

Round about.

LOCAL BUSINESS IS OUR BUSINESS

Does Government
debt matter?

Total Property
Services

Street Art Bike
Challenge



Stronger together

www.rosebankbusiness.co.nz

ALL OVER WEST AUCKLAND

Current listings

FOR LEASE



35 Jomac Place, Avondale

Floor Area 2,285sqm

bayleys.co.nz/1687351

Industrial

FOR SALE



Artist's impression

88 Hobsonville Road, Hobsonville

Floor Area 288 to 633sqm

bayleys.co.nz/1903275

Industrial

SOLD



44 Patiki Road, Avondale

Sold Price \$3,500,000+GST

Floor Area 967sqm

FOR LEASE



Artist's impression

439A Rosebank Road, Avondale

Floor Area 890sqm

bayleys.co.nz/1692803

Industrial

FOR SALE/LEASE



Units 1-19/14 Northside Drive

Floor Area 372 to 1,102sqm

bayleys.co.nz/1692099

Industrial

SOLD



2/251 Lincoln Road, Henderson

Sold Price \$575,000+GST

Floor Area 169sqm

FOR LEASE



34 Paramount Drive

Floor Area 492sqm

bayleys.co.nz/1692418

Industrial

FOR LEASE



30A Paramount Drive

Floor Area 742sqm

bayleys.co.nz/1691188

Industrial

SOLD



Lot 18 and 19, Papatupu Way, Kumeu

Sold Price \$5,300,000+GST

Land Area 2,172sqm

Contact

Sunil Bhana

021 938 660

sunil.bhana@bayleys.co.nz

Mark Preston

027 393 9286

mark.preston@bayleys.co.nz

Sam Raines

021 0286 6812

sam.raines@bayleys.co.nz

Stuart Bode

027 493 6223

stuart.bode@bayleys.co.nz

BAYLEYS REAL ESTATE LTD, AUCKLAND CENTRAL, LICENSED UNDER THE REA ACT 2008

For the best results, work with the best real estate agency



2020 & 2018 Industrial
Agency Team of the Year



2020, 2019 & 2018 Large Commercial
& Industrial Agency of the Year

0800 BAYLEYS
bayleys.co.nz



ALTOGETHER BETTER

Residential / **Commercial** / Rural / Property Services

In This Issue

4 FROM MY PERSPECTIVE

RBA CEO, Mike Gibson

6 RBA Board Member, Michelle Robinson

8 ROSEBANK ADVOCATES

Grant Hewison

10 Kim's Corner

12 ROSEBANK NEWS & EVENTS

12 Rosebank Business Association AGM

14 Does Government debt matter?

15 Total Property Services

18 RBA Member Profiles

20 BUSINESS NUTS & BOLTS

20 Virtual CFOs:
The Secret Formula to SME Success

21 What is a Licensing Agreement?

22 Financial Wellbeing Q&A
with Shail Kumar from BNZ

23 Success

24 Broken Record

26 Small businesses need more
support to survive Covid

27 BID Programmes

Cover: TPS Team members Josie Katene, Ash Taylor MD,
Debbie Tane, Angela Wicks (back turned)

With thanks to our partners ...



EDITORIAL AND ADVERTISING ENQUIRIES:

Phil Clode,
Business Development Manager
Mobile: 027 448 7009
E: phil@rosebankbusiness.co.nz

ROSEBANK BUSINESS ASSOCIATION

18 Jomac Place, Rosebank.
PO Box 151190, New Lynn, 0640, Auckland
Phone: 09 820 0551
E: info@rosebankbusiness.co.nz

www.rosebankbusiness.co.nz

www.facebook.com/rosebankbusiness



The Rosebank Roundabout is published by the Rosebank Business Association Inc. Copies are distributed free to approximately 1200+ businesses and in the Rosebank and other West Auckland districts. Editorial included in this publication reflects the opinions of the contributing authors and does not necessarily represent the views of the RBA.

From My Perspective

RBA CEO **Mike Gibson** gives his perspective



Mike Gibson,
RBA CEO

Rosebank The Early days

In recognising that this issue 179 contribution will be one of my last (trust me retirement looms quickly when you acknowledge it's time to put the cue in the rack), I have decided that in the coming three months I'm going to dedicate this column to acknowledge many of the highlights that Rosebank, and in turn the RBA has presented to me and its business community over the last 20 years. If it gets a tad boring think about the poor buggers that have had to put up with me for 20 years plus!

Let's start where it started

Somewhere between June and October 2001 a concerned group of business leaders (about 12) met to discuss what they might do to quell the rapidly increasing incidence of crime. These stemmed principally from break-ins, burglaries and brazen daylight theft of employee's purses from offices in what

was later recognised as fire and back door entry thefts. Our weekly burglary rate of reported criminal activities was over three per week which meant the actual was closer to five weekly.

Additionally, graffiti was widespread and these combined factors in retrospect was a call to action from mother nature. This created a compulsion for the community to react, and react it did by forming its own Business Association, complete with a 17 person Incorporated Society based constitution (note this was not a BID), that came later in 2005 courtesy of Grant Hewison, who I quickly learnt could / would navigate his way through the Auckland Council labyrinth of departments. That he continues to this day to maintain this role as the RBA Governance / Advocacy adviser is testimony to the foresight the RBA had in adopting his expertise and dare I say it, how wise was that.

With a structure like a business association, the business leaders quickly recognised that we needed a board which was ultimately led by Tyres 4 U CEO Perry Scarfe. With this creation came other notables like Mark Darrah, MD at Reliance Transport, Derek Batts, Owner and MD at the Derek Corporation, Raymond Dobbie, MD at World Moving, Nigel Oliver, MD at Oliver and Young, Jack Weir from Smith and Nephew, Mark Bilton, MD at Charles Parsons (the largest privately owned apparel company in Australia) Brooke Sipos, MD at Downia NZ, one of the largest importers of duvets and pillows, Stewart Davies MD / Owner at Direct Office Products and Neil Vernon MD / Owner at the then Vernon Carriers, Vernon Logistics came later.

The RBA board hosted the then Leader of Ports of Auckland, Geoff Vazey in our first Hosting on October 2nd, 2002.

We quickly recognised that Rosebank

and its adjacent motorway access North and South became a key component in attracting criminals and their quick exits and hence the necessity to develop our own strategic security measures that included securing our own locally based patrol company Icon Security Ltd. This saw an immediate reduction in reported crime that helped reduce our annual burglary rate to an average of one per week. In 2006 this achievement saw the RBA become the winner of the inaugural Auckland City Council Community Safety Security Award, not sure what that would mean today, we probably take all that for granted.

Communications in the founding issues of the Roundabout magazine and original website quickly became key elements of a strategy in building the RBA to become what it is today. It wasn't easy, we had no money, our first year of operations produced and procured an income of \$34,000. My daughter Carley did our books! No slippage there Gibo! And no accounting services payment!

When we needed money either Perry or Stewart Davies would extend a credit line that had to be repaid within 90 days (gee what a start), but it was a start, and the rest is history including our emergence into becoming one of the first commercial BIDs (Business Improvement Districts) and formerly Business Development Communities (BDC).

