

Round about.

LOCAL BUSINESS IS OUR BUSINESS

Lenco

Opportunities abound

Allegion

Leading provider of security products

Avondale College

Top in the World



Stronger together

www.rosebankbusiness.co.nz

ALL OVER WEST AUCKLAND

Recent deals

SOLD



2 Sawmill Road, Riverhead

Sold Price	\$3,150,000
Floor Area	2,122sqm


SOLD



86 Henderson Valley Road, Henderson

Sold Price	\$14,200,000
Floor Area	4,997sqm

SOLD



16/8 Laurenson Road, Hobsonville

Sold Price	\$760,000
Floor Area	129sqm

SOLD



37 Portage Road, New Lynn

Sold Price	\$3,700,000
Floor Area	816sqm

SOLD



212-214 Rosebank Road, Avondale

Sold Price	\$8,174,556
Land Area	3,566sqm

SOLD



310-312 Te Atatu Road, Te Atatu

Sold Price	\$6,760,000
Land Area	2,646sqm

LEASED



409B Rosebank Road, Avondale

Leased Price	\$260,000+OPEX+GST
Floor Area	1,834sqm

LEASED



Unit C, Lot 6, 7 Westpoint Drive, Hobsonville

Leased Price	\$210,000+OPEX+GST
Floor Area	1,116sqm

LEASED



26B Fremlin Place, Avondale

Leased Price	\$51,717+OPEX+GST
Floor Area	320sqm

Bayley's West Auckland team have completed a significant number of transactions in the last two months of 2021, over a range of property types and sizes, we are up to date and have an excellent understanding of the current market. Given this incredible shift we are still seeing, it maybe time to get in touch with one of the team for a no obligation market appraisal.

The role of an experienced real estate broker is more important than ever.

Get in touch with one of the West Auckland specialists to have a chat about your property needs.

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

In This Issue

4 FROM MY PERSPECTIVE

Business Development Manager, Phil Clode

6 ROSEBANK ADVOCATES

Grant Hewison

8 Kim's Corner

10 ROSEBANK NEWS & EVENTS

13 Ready to learn

14 Lenco - Opportunities abound

16 RBA 2021 Highlights

18 Allegion - Leading provider of security products for homes and businesses

22 Top in the World for English and Maths!

25 BUSINESS NUTS & BOLTS

25 Building your own wellbeing and resilience

26 Border re-opening

28 Do I need to pay GST when I sell my business?

29 End of financial year planning checklist

30 Strategies to reduce retail crime

31 Council Insight

Cover: Allegion's new state of the art building and warehouse on Rosebank Road.

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

Phil Clode, Business Development Manager, phil@rosebankbusiness.co.nz



Resilience

“Resilience is the ability to withstand adversity and bounce back from difficult life events.”

I coach teenagers in my chosen sport of athletics. Coaching these fine young people is a pleasure. These athletes have shown me what resilience is over the last two years. They have had to cope with the interruption that I haven't seen in my lifetime and hope we may never see again.

The emotional upheaval of having many things that they have planned for and set goals for taken away from them. Be it the many championships that they have trained very hard for or the school they have missed while in lockdowns. They have always stayed positive.

They have shown resilience by having a smile on their faces whenever they have shown up for workouts and not necessary having a set goal for those workouts. They have just got on with it. They have shown that the world hasn't ended and been optimistic that we will be out of the current situation at some stage soon.



The old Allegion site at 449 Rosebank Road is currently been developed by Stride properties.

I have been impressed by their positive attitudes to each other as well. Maybe we all could learn from our young people. Their attitude is infectious. We as adults should take a lead from these young people, while they haven't got the experience of age, they have got the right attitude to succeed in this world.

I recommend getting involved with young adults through sport or community organizations if you have a passion for imparting your wisdom and experience. You will get a real kick out of the reward that comes back to you from those young people, I can guarantee.

On page 14 of this months Roundabout magazine, we have a story about long term RBA member and former Board member John Rehman and his new building down at 40 Patiki Road. He has an opportunity for a café operation to lease the space he has set up. Also, he has a pop-up shop space for anyone that wants to sell direct to the public. Storage is also available as well in the warehouse he has built.

Our feature business in this issue is Allegion. They are a world leading

security solutions provider. With over 30 brands in 130 countries around the world the company has been in Rosebank for a long time and have recently built a new state-of-the-art building which you will see on our cover. They should be very proud of a fantastic facility that is an asset to them and to Rosebank.

