in contractor spend across the Screen team and Kumeu Film Studio.

Major Events: January YTD underspend is \$0.6m lower than forecast. This is due to \$0.5m sponsorship revenue for the Lantern Festival received earlier than planned and the delivery of the Tamaki Herenga Waka festival was under forecast by \$0.1m due to timing.

Destination: January YTD underspend is \$0.2m lower than forecast. This is due to timing related underspend of \$0.3m in advertising campaigns in Trade Partnerships and Destination. This is offset by an increase in costs incurred earlier than planned for Auckland Convention Bureau of \$0.1m.

Business, Innovation and Skills (BIS): January YTD underspend is \$0.1m lower than forecast. An overspend in Grid AKL depreciation of \$0.4m is offset by the following underspends:

- \$0.2m from the release of a provision for a finders fee
- \$0.2m timing of a grant payment for the Southern Initiative project
- \$0.1m timing of costs for the Maori Economic Development program.

Income Statement

Income Statement										TABLE 2
For the Period Ended 31 January 2018										\$'000's
Month				Year to Date			Full Year			
Actual	Forecast	Variance		Actual	Forecast	Variance	Forecast	Budget	Last Year	
Operational income										
507	507	0	Funding from Government	1,429	1,479	(50)	2,701	2,589	1,742	
371	205	166	Sponsorship	995	598	398	1,855	2,285	1,580	
3	6	(3)	Fees & Subscriptions	222	236	(14)	273	326	446	
151	159	(8)	i-Sites	882	886	(3)	1,532	340	2,502	
744	728	16	Sundry income	4,674	4,425	249	8,391	9,884	1,229	
1,777	1,606	171	Total Operating income	8,202	7,623	580	14,752	15,424	7,630	
1,738	1,786	49	Staff costs	12,579	12,757	178	22,434	20,921	20,728	
634	701	67	Professional fees, consultancy & contractors	4,221	4,394	172	9,922	7,959	7,004	
2,365	2,553	188	Grants & sponsorships	7,958	8,112	155	10,191	10,815	8,739	
225	131	(94)	Depreciation & amortisation	1,286	816	(469)	1,482	1,443	591	
53	43	(10)	Shared services and lease costs	311	301	(10)	437	516	2,141	
805	766	(39)	Occupancy	5,205	5,229	24	9,145	10,623	2,599	
57	77	20	Travel & entertainment	770	726	(44)	1,356	1,315	1,653	
356	341	(15)	General, admin & other	2,250	2,145	(105)	3,290	2,478	2,823	
334	610	276	Advertising, marketing & research	3,277	3,780	503	9,122	8,589	7,367	
6,565	7,008	443	Total Operating Expenditure	37,857	38,261	404	67,378	64,659	53,645	
4,789	5,401	612	ATEED Net deficit	29,654	30,638	984	52,627	49,234	46,016	

Total Operating income

YTD total operating income is \$0.6m higher than forecast.

Sponsorship, \$0.4m higher: This is due to \$0.5m sponsorship revenue for the Lantern Festival received earlier than planned. This is offset by a decrease in Tamaki Herenga Waka Festival sponsorship income of \$0.1m however this is offset by a decrease in costs.

Sundry income, \$0.3m higher: This is due to the release of a finder's fee from the Balance Sheet for Huawei sponsorship of \$0.2m which was forecasted for release in June 2018, and \$0.1m interest charged to BizDojo (Grid AKL) which was forecast in error as a decrease in expenses.

Total Operating Expenditure

YTD underspend of \$0.4m.

Staff costs, \$0.2m lower: This is due to a decrease of \$0.3m in holiday pay accrual across the business, offset by an increase in temporary staff costs of \$0.1m partly relating to the management of Lysaght building (part of Grid AKL) budgeted in professional fees.

Professional fees, consultancy and contractors, \$0.2m lower: This is due to a timing underspend in BIS across International Partnerships and Skills and Employment of \$0.1m and in Grid AKL of \$0.1m. Actual costs for Grid AKL have been incurred as temporary staff costs.

Grants & sponsorships, \$0.2m lower: This is due to timing of the grant for the Southern Initiative Project of \$0.2m which scheduled to be paid in February.

Depreciation & amortisation, \$0.5m higher: This is due to Grid AKL buildings being capitalised, and depreciation being back dated to September 2017. There is no overall impact on our operating funding, as depreciation is funded by capital funding.