And so, with a publisher to please, I will sign this intro off now with an intent to extend the Early Days in the coming issues.

Cheers and best wishes with a tear or two.

Mike Gibson
Chief Executive Officer,
Rosebank Business Association.



Spark^{nz}
LITTLE CAN BE HUGE



NEED

HELP

WITH

I.T.?

We can deliver Cloud Migration,
Security & Remote Working Solutions

Call **Mike** and the Team at Hub
Waitakere on **0800 824 924**
or email **info@hubwaitakere.co.nz**

From My Perspective

RBA Board Member **Michelle Robinson** gives an insight into her world



Michelle Robinson **Manufacturing Manager** **Autex Industries**

What is the history of your business and family life, and what does Autex do?

Autex was born in 1967 over a beer at the Station Hotel pub (one of the founders being my Grandfather David Robinson). Solidified by a sturdy handshake, that casual after-work drink grew - through trial and error, innovation, and a large helping of Kiwi ingenuity - into an award-winning global design business.

Originally called Auckland Textiles Manufacturing Co. (ATM), the company started making jute underfelt for flooring in a cramped, somewhat haphazard factory on Surrey Crescent in Grey Lynn. Quickly outgrowing the dusty Grey Lynn factory, the small team made the move to Avondale.

The 70's brought a name change and new ventures, expanding into overseas markets with offices in Australia and the United Kingdom.

Then, in 2000, with a solid 33 years of manufacturing experience under their belt, Autex took the first steps towards acoustic design, developing Composition® - a polyester wallcovering that functions as both an acoustic panel and pinboard; a game-changer for New Zealand classrooms.

Since 2000, Autex has been developing a range of beautiful, high-performance interior acoustics with a simple goal: Create inspiring products for spaces where people come together to work, learn and live.

Good design is not stagnant; it is constantly evolving - shaping the future with confident curiosity and a brazen disregard for conformity. Those who are up to the challenge are the ones who make real change. As true believers in the value of good design, we can't sit still. We need to get our hands dirty, pushing the limits and testing the boundaries. In 2021, we decided it's time our acoustics brand reflected this. The reimagining of Autex Acoustics honours its humble roots, yet refuses to be stuck in the past. The new brand identity juxtaposes simple elements and a refined palette with bold, textural landscapes and dramatic architectural storytelling - highlighting the beauty of acoustic design and the spaces they inhabit.

After my grandfather passed away in 2014 my father, Mark Robinson, now chairman of Autex has carried on his passion of Rugby League and in 2019, we bought a Rugby League team, we bought the Warriors. My family have always been a massive fan of league since I can remember. The Robinson family have backed participation and

competition in the sport for more than 30 years and Autex was the first New Zealand Business to sponsor a national sports team, investing \$100,000 in the Kiwi's back in 1979.

People have, and always will be, the heart of Autex - so it seems fitting that our work centres around creating spaces where people can truly thrive. As an award-winning global design business -with offices, manufacturing capabilities, and design studios across New Zealand, Australia, the United Kingdom, and North America - Autex Acoustics in 2021 continues to establish strong creative partnerships with architects and designers, working hard to build better built environments.

What makes Rosebank a great place to work?

Rosebank has been our home since the 70's and employees have seen this place grow over time. We have many businesses on Rosebank that we have great relationships with that have been around for a while and even in my 10 years there's been a lot of development which means more opportunity for people which I think is what makes it a great place to work.

What attracted you to the RBA?

I got approached by Mike Gibson a year ago. When I heard about the history and what the RBA does for our community, it was a no brainer to jump on board. I love to learn more about our community and what is going on, even just getting to meet people in the area is awesome. I fully support what the RBA does and will help in any way that I can. I also have a lot to learn from this amazing bunch of people.

AFFORDABLE VIDEO PRODUCTION



**TWR Media specialises in creating
top-quality video content to suit all budgets**

Our experienced team specialises in:

- Efficient video shoots (usually half-day filming)
- Fast production (get the final video in your inbox quickly)
- Options to suit: location, studio, drone, green screen filming

We can create:

- Business profiles
- Customer testimonials
- Product demonstrations
- Social media videos
- Events (incl. pre and post-event coverage)
- Video podcasts
- Internal communications
- Training videos

What you get:

- Slick-looking videos at an affordable price!



Real-world videos for real businesses

☎ 0800 872 337

✉ helpdesk@twrmedia.co.nz

Rosebank Advocates

With **Dr Grant Hewison**, specialising in local government consultancy and legal services



Dr Grant Hewison

Whau Local Board - Joint CCO Engagement Plan 2021-2022

The review panel for the independent review of Auckland Council's substantive council controlled organisations ('CCOs') presented its findings to the Auckland Council in August 2020.

All 64 recommendations of the review panel were adopted. Recommendations

6, 34, and 53 were designated as those

that CCOs would work with local boards to implement. Recommendation 34 was that

CCOs and local boards reset how they engage with one another, by means of: a) a workshop to develop a more meaningful way for CCOs and local boards to work together; b) the preparation of joint CCO engagement plans for each local board; c) more initiative by local boards in integrating their own planning with CCO planning; d) liaison between CCOs and local boards at a more senior level so CCOs can quickly remedy local board concerns; e) the preparation of joint CCO six-monthly reports for each local board; and f) the communication of clear, up-to-date information from CCOs to local boards on projects in their area.

Recommendation 34 (b) of the 2020 CCO Review advised the preparation of joint CCO engagement plans for each local board. The template includes: • CCO responsibilities; • local board

commitments; • local board plan outcomes and objectives; • names of local board members and staff from the CCOs and local board services; • leads and/or delegations in place; • an overview of the Public Participation Spectrum that is used to indicate the degree of engagement in each project; and • work programme tables for each CCO.

While directly addressing recommendation 34(a), the joint engagement plan also addresses other elements as follows: • documents key contacts, including senior CCO representatives of the organisation well placed to quickly respond to and resolve local concerns; • gives local boards the opportunity to highlight projects likely to be most significant to them as governors, and contributes to a "no surprises" environment; • the process of developing, agreeing and documenting levels of engagement for each project or programme is the first step towards ensuring the communication of clear, up-to-date information from CCOs to local boards on projects in their area.

The Plan has been developed in conjunction with local board members and CCO staff over the last six months. While it will be signed, it will be a live document that will be updated as required. Workshops have been held at all 21 local boards with CCO staff. Local boards have provided their views on CCO delivery and engagement in their area, and the degree of engagement they expect for each project or programme, both for the local board and for the community. These discussions have formed the basis of the Whau Local Board - Joint Engagement Plan 2021-2022. Key elements are set out below.