We have a story about the fantastic students at Avondale College that are leading not only New Zealand in Cambridge Math and English but are also top in the world!

What will the country look like in the next three months as we go into winter? I hope the borders are open and we can move freely between countries so we can see loved ones and friends. Hopefully the Covid 19 Omicron wave has hit, and we are moving away from the mandates that have been in place for over the last 2 years. Time will tell, I suppose.

Regards,

Phil Clode,
Business Development Manager



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**

Rosebank Advocates

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



Dr Grant Hewison

Waste Innovators get funding boost for projects

More than thirty organisations and businesses are receiving a boost in funding from Auckland Council's Waste Minimisation Innovation Fund (WMIF).

For example, in a project that includes the Whau area, YMCA North Inc have been funded \$11,000 to do a youth-lead waste audit minimisation project. The purpose of the project is to build the organisation's

capability and waste minimisation through training youth volunteers and staff waste minimisation champions who will drive waste minimisation education and behavioural change in the organisation.

Fletcher Residential Living Ltd have also been funded \$8,700 for a project that covers the Whau area to trial and understand the impact of on-site separation of waste, by using dedicated bins on site for known recyclable material and to begin to understand the change management journey required with the organisation's large contractor base to enable better recycling and reuse of waste.

Collectively, the thirty organisations and business grant recipients will receive \$528,782 for a range of projects designed to promote waste minimisation and reduce waste to landfill. Textile waste, fire extinguisher powder, polystyrene, medical supplies, and milk kegs are also all getting funding as new recycling initiatives.

The waste minimisation activities range from \$5000 to \$50,000 in funding from the waste levy.

The aim of this fund is to create change in community behaviour and attitudes towards waste. Less than 20 per cent of Auckland's waste is actually from household collections, so private sector partners are needed to help lead the way in their industries.

Construction and demolition waste is the largest source of materials to landfill - more than double the waste from all the weekly rubbish collections across Auckland. A typical new house build might waste an average of 4.5 tonnes of materials. This is the equivalent of around 30 years of weekly kerbside refuse collections for one person in Auckland.

Keeping construction materials out of landfill and moving them into the circular economy is a priority for Auckland Council projects. Some of Council's own projects, like the City Rail Link, divert close to 100 per cent of their waste. More private-sector construction and demolition projects are measuring their waste and trialling alternatives to landfill. There is a project being funded to recycle uPVC and HDPE plastic from construction. This project will also collect data on this common material to inform future investment in recycling infrastructure.

Resource recovery projects are also important for reaching Auckland's climate goals because they reduce emissions and preserve embedded carbon by extending the lifecycle of the materials they recover. Development of a regional resource recovery network has a big role to play in Auckland's aim for zero waste by 2040. In the next ten years, Auckland Council hopes that most people will live within 20 minutes of a Community Recycling Centre where they can drop off or pick up items instead of having to buy things new.

The Waste Minimisation and Innovation Fund uses a portion of the funds allocated to Auckland Council from the national waste levy. It is primarily intended to provide seed funding to encourage and enable creative reuse and recovery and generate economic opportunities.

A minimum 50 per cent contribution towards the project is required from applicants. This can be achieved through additional funding from their own or other resources or time-in-kind. Private investment and funding from other providers is encouraged and considered favourably by the assessment team.

For more about the Waste Minimisation Innovation Fund and opportunities to fund your innovative waste idea, contact aucklandwastefund@aucklandcouncil.govt.nz

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.

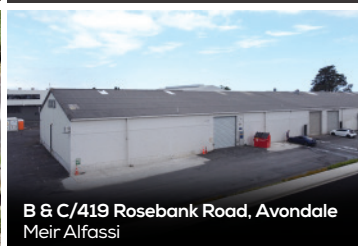
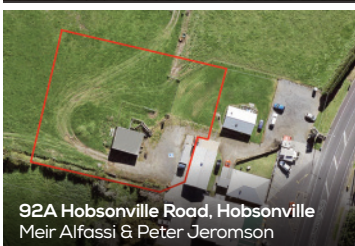
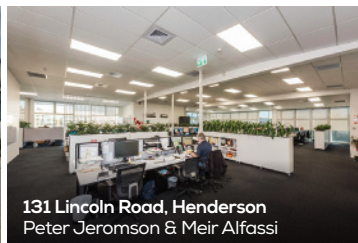
Get in touch today – questions@nzil.co.nz | 09 869 2952

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



IT'S HOW GOOD HAPPENS IN WEST AUCKLAND

For lease



For sale



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



The month of February saw businesses trying to source Rapid Antigen Tests (RAT's) to no avail, and we witnessed the fallout of businesses that had suffered from not being able to take advantage of Christmas / summer-related events that are usually their busiest time of the year.