General, admin and other, \$0.1m higher: This is due to an increase in doubtful debt expense for BizDojo for Grid AKL.

Advertising, marketing and research, \$0.5m lower: This is due to timing related underspend in Destination relating to Trade Partnership marketing of \$0.1m, Destination marketing of \$0.1m and Study Auckland industry pathway activities of \$0.1m. In addition there is underspend of \$0.1m for the Maori Economic Development work program and \$0.1m reduced marketing costs for the Tamaki Herenga Waka festival.

Summary of major projects

Summary of Major Projects: Spend and/or (Revenue) > 0.5m									TABLE 3
For the Period Ended 31 January 2018									\$000's
Month				Year to Date			Full Year		
Actual	Forecast	Variance		Actual	Forecast	Variance	Forecast	Budget	Last Year
Business, Innovation and Skills									
83	83	0	New Zealand Food Innovation Auckland	292	292	0	708	1,000	1,015
412	258	(154)	GridAKL	2,593	2,349	(244)	4,234	3,943	0
Major Events									
429	416	(13)	Tāmaki Herenga Waka Festival	430	488	58	506	500	514
0	0	0	Lions Tour 2017	684	679	(5)	679	595	268
1,862	1,862	0	Volvo Ocean Race Auckland Stop-over	2,772	2,752	(20)	2,309	2,137	134
1	25	24	ITM Auckland Supersprint	1,299	1,304	5	1,304	1,758	2,097
0	0	0	Downer NRL Auckland Nines	0	0	(0)	0	2,000	2,868
0	0	0	McKayson NZ Open (LPGA)	1,080	1,077	(3)	1,077	1,050	0
82	105	23	Trade marketing - Premium	163	180	17	755	0	0
0	160	160	NRL Double header	161	160	(1)	575	0	0
Total of all Major Events Projects				7,803	8,316	513	9,659	10,600	9,642

- Grid AKL is \$0.2m higher than forecast due to depreciation costs of \$0.5m offset by a timing underspend of \$0.2m for the Southern Initiative project grant payment.

Summary Statement of Financial Position

Statement of Financial Position, ATEED Group		
As at 31 January 2018		
TABLE 4	YTD	5000's Jun-17
Current assets		
Cash and cash equivalents	1,590	3,410
Receivables and prepayments	14,576	13,469
Other current assets, including iSite inventory	70	24
Total current assets	16,236	16,903
Current liabilities		
	14,152	16,353
Working capital	2,084	550
Non-current assets		
Receivables and prepayments (non-current)	42	73
Property, plant and equipment	18,280	12,883
Investment in Joint Venture, The FoodBowl	2,104	2,067
Total non-current assets	20,426	15,023
Non-current liabilities		
	64	64
NET ASSETS	22,446	15,509
EQUITY	22,445	15,419
Capex spend	6,613	657
Total commitments	\$80.2m	\$29.5m

- Cash and cash equivalents: Decrease mainly due to the timing of the cash sweeps.
- Receivables and prepayments: Increase mainly due to timing of intercompany settlement, scheduled for February.
- Current liabilities: Decrease in related party payables due to the timing of intercompany settlement.
- Property Plant and Equipment: Increase of \$5m due to capital spend for the fit out of the Grid AKL buildings.
- The significant increase in future total commitments is largely due to operating lease costs of \$50m for the Grid AKL program over a twelve year period.

Receivables

Aged debtors	Current month	1 month	2 month	3 month	4 months+	Total	Comments
Biz Dojo	2	(201)	71	211	441	524	Net amount owed of \$341k. Biz Dojo is in liquidation and this debt is being managed by Council's legal team
Other	303	152	4	0	105	564	Old debts are being actively managed. These relate to sponsorship income and AR/VR Garage rental income
NZTE	2	12	19			741	Invoiced annually but payment is made monthly. No financial exposure.
Ministry of Business Innovation & E	0	460				460	
Cricket Hop Productions Limited	1	162	15			178	
Total	308	583	109	211	1,287	2,498	

Recommendation

It is recommended that the Board note the Finance Report for the period ended 31 January 2018.

Signatories

Manager: Avika Singh, Finance Manager

GM: Joy Buckingham, Chief Financial Office