CCO single point of contact

Auckland Transport	Auckland Unlimited	Eke Panuku	Watercare
Owena Schuster	Jan Brown	Lisa Gooding	Brent Evans
Elected Member Relationship Partner	Manager LB Engagement	Senior Community Affairs Advisor	Manager Local Board and Stakeholder Liaison

Auckland Transport Work Programme - Rosebank

Project	Local Board decision	Engagement Approach	Engagement
Urban Cycleways Programme (UCP)	No	Consult	Community engagement
Ash Street High Risk Corridor (Road Safety)	No	Consult consultation	Impacted stakeholder
Rata Street High Risk Corridor (Road Safety)	No	Consult consultation	Impacted stakeholder
Rosebank Rd pedestrian improvements	No	Consult consultation	Impacted stakeholder
590/607 Rosebank Rd, Avondale bus stop upgrades (PT Infrastructure)	No	Consult consultation	Impacted stakeholder

IT'S HOW GOOD HAPPENS IN WEST AUCKLAND

Current offerings



Meir Alfassi



Meir Alfassi



Meir Alfassi & Peter Jeromson



Colin Stewart



Sam Russell & Max McCarthy



Sam Russell



Max McCarthy & Nick Wilson



Max McCarthy & Sam Russell

If you think you'd like to secure your own slice of one of these prestigious properties, we'd love to hear from you.



Colin Stewart
021 555 642



Meir Alfassi
021 221 0155



Max McCarthy
027 610 3786



Peter Jeromson
021 904 050



Scott Whitten
021 685 063



Sam Russell
021 253 6421

Kim's Corner

Kim Watts RBA Executive Engagement Manager
Phone: 021 639 509, kim@rosebankbusiness.co.nz



Two months ago, I received a text to "Book my vaccine" only to discover that when I went onto the government website the closest one to my Rosebank workplace was either Epsom or the back of Henderson. Thinking that there would be a lot of other local Rosebank workers in the same predicament I tried a few different ways to see if we could get a vaccination site set up in Rosebank to no avail. Long story short - Odette

from Allegion put me onto Rowell V.Gorayeb from Pharmacy Care Group and we organized for his team to set up an outreach site based at the Encounter Centre in Rosebank Road for the 7th September 2021. Oh how 'the best-laid schemes o'mice an'men...' are thwarted by a Covid-19 lockdown!

Rowell managed to find us a secure site at return2Health based at 105 Great South Road, Greenlane and to date 46 local Rosebank businesses have put forward a total of 647 workers and their families to have the covid vaccination.

We tend to take for granted the front-line workers who are helping us, and so Rowell has given us an insight into who Pharmacy Care Group are.

Pharmacy Care Group is one of the leading providers of pharmacy and medication services in the community for the aged care sector throughout Auckland and in the Bay of Plenty. Their consistent commitment to high ethical standards of safety and efficiency in service earned them the trust and confidence of their patients and healthcare partners. Its owner and director, Amrit Ram, an accomplished clinical pharmacist himself, believes that there is more that a pharmacist can offer to the patients they serve beyond dispensing medications, which is why Pharmacy Care Group is among the first to take the initiative at helping the Ministry of Health in its Covid vaccine roll out. They became the first pharmacy in the country to be authorised to do Covid vaccinations, which goes back as early as May this year, beginning their work with the vulnerable population groups and the elderly.

Working alongside the Auckland DHB, they help spearhead the work of ensuring that elderly residents among rest homes are prioritized and vaccinated on time. Amidst level 4 lockdowns, their team have been going all over Auckland providing Influenza and Covid vaccinations to high-risk patients and healthcare facility workers. For almost a decade, this has been the work that Pharmacy Care Group has been consistently performing, which has become more urgent and critical in the face of a global pandemic.



At present, with a solid team of 15 Pharmacist and Nurse Vaccinators and twice the number of administrators, Pharmacy Care Group has done more than 30,000 Covid vaccinations across Auckland and the Bay of Plenty. That number continues to grow with their unwavering commitment to help protect New Zealanders as they now cater to the wider population. It has been one of their greatest pleasures to have been given the opportunity to render this service to the members of the Rosebank Business Association, all their employees and their families and be part of the efforts to keep our workplaces safe and help keep businesses running.

Rowell says "The success, however, of the Covid vaccination programme would not have been possible without the support and initiative of all the Rosebank business employers and workers led by the tireless efforts of the RBA's Executive Engagement Manager, Kim Watts. It is through these meaningful collaborations that further motivates the Pharmacy Care Group team to not only deliver, but to make sure that they give the highest level of pharmacy services at all times".

With the first round of vaccinations completed, planning is already underway with the 2nd vaccination to be held at the Encounter Centre - 495 Rosebank Road on Wednesday 20th October 2021.

I would like to thank Rowell and his dedicated team of helpers for their diligent effort and the professionalism that was displayed in helping our local business community.

TRUE OUTDOOR COOKING



With the warmer months ahead of us, what better ways than to spend the evening in the backyard with family, al fresco style! Having an outdoor kitchen doesn't have to be a big undertaking if you have the right products.

Wolf cooking appliances bring professional temperature control into the hands of home cooks. Refined by more than eight decades of commercial kitchen experience, the technology, durability, and design of Wolf can also be brought to the outdoors. With a large product range and customisability, the possibilities are endless.

A Wolf Outdoor BBQ will revolutionise your outdoor cooking, constructed with super-premium grade materials for lifelong

performance. The sculpted BBQ shells are made with double wall precision welded stainless steel, to eliminate rust or the chance of holding water.

Unlike most BBQs where you have imprecise heat control Wolf have changed the game giving you the same precision heat control as an indoor cooktop, this makes searing salmon simple or grilling that steak to perfection. Once the cooking is done there are warming racks which can be positioned in three different ways until you're ready to serve.

The technology doesn't end there, halogen lights are built-in to illuminate the cooking surface. Wolf's signature red knobs are LED lit to make setting the temperature easier during the evening.

Other outdoor capable products are Wolf Outdoor Grills, Wolf outdoor warming drawer, and SubZero outdoor underbench fridge drawers.

Enquire with Eurotech Design, the distributor for the Wolf brand.



604 Rosebank Rd, Avondale. 09 377 7523
www.subzero-wolf.co.nz



Rosebank News & Events

News, views and any other tidbits from the Rosebank Business Community.

RBA 2020-2021 Annual General Meeting

Rosebank
Business Association
Stronger Together

Thursday 21st October at 3pm

**Venue: Encounter Centre, 495 Rosebank Road, Avondale,
OR via virtual meeting software**

The RBA Board of Directors intend to hold an in-person Annual General Meeting as above. However, if the Board determines that it would be appropriate for the Annual General Meeting to be held

via virtual meeting software and not in person due to ongoing developments in the government response to Covid-19 (including alert level restrictions), a further notice will be sent to members who have registered to the event with link details for a virtual meeting.

Please contact anouschka@rosebankbusiness.co.nz for an invitation if you have not received one.



Discover Auckland's street art scene by bike

During the month of October, Aucklanders are encouraged to discover the city's street art scene by bike with the Street Art Bike Challenge, for a chance to win \$1,000 worth of amazing prizes.

The EcoMatters Bike Hubs have launched the Street Art Bike Challenge, a month-long photo treasure hunt by bike, in which people are invited to look for street art across the Auckland region and share their photos with the hashtag #StreetArtBikeChallenge.

EcoMatters Bike Hubs manager Brent Bielby says, "In 2020 we ran a similar challenge, the Power Box Bike Challenge, which was really well received by the community. This year we wanted to expand the event to encompass all public art, not just power boxes.

"It's amazing just how much street art there is around Auckland. Once your eyes are open and you start to look around, you become hooked on trying to find different pieces, and the city never looks the same again. It's also a great excuse to jump on your bike and explore your surroundings."