One such local business I heard about was First Scene Costume & Party Hire based at 334b Rosebank Road where owner Jo

Pilkington sent out an

SOS call to all her long-time

customers and business contacts asking for help. I had an opportunity to sit down with Jo and chew the fat on the company's history and how COVID-19 had affected her business and wellbeing.

First Scene Costume & Party Hire started life as the wardrobe and set department of TVNZ nearly 40 years ago and is now recognised as having Aotearoa's largest selection of costume and party props with over 400,000 items in stock. Many of their items have featured in local and international films, national theatre productions, television commercials, and of course thousands of parties and celebrations around the country.

A few of the hundreds of films they have supplied include Lord of the Rings, The Hobbit, Boy, Whale Rider, Mahana, Sione's Wedding, The Last Samurai, The World's Fastest Indian, The Piano, Once Were Warriors and Her Majesty. They are particularly proud to have supplied costumes for the Oscar-nominated film

The Power of the Dog.

Local and internationally screened TV productions have included The Luminaries, Xena, Hercules, Outrageous Fortune, Westside, Jono & Ben, Power Rangers, Jean (Jean Batten), Shortland Street, The Brokenwood Mysteries, Cold Case, and The Making of the Mob.

Jo joined the company in 2008 as General Manager when the business was based in Kingsland. In 2014 she purchased First Scene and the following year relocated the three departments - Costumes, Props and Productions Wardrobe (then based in two buildings) to a 2,000sqm warehouse on Rosebank Road.

"Our clients love us being on Rosebank Road.

It's ideal for the film industry which is now predominantly based in West Auckland and the public find it incredibly easy to get here".

Unfortunately, the challenges created by the pandemic over the past two years have dramatically affected First Scene and they have lost a substantial amount of revenue as they watched the country go into lockdown and saw dozens of events and projects cancelled. Their focus now is to get through the coming months of the current traffic light system until business improves.

There has been a positive response to the SOS call from our local community as we witness the support of local businesses to help one of our own.

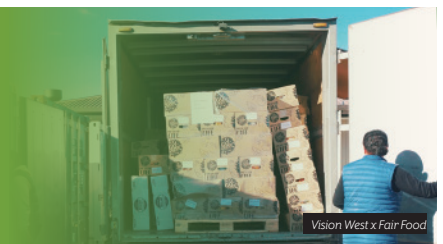
Walking into First Scene Costume & Party Hire has that nostalgic feel about it as who doesn't love to dress up! If you would like to help - Contact Jo on 021 281 5332 or jo@firstscene.co.nz to have a chat.



support west

WE SUPPORT WEST AUCKLAND

shop.thetrusts.co.nz The Trusts





50 Rosebank Road, Avondale | 09 820 8400



HOST YOUR NEXT EVENT HERE.

Located above our main café,
our private function space is the
perfect place to host any event.
For business or for pleasure,
we've got you covered.

For more information, please email
events@brownestreet.co.nz or visit our
website www.brownestreet.co.nz



Rosebank News & Events

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

RBA together with Dale Carnegie present: How to Win Friends and Influence People

Interpersonal relationships are as important as ever in today's business world, yet it can be difficult to balance strong leadership and likeability.

Dale Carnegie offers a solution to this problem in 'How to Win Friends and Influence People.'

You'll learn how to inspire commitment and spur people to draw upon their natural strengths to reach new heights. Dale Carnegie's methods will help you create a friendly and open communication environment where people want to work harder together.

This timeless seminar gives you the attitude, skills, and tools to create synergy by connecting with and uniting others. You will learn to demonstrate proven leadership principles, gain commitment from others, and explore proven strategies for achieving your professional goals.

You're guaranteed to never see yourself in the same way again!

Please note: This event is limited so don't delay - register to attend now! Two complimentary tickets per member company. A light breakfast will be served.