The challenge is a family-friendly event all ages can enjoy while adhering to Covid-19 restrictions and physical distancing.

The Street Art Bike Challenge is made possible thanks to funding support provided by Auckland Transport. Find out more at www.ecomatters.org.nz/bikechallenge.

HOW TO ENTER

1. Jump on your bike and discover Auckland's array of street art.
2. Take a photo that includes a piece of street art, you, and your bike.
3. Share your photo with the #StreetArtBikeChallenge hashtag in a public post on your Facebook or Instagram profile with the street name and suburb.

PRIZES

More than \$1000 worth of prizes are up for grabs.

Prize Draw: \$800 gift voucher with 99 Bikes

Judges' Prize for Best Story: \$250 gift voucher with 99 Bikes

Random spot prizes will also be awarded throughout the month.

ABOUT THE ECOMATTERS BIKE HUBS

The EcoMatters Bike Hubs are welcoming spaces that provide access to bikes, parts, tools and advice, with the goal of getting more people cycling. The Bike Hubs work alongside cyclists as they learn to care for their bikes so they can freely enjoy the benefits.





support west



100%
OF SURPLUS PROFITS
STAY IN
WEST AUCKLAND

Does Government debt matter?

By Bernie McCrea

In a big picture 'Yes' though I doubt many people pay attention to it. The Government is doing the right thing to borrow more now to pay the wage/business subsidies and get us through this Covid event, the trick will be sometime in the future we'll have to pay the debt back we're accumulating now.

Economically it's good to pay wage/business subsidies otherwise you'll tank the economy. This is a lesson all Governments learned in the GFC that if you do nothing and let businesses go to the wall it'll be a self-defeating prophecy being, a) if you have no businesses you have no employment, b) with no employment it means no PAYE tax revenue to pay to the Government, c) if there are no jobs it means an increasing number of unemployment benefits will have to be paid for by the Government,

who has no money, and the cycle will self-repeat. Essentially the Government literally has to borrow now and pay it back later otherwise you'll get economic recessions.

Good on Hon Grant Robertson for doing this, and albeit there are a few stories about - should companies pay the subsidy back if they're making massive profits? They are in my opinion marginal stories. The Government has to keep its eye on the big picture and commit to the economy for the longer term and the easier you make it to get capital into the hands of businesses who are hurting, the quicker you'll see the economic benefits.

The trick as I said is how much debt is good debt and, how long should they do it for?

Projecting forward the Government is currently planning on spending/stimulating the economy for the next 4-5 years before we see the curve start to come down.

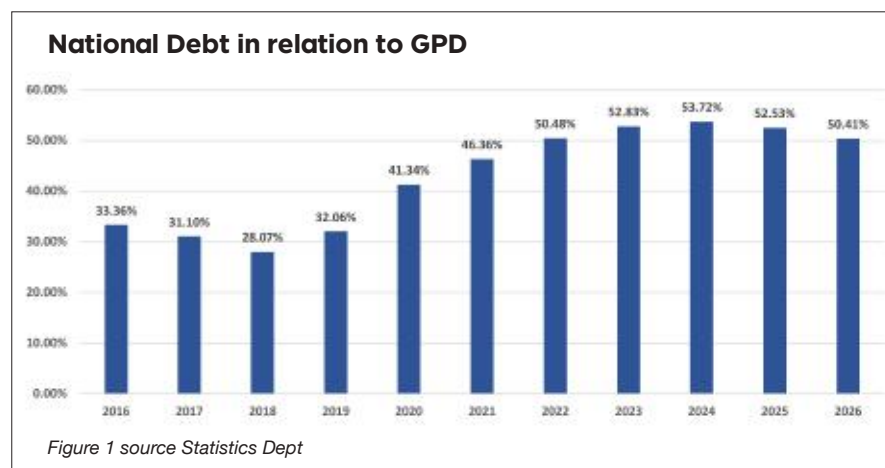
The levels projected aren't extreme and will be manageable, but when do we take ourselves off the debt addiction and where's the new taxation going to come from to repay the debt?

Australia is in the same position as we are as per a comment by Michele Bullock, Assistant Governor Reserve Bank Australia who said in a recent speech to Bloomberg on the subject;

'The unprecedented monetary and fiscal support to the Australian economy through the pandemic has helped "build a bridge" to the other side.

It's the other side of the bridge debate we've got to have as higher debt may incur a lower credit rating from the rating agencies, which they aren't indicating at the moment, and even a marginal lowering of a credit rating from AAA to AA+ will mean extra interest has to be paid. If you've got less business than you had before then it's harder to repay the debt and you get another credit rating review and interest rates will continue to go up and so on.

In the bridge analogy there is a lot of flowing water in the river at the moment so now is not the time to lose your nerve. In my view I encourage the Government to, a) keep stimulating the economy but, b) get businesses on board to drive growth ideas and opportunities. From the Government's side this is getting trade agreements, opening trade doors and being business friendly.



Avondale Streetscape Project Phase two agreed thanks to \$1million board funding

The next stage in improving the Avondale Streetscape has been given the green light, with Whau Local Board to fund \$1million to complete the project.

Stage one of the project replaced slippery pavers and installed new lighting in the Avondale town centre, and funding for stage two, which comprises a new concrete footpath and street lighting on Great North Road has been agreed, with \$1,075,477 of funding allocated by the board.

Lighting

Funding for the lighting element of

stage two had been in question following a reduction in the boards available Transport Fund because of the Emergency Budget. However, after detailed discussions a 50/50 split between the board and Auckland Transport was agreed to pay for the additional lighting upgrade required.

It means that in addition to the project being fully funded the board will still retain a significant amount of available funding in its Transport Fund for other projects.

Making progress

Whau Local Board Chair Kay Thomas says that she is pleased that the project can continue as planned.

"We know that this is an incredibly important project for Avondale, so we are very pleased that stage two can now

progress with the funding required.

"While we were keen to get the project finished, we were mindful that the original funding requirements would have used almost all of our available transport fund. That meant that we would have been unable to progress other important projects which we felt would be a real challenge.

"So my thanks to Auckland Transport for agreeing to fund half of the streetlighting element, which means that we still have budget for other projects in different parts of the Whau this year.

"It's a good result for all involved and as a Whau board we, like the people of Avondale, are really looking forward to the project being completed."

clients, and the company likes to offer creative solutions that reach further into a building's maintenance model and achieving Carbon Zero.

"We are always seeing if there are new ways we can be sustainable with a business," says Ash. "This can be as simple as developing waste management plans and implementing worm farms on sites for organic waste or taking it a step further and creating gardens on rooftops. We like to push further."

The company is proud of its partnerships with their clients. They have become Fonterra's largest commercial cleaning contractor to Fonterra Factories and offices across the country while in contrast, also delivering the cleaning and maintenance work at height to Eden Park - both contracts with very specific and differing requirements.

The quality of work delivered is important to TPS and it uses leading-edge systems and processes. Certifications include international recognised ISO 14001 and Eco Warranty accreditations. Alongside these world-class certifications, a strong focus on health and safety is implemented to ensure a safe working environment for all TPS's staff.

TPS has its head office at Rosebank

Road, with additional support offices in Hamilton, Gisborne, Wellington, and Christchurch. The full range of cleaning and maintenance services are being delivered nationwide.

Ash says people are important to TPS and the company is proud to minimally sub-contract services it offers to third parties and instead directly employ and look after their team.

"Glen was one of the first leaders in the industry to push for fair pay for cleaners," says Ash. "His involvement with the Building Services Contractors of New Zealand Council (BSCNZ) has had a huge focus on fairer employment conditions for cleaning staff and innovations within the industry."

Glen was awarded a lifetime achievement award for his work in this area at the BSCNZ CleanSweep awards in 2016. The CleanSweep Awards recognise and celebrate the excellence, dedication, skills and work of members and their service teams in the commercial cleaning industry.

By ensuring fair pay and growth opportunities within the company, TPS has been rewarded regularly with loyalty from its employees.

"We fight for the rights of our cleaners and maintenance workers," says Ash. "If our prices are higher, it's because we are fighting for those that work for us and deliver a service that is reflective of this."

Ash says it's not uncommon for the company to celebrate cleaners' 25-year anniversaries within the company.

Covid-19 has presented a new set of challenges to TPS, and last year the company quickly had to develop a response to Pandemic cleaning. Now part of its arsenal includes sanitation and fogging services when needed. This has been new to the company's offerings and is an area that continues to grow at speed.

"We offer solutions to air-quality in buildings to meet clean air concerns and have air-filtration systems ready to be installed at company's who are interested in this service now," says Ash.

TPS is keen to work with local businesses in the Rosebank area and can offer competitive rates and packages. Visit the website, phone or book a time to sit down with them to see how they can work for you, today.

Phone: 09 302-2380
Visit: www.tps.co.nz





**Total
Property
Services**

**ROSEBANK
BUSINESS**

Essential Services
Business able to assist
in all Lockdown Levels

**10%
DISCOUNT**

Enquire now and
use **code RBA2021** to
receive a 10% discount.

TPS is here to help get you back to work safely

We have advanced sanitation and fogging services available for getting your offices and workspaces ready. We can also provide comprehensive maintenance services for any building checks or remedial solutions.

CALL US TODAY FOR:

- Fogging and Sanitation Cleans
- IT & Workstation Sanitation Cleans
- Carpet Cleaning
- Chairs & Fixed Seating Steam Cleans
- Bathroom In-depth Cleans
- Electrical Services, incl. Data Cabling
- Plumbing Services
- Building, Carpentry & Handyperson



ENQUIRE NOW

Tel 09 302 2380

Email csc@tps.co.nz

Web www.tps.co.nz

Member Profiles

We profile **Members** of the Rosebank Business Association



New Zealand Business Tools

NZBT (New Zealand Business Tools) was born from the idea that businesses need to be better educated about why they need to protect and safeguard themselves as well as what tools are available to do this. Many of their customers have had direct experience of being sold products and left to get on with it. NZBT prides themselves on working with their clients to gain an understanding of what they need, what they already have and then to educate them to use their newly acquired knowledge to protect and safeguard their business.

NZBT was incorporated in 2019 to specialise in the areas of credit management and privacy compliance. Their directors have had many years of experience and have assembled a team of seven specialists who share the same values they do and shine a light on the areas that business owners intrinsically do not have experience and knowledge in. A main reason business' fail is lack of cashflow, NZBT helps businesses improve in this area and ensure it does not happen.

The Privacy Act changes passed in December 2020 meant previously optional compliance was made mandatory, with fines and new criminal offences in place to deal with non-compliance. Even now most businesses are not aware that this has happened let alone how to comply!! NZBT can help and ensure that this does not happen to their clients.

Their aim and mantra are to ensure that if or when clients find themselves in difficult situations, they are armed with all the "cards" that they can then play to help resolve the situation. Having robust credit policies and privacy compliant procedures helps create robust organisations.

NZBT believe in working with partners and clients to build sustainable capability in businesses by providing training, education, knowledge and resources. NZBT is aiming for a paperless environment by end of 2021.

NZBT
Phone 09 390 2000
Email: info@nzbt.co.nz
www.nzbt.co.nz

Clean Shine

Cleaner, healthier and safer

Clean Shine are a family-based office commercial cleaning business who have been providing cleaning services in the Rosebank Road area since 2009. The company was established by Wazma Sultani and has rapidly grown in the years following.

The vision of Wazma Sultani was to not only provide a business service but to make her clients businesses more efficient and productive by providing a cleaner & healthier environment, reducing the spread of disease and ensuring her clients employees were safe from infection and dust.

Wazma Sultani's Clean Shine team is full of energy and it is evident that they enjoy what they do. The company provides a range of services that include full office commercial cleaning and sanitizing of an excellent standard. With the current climate of Covid-19 being around for the unforeseeable future, Clean Shine offer a Covid-19 clean for peace of mind. You can be rest assured that they provide Eco-Friendly Cleaning by using products which are approved to be used in New Zealand and considered safe.

The Clean Shine team are pleased to see that on completion of each job their cleaning reflects their high standards so that their clients can always see the quality of their work, which in turn makes a good impression on their client's own employees and visitors.

Clean Shine have developed and improvised their service over the years by utilizing their wealth of knowledge and experience, along with their core values of trust and honesty as important reasons why their clients hire them.

Contact Wazma Sultani for your company's cleaning needs.



Clean Shine
Phone: 021 2323451
Email: info@cleanshine.co.nz
www.cleanshine.com



For Quality Print & Service

Brochures • Books • Business Cards
Packaging • Posters • Flyers • Folders • Corflutes
Labels and anything printed on paper or card.



ph: 09 377 4882

sales@pressprint.co.nz

www.pressprint.co.nz

DREAMING OF A GREEN CHRISTMAS PARTY?



Treat your staff to a fun end of year celebration and enjoy an hour or two of bowls followed by a BBQ lunch or dinner

\$10 per person gets you green hire, bowls hire, and access to our well-stocked and reasonably priced bar

For an extra \$25 use our XXL gas BBQ

Well kept and comfortable clubrooms with air conditioning, indoor bowls, 2 pool tables, 3 darts boards, and a covered outdoor deck so the fun doesn't stop even if it snows

BOOK NOW!

25A Glendale Road / 027 418 1397
enquiries@glenedenbowlingclub.org.nz

PLAY BOWLS *Have a go!*

Business Nuts & Bolts

Business to Business advice from **RBA Members & Partners**



Virtual CFOs: The Secret Formula to SME Success

You might first ask “What is a CFO?” While they are accountants, their services are in addition to the preparation of your annual accounts and tax returns by your own accountant.

Warwick Russell
SMEtrix Insights

If you're not big enough for a full time one, get a virtual one on an as-required basis. They should add value to your business, far in excess of their fees. In these times of Covid, businesses need strong, steady financial leadership to focus on survival, stabilising the business in the short term and positioning it for recovery. For many businesses, cash isn't just king - it's now critical for survival and for those going through a growth phase.

A good virtual CFO will improve your business performance by boosting profitability, cash flow and the value of your business. This allows you to spend less time in the business with a clear exit strategy when the time comes. SMEs across the world are embracing the new concept of virtual CFOs by getting a high level of skills for the fraction of the cost of a full time one.

What does a virtual CFO do?

CFO stands for Chief Financial Officer. The role of the CFO is very much one of a forward-looking strategic business adviser. Often this involves analysing how nonfinancial forces and factors could potentially influence future performance and profits. Information derived from other parts of the organisation can also be used by the CFO to glean more insights and offer strategic advice.

By bringing multiple sources of information together, the CFO is able to suggest opportunities that may previously have remained unnoticed.

This high level of financial and strategic advice is now available on an as-required basis through a Virtual CFO. Their range of services should include:

- Budgeting - a vital tool in keeping the business on track.
- Regular cash flow forecasting to ensure the business doesn't run out of cash. Business cases with forecasts to support applications for bank lending. They may need to model various scenarios and update forecasts in these changing times.
- Target setting to agree that key performance indicators (whether financial or not) drive performance for the business.
- Supervision and training of your bookkeeping or internal accounting/accountant's function.
- Monthly reporting to analyse performance against plan.
- Strategic planning to agree budgets three years out and plan accordingly.
- Advisory Board membership to act as a sounding board for the owners. And holding the owners to account.

A virtual CFO will typically have a long and successful broad background in business, usually having worked in larger corporate organisations alongside rubbing shoulders with sales and marketing, HR, IT and operations executives to connect their strategies to the financial goals of the business i.e., profit cash flow and business value. It is also useful if they have owned their own business at some point and have some battle scars so that they can better relate to the challenges faced by business owners and help you make the tough decisions.



support west

WE SUPPORT WEST AUCKLAND

shop.thetrusts.co.nz The Trusts





Bret Gower
Smith & Partners Lawyers

As a property owner, a Licensing Agreement can be a powerful way to maximise the returns on property

and the contract can form a valuable intangible asset in its own right.

Why would you want to enter into a Licensing Agreement as a Licensee (the user of the property)?

As a license holder, a Licensing Agreement can provide entry to complex markets with high barriers to entry, for example because of the financial and time cost of building a brand (think supermarket or alcoholic beverage brands) at manageable royalty rates. A Licensing Agreement can be a valuable asset for the Licensee too, forming part of their intangible assets and (subject to the terms of the agreement) able to be on-sold.

What should you consider when entering into a Licensing Agreement?

If you are contemplating a Licensing Agreement you should consider: how the royalty or license fee is calculated and what mechanism triggers it being payable (royalties levels are often triggered by achieving certain sales targets); whether the license is exclusive - by period of time and territory, and by product or property type; whether minimum performance targets apply - either in order to retain the license or to allow license extensions or renewals; whether there are rights to maintenance and support, or upgrades included; whether the license can be transferred or assigned to somebody else and what costs are associated; plus all the usual contractual provisions such as limitations of liability, termination, warranties from both parties, etc.

Getting good advice in the drafting and interpretation of a Licensing Agreement, prior to entering into it, is essential for both the Licensors and the Licensee to properly understand the implications, the risks involved and what their legal position will be under the license. A good commercial lawyer will try to understand your particular industry and give you the certainty you are looking for.

Smith and Partners Commercial team are experts in these type of agreements and in the first instance you should talk with Associate Bret Gower on 09 837 6893 or email him at bret.gower@smithpartners.co.nz, he will help you get a sense of the process, timeframes and can outline the budget expectations for you.

What is a Licensing Agreement?

Licensing Agreements are a form of contract, usually between commercial parties, that allow another person or business the rights to use something that you own or have the legal rights to use in return for payment. A licensing agreement grants certain rights across a whole range of types of goods and services and uses (let's call it "property"). Often they are intellectual property rights, such as copyright or trade mark licenses or software-as-a-service rights, but they can also be licenses for tangibles assets like specialist vehicles, equipment or even land use or occupation rights.

Franchise Agreements are often effectively a form of Licensing Agreement, providing the rights to use the brand or the franchise system or the right to sell a particular range of products, and allow the franchisee use of those intellectual property rights in exchange for the franchise fees payable.

In broad terms a Licensing Agreement allows a property owner ("the Licensor") to leverage their rights to that property so that benefits of the property are shared with the licence holder ("the Licensee") and multiplied by the number of Licensees. Typically, a Licensing Agreement will provide the licensee with the right to use the property on certain terms and to reimburse the Licensor by way of royalties or license fees.

Why would you want to enter into a Licensing Agreement as a Licensor (the property owner)?

As a property owner, a Licensing Agreement can be a powerful way to maximise the returns on property that would be difficult or expensive to maximise via a single entity (themselves). Importantly it allows the Licensor to retain ultimate ownership of the property,



Shail Kumar
BNZ

Financial Wellbeing Q&A with Shail Kumar from BNZ

Financial Wellbeing is a term we are hearing more and more of, but do we really understand what it means? BNZ Financial Wellbeing Partner, Shail Kumar, explains how businesses can help support their employees by providing them with an opportunity to educate themselves on this increasingly important aspect of overall wellbeing.

Why is it important for business owners to consider the financial wellbeing of their staff?

When people aren't stressed about money employee engagement increases, along with productivity and attendance at work. Statistics show that 83% of employers say money problems interfere with productivity and 58% of employers report that financial stresses for their staff results in absenteeism. Employers who provide access to wellbeing tools, including financial wellbeing, have reported that staff engagement increases and that employees are less likely to leave.

What is BNZ's Financial Wellbeing programme?

The aim of the programme is to support business owners in upskilling and supporting their employees towards financial security and wellbeing. This can involve different initiatives such as budgeting, saving and investing, home ownership goals, and debt management, with an overall aim to help individuals make well-informed decisions regarding their finances. The programme involves workshops on eight different topics and employers can mix and match depending on what is most relevant or topical to their workforce. This is followed by optional one-on-one financial health checks if the individual employees wish to book one. Employees walk away from these financial health checks with a list of goals and an action plan on how to get there. The initial workshops take place in the workplace at a time that suits the business.

How does financial stress affect overall wellbeing?

A lot of statistics around mental wellbeing link back to

people being stressed about money, which puts pressure on relationships and can also affect performance in the workplace. 69% of New Zealanders have identified they have money stresses and 30% have indicated they lose sleep because of it. These are big numbers and there are wide-reaching flow on effects.

What drives you to work with our local businesses on this initiative?

I am a West Auckland local and have been with the BNZ for 18 years. I love the opportunity to work in our local community with our people and know that we are making a positive impact on their lives. I have worked with many individuals and their families to help make our community prosper. This is a topic that isn't generally part of the school curriculum, and in most cases not openly talked about amongst families and communities, so for many people the session I have run via their employer has often been the first introduction to helping them with their money matters.

How can a business owner get in touch with you?

Business owners can contact me on 021 940 103 or via email shail_kumar@bnz.co.nz to book an initial consultation.

**Statistics
show that 83% of
employers say money
problems interfere with
productivity and 58% of
employers report that
financial stresses for
their staff results in
absenteeism.**

KEEP IT SIMPLE – PRACTICAL IMMIGRATION ADVICE FOR EMPLOYERS



- Do you want to recruit candidates from outside of New Zealand to work in your business?
- Found the ideal employee in New Zealand, but they're on a working holiday visa?
- Having problems securing a work visa for an existing employee?

At New Zealand Immigration Law we are here to solve Immigration visa problems and avoid applications running into needless difficulty. Don't try and do it on your own, with over 20 years' experience we understand the NZ immigration system and requirements.

Get in touch today – questions@nzil.co.nz | 09 869 2952

15 Fairlea Road, Te Atatu South, Auckland | www.nzil.co.nz





Jennifer Wyatt Sargent
Human Resources Consultant

Success

“How does one become a butterfly?”

“You must want to fly so much that you are willing to give up being a caterpillar.”

“You mean to die?”

“Yes and no. What looks like you will die, but what’s really you will still live. Life is changed, not taken away. Isn’t that different from those who die without ever becoming butterflies?”

“Hope for the Flowers,” by Trina Paulus, 1972

Auckland has just entered into its fifth week of lockdown at Alert Level 4 as I write this. Hope that the restrictions on our lives would be loosened flickered and died at 4.00pm on 14th September 2021. And now, many business owners are undoubtedly pondering the future with at least another week to navigate without any means of making money. Banks have declined requests to re-mortgage homes, many employees have been let go or will be let go when the wage subsidy runs out. This is the point at which many businesses will fail.

But this is also the point at which some business owners summon up the energy to fan the remnants of hope and start to strategise ways and means of keeping their business going. Many will look at the current business and see only what they have always seen and decide that they will just have to work doubly hard to bring it back to life. Others may believe their way to salvation relies on finding ways to operate the business more efficiently and effectively. And maybe there will be a few who realise that this is the time for major change and who will work on building something new, exciting and with great potential for success.

Each approach requires change to a greater or lesser degree, and change involves anxiety, which business owners currently have in spades! Each approach also requires a process, but that has to wait for the strategy, which encompasses what the organisation does and what it doesn’t do - a combination of activities that is unique to each organisation and delivers value to customers and/or to shareholders.

Most business owners are aware that the strategies for maximising profit are very different from the strategies for creating shareholder value and will need to be clear in their own minds what exactly they are aiming for with their strategy before they can translate it into objectives, measures and timeframes.

Remember what Einstein said, “Not everything that can be counted counts, and not everything that counts can be measured.” People have a tendency to focus on what is counted rather than on what counts, so the attention of the organisation’s teams and individuals needs to be focused on the right activities.

And unfortunately, this is the point at which many a great strategy fails - the organisation is unable to implement it. Time and again I have found client organisations that should be thriving are in fact being let down by their weakest link - poor performing managers. While I was unable to find the actual reference, I believe the OECD has identified developing strategy as a key weakness among New Zealand managers.

Jack Welch, past CEO of General Electric, said “Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion.” I fear few organisations employ managers of that calibre. And if they don’t then it falls to the business owner to be sufficiently determined and inspired to transform the business into a butterfly - a thing of wonder, beauty and potential.

“And the day came when the risk to remain the same was greater than the risk to change . . .

“It is, after all, the only hope for the cocoon to become the butterfly.”

“Hope for the Flowers.”

I hope all struggling business owners are inspired to transform their businesses into butterflies.

Jennifer Wyatt Sargent

[Hope for the Flowers is an allegorical novel by Trina Paulus. It reflects the idealism of the counterculture of the period. Often categorised as a children’s novel, it is a fable partly about life, partly about revolution and lots about hope - for adults and others including caterpillars who can read”. From Wikipedia]

finefinish
ON ROSEBANK
COLLISION REPAIR PROFESSIONALS

P: 09 828 4462
549 Rosebank Rd, Avondale

- Guaranteed Workmanship
- Collision Repair Association Structural Repair Centre
- Recommended Repairers for:
Lumley Insurance, Vero Insurance & Zurich Insurance
We also work with all other Insurance companies on request.

www.finefinishrosebank.co.nz



Aaron Martin
NZ Immigration Law

Broken Record

A recent webinar hosted by the EMA with the Minister of Immigration was disappointingly scarce on detail about border re-opening or dealing with the residence queue that has seen many skilled workers leave in frustration. It was a narrative we had heard before. Even the Minister acknowledged he was “in danger” of sounding like a broken record when re-iterating he would be announcing changes “soon”. Minister you already are sounding like a broken record.

The tired excuse of Delta/Covid that have been with us since December 2019 is beginning to wear thin. Government asked business’ to be agile and innovative to deal with the pandemic but it’s not doing its share of lifting in this area.

What was clear from the Minister is that the real border (MIQ) is the problem. Delta has become the excuse for keeping the status quo with confused mutterings about delaying re-opening of the border creeping into the narrative, which is overall becoming more confused by the day.

Australia and the UK on the other hand just gets on with it. Boris Johnson is abandoning PSR testing and mask wearing telling Britons to get on with life. The Australians are building purpose-built facilities so they can fully open up to the world in October. Everyone bar us has abandoned (sensibly) elimination as a strategy. Our Government seems incapable of the transformational thinking they boasted about at the election. Perhaps too many reputations (egos) have become wedded to an elimination strategy and are now the roadblock to alternative thinking or strategy.

The only hint from the Minister was an announcement “soon” (YAWN) of changes to Skilled Migrant residence criteria (we’ve waited a year so far); and he is seeking to strip out aspects impeding delivery by Immigration New Zealand. Why - because it’s too difficult to administer. The nearly 50% successful rate on appeal from residence decline decisions proves that.

Here’s three changes I have suggested in a previous commentary:

Get rid of the double up in processes relating to medical and character waiver assessments. Currently if you have a health

condition or a character issue, you have to go through a long-winded process seeking a waiver of health or character requirements for your temporary work or visitor visa and then repeat the same process for your residence visa. Sometimes people have to go through it three times as they change between temporary visas of different types (work to student) and visas of a different class (temporary visa to residence visa to permanent residence visa).

Why can’t it be done once and for all on the very first visa and carried over to all future visa applications when it relates to the same issue?

The medical waiver process defies rational explanation. If you have a medical issue that needs a waiver when seeking a work to residence visa; you’ll need another waiver if you, say, change to an essential skills visa. Why? The first visa assesses you against residence medical criteria, the second against temporary visa medical criteria. When you actually apply for residence later you have to go to a medical assessment based on the residence rules again. Here’s a thought- one medical criteria and assessment for all visa types.

Remove the repeated need for police clearances to be provided. Adequate safe-guards exist in the Immigration Act which allows deportation liabilities to be raised if a character issue existed before or at the time a visa was granted but only discovered after the grant of a visa.

They have made these changes (temporarily) for onshore Essential Skills work visas and the sky has not fallen in. So why not make the change permanent?

For Skilled Migrant Residence Visas the change that would produce the greatest efficiency is the simplest to achieve: abandon the use of the ANZSCO coding system to measure the skill level of employment and work experience. The writer has enough grey hairs to remember when there

was a simple and equally effective test in both those areas - “Relevance”. This mirrored the test applied in the private sector as to whether a person was skilled enough to perform the work - prior relevant qualifications or experience.

Immigration abandoned the ANZSCO coding for Skill level in work visas - there is no reason to hold onto it for residence cases.

These simple changes would produce greater efficiency, they would cut down the volume of un-necessary paperwork visa officers have to wade through and improve processing times.

Let’s hope Minister Faafoi delivers “soon”.



Immigration Minister
Chris Faafoi

Speerstra Hart

Registered
Valuers

Unlocking Your Opportunities

Speerstra Hart is a property valuation business based in West Auckland. Our valuation services are bank approved and our understanding of market nuances, together with robust reporting, can assist in unlocking your opportunities.

Rent Reviews

Market Valuations

Insurance Valuations

Compensation

www.speerstrahart.co.nz

09 553 6575



GOODWINS

Are you a self managing landlord?

Do you genuinely understand the extent of changes to tenancy legislation?



**New Healthy Homes
Standards**

Requires much more than
Heating & Insulation.



**Amendments to the
Residential Tenancies Act**

New termination grounds
and rent arrears protocol.

Getting it wrong can mean fines of up to \$100,000.

Contact us to speak with a **licensed expert**.

**Property
Management**

Residential ▾ Commercial



0800 GOODWINS goodwins.co.nz



Andrew Bayly
National MP for
Port Waikato

Small businesses need more support to survive Covid

I have spent a good deal of this year (when not constrained by lockdowns) travelling around New Zealand and meeting with a range of business groups. Without exception, business owners have been telling me about the frustration and the sky-high levels of anxiety they are experiencing, particularly those in Auckland who have faced ongoing lockdowns.

The prime concern has been the difficulty in finding good staff. However, the lockdowns have brought a different pressure.

Small and medium-sized businesses across all sectors have been unable to operate if their business involves direct interaction with customers. So far during this current lockdown, about 340,000 businesses have applied for the first round of the Covid-19 Wage Subsidy 2021 in August, estimated at about 840,000 people. If a large proportion of these businesses fail due to lack of access to cash during a Government imposed lockdown, this will have not only a massive economic cost in terms of the increased number of people on the unemployment benefit, but also a huge social and health cost for the country.

The Delta variant has changed the game - and more virulent strains are being reported globally. I believe we should expect to see more lockdowns - and ones that are more severe than in the past. We cannot assume that landlords will continue to offer rent relief for tenants - after all, they're a commercial business too - and we can't assume that banks will continue to extend overdraft facilities for clients who are struggling. It is increasingly likely that banks may take a different view on their problem clients if further lockdowns occur.

The Government's latest response has been to provide the Resurgence Support Payment to cover small business costs, but this is a one-off payment and will only cover necessities like insurance, utilities and rates. Rent is a business owner's second largest expenditure after labour, and while some landlords have been most helpful, others have not. We need to be acting much more strategically now to support small businesses to ensure their businesses survive, rather than deal with the devastation if they fail.

I have proposed a Small Business Rental Support Package which I am urging the Government to adopt. This was announced on 1 September and is aimed at supporting small businesses so that

they can survive lockdowns. The Rental Support Package targets those businesses with 19 full-time equivalent employees that have seen a 40 per cent reduction or more in their revenue. The Government would cover 50 per cent of the rent and associated building operating costs and the landlord would be expected to cover 25 per cent in the form of writing it off or discounting the rent by 25 per cent. This would leave the business owner with just 25 per cent of their rental costs to pay.

In the event the landlord and tenant cannot reach agreement, we would provide a 'souped-up' arbitration service that would ensure that any rental disputes can be settled quickly and the decision reached is binding.

The Government is wrong to talk about mediation being the solution to disputes between landlords and tenants. Mediation does not guarantee a binding decision and quickly breaks down if either party cannot agree. That is why we have proposed an arbitration solution.

The prime concern has been the difficulty in finding good staff. However, the lockdowns have brought a different pressure.

National's Rental Support Package is about alleviating hardship on businesses and preventing the harmful knock-on effect of people losing their jobs, should businesses fall over, as a result of the Government's decision to put New Zealand in lockdown. All we need now is a Government to listen.

Andrew Bayly is the MP for Port Waikato and the National Party's Shadow Treasurer and Spokesperson for Revenue, Infrastructure and Statistics; he can be contacted at andrew.bayly@parliament.govt.nz

Authorised by Andrew Bayly, MP for Port Waikato,
7 Wesley Street, Pukekohe

Media contact: Lynne Richardson 09 238 5976/021 860 931,
lynne.richardson@parliament.govt.nz





Tracy Mulholland,
Councillor Whau Ward

BID Programmes

Auckland is growing fast as a diverse cultural centre, with businesses opening constantly. This rapid growth means that challenges and opportunities for town centres and key business areas are introduced at an unprecedented rate in a constantly changing scene. Through the Business Improvement District (BID) Programme, Auckland Council can work with business districts to facilitate the improvement of the local business environment and grow the regional economy.

The BID programme creates a partnership between the council and business associations. There are currently 50 BIDs across Auckland, representing over 25,000 businesses with a combined capital value estimated at \$24 billion. For readers that might not know what the BID programmes are, they are made available to registered business associations that have met the requirements. The programmes are funded by commercial property owners and BID-operating business associations are membership-based organizations independent of Auckland Council. The programme provides mechanisms for businesses within the area to come together to develop and deliver a BID programme aimed at increasing prosperity and opportunities for members and the

local business community. Some of the recognized success factors for BID programmes include effective governance, effective management, sufficient size with resources, and effective relationships.

At the moment the BID policy, Kaupapa Here ā-Rohe Whakapiki Pakihi, which regulates the governing of the BID programme is set to undergo review. The current policy was first developed and approved in 2011 following the amalgamation of Auckland Council. In 2016, a BID Policy review was undertaken and remains in operation today.

The documents under review include the BID programme agreement, annual accountability agreement, template constitution and board charter. The reasoning behind this review is that the existing policy needs change to help BIDs effectively deal with problems which arise through further clarification of decision-making, developing tools to resolve issues, reducing opportunities for conflicts of interest to occur, and strengthen the financial sustainability of BID programmes.

Upon completion of the review, it is estimated that the implementation of the 2021 BID Policy will start in early July 2022. However, in the wake of the recent lockdown restrictions which were suddenly imposed on New Zealand nationwide, I believe that the submission of draft BID policy changes should be deferred. While the financial impacts caused by the extended level 4 lockdown restrictions on Auckland businesses continue to be investigated, it is estimated that Auckland loses millions of dollars every day as a result of this loss of revenue. With business owners already experiencing significant stress caused by the imposition of limitations on services and business hours, this extra demand of their attention would only cause undue stress at an already difficult time. However, for readers that are interested in participating in the policy review and would like to do so, please note that submissions are currently open. It is important that Auckland Council receive as many submissions as possible to ensure that an effective policy review is undertaken.

Beacon
Community News

The trusted voice for hyperlocal news
We can work with your business to effectively reach 24,000 homes in the local Avondale/Whau community.

Contact Kerrie to find out more
m 027 290 4444 e kerrie@bhb.nz www.bhb.nz

SUMMER NEVER TASTED SO GOOD



www.subzero-wolf.co.nz

Proudly distributed by Eurotech Design Limited.