Featured presenter: **Brett MacLeod**
Corporate Performance Consultant
and Facilitator



Date: Tuesday, 22nd March 2022
Time: 7.45 - 9.30am
Venue: Browne St Cafe,
50 Rosebank Road, Avondale

To register contact our Events Manager
anouschka@rosebankbusiness.co.nz

Intelligent Environments wins Award

The winners of the 2021 International DALI Lighting Awards were announced at the end of last month and local Rosebank company Intelligent Environments Ltd was awarded "Highly Commended" for the second year running.

DALI is currently the only lighting control standard for Australia and New Zealand and is an open and widely accepted protocol for lighting worldwide. Each year the DALI lighting awards receive entries from companies across the world, highlighting prestigious projects completed in the previous 12 months.

Last year was the first time a New Zealand project was recognised, with an entry from Intelligent Environments for the new Stroke Unit at Auckland Hospital that had been installed during the first COVID lockdown.

This year Intelligent Environments did it again, this time entering the Colliers Head Office project in HSBC Tower, Auckland into the highly competitive "Commercial/Professional" category.

This extensive refurbishment project included the installation of a zencontrol DALI-2 control system which provided versatility, and ease of integration, as well as monitoring and reporting capabilities. The precise dimming and colour-changing capabilities of the DALI system were integral in allowing the design objectives



to be met, and the ability to support the setup remotely allows a swift response for any maintenance issues. In particular, the judges recognised the flexibility of the DALI system which allowed cabling to be installed, with functionality programmed later by the Intelligent Environments team.

The Intelligent Environments team was thrilled to receive the Highly Commended award but are quick to mention that as with any project there are many people involved in the process from design to final delivery. They believe kudos should also go to Warren & Mahoney, Norman Disney Young, Alaska Construction + Interiors, and Team Cabling who all had major input on the final result.



Rosebank
Business Association

RBA

EASTER EGG HUNT

Looking for something fun to do with your kids leading up to Easter?

Take a walk through our RBA website, find the Easter eggs, and go in the draw to win Easter Goodies!

1. Visit us at www.rosebankbusiness.co.nz
2. Find the hidden easter eggs scattered throughout our website.
3. Click the link on our home page to enter your answer.
4. Competition runs from the 2nd March - 12th April 2022.

Lots of Easter Goodies up for grabs!

MyHR Workshop

It was wonderful to come together again to hold our first workshop for the year appropriately headlined **‘Setting up for success in 2022’** at Browne St café in Avondale with RBA partners MyHR. Our presenter was Jocelyn Visser who is a Business Partner with MyHR, a company with an impressive 95% client retention rate that outsources HR covering all employment matters by combining expert HR support with smart HR software.

The presentation began with what Omicron means for your business, highlighting the need for companies to be flexible and build resilience. Jocelyn provided attendees with information on managing an unstable/uncertain workforce and outlined the need for control measures, working from home, and contingency plans, noting that the protection framework means that most things can run relatively normally with more freedom and flexibility for businesses with less financial impact.

Jocelyn spoke on the all-important topic of business continuity and resource planning - with disruption being an almost certainty, failing to plan is planning to fail!

Jocelyn gave an overview of the upcoming employment law changes that employers need to be aware of with the Holidays Act receiving an overhaul in mid-2022, vaccinations affecting employment law, pay parity/equity and, the visa accreditation scheme.



Attendees enjoyed the loft feeling of the venue alongside a delicious breakfast and barista coffee. Participants gave the workshop a satisfaction rating of 95%. and their feedback included “Timely and up to date session. Was well prepared.” “Great content, practical, very current topics.” Friendly and knowledgeable host”. “A number of discussion points I will raise with my team and also the management team.”

Thank you to our excellent presenter Jocelyn Visser from MyHR.

We hope to see you at our next workshop with Dale Carnegie on the 22nd March.



EcoFest West returns with more than 100 events

Excitement is building for EcoFest West, which makes its return for the eleventh year running this year. Outdoor experiences, whānau activities and interactive workshops will be on offer from Saturday 19 March to Sunday 17 April, as part of the month-long celebration of our unique environment and sustainable living.

Hosted by groups and individuals across West Auckland, with in-person and online options, the annual festival is funded by the Henderson-Massey, Waitākere Ranges and Whau local boards and organised by EcoMatters Environment Trust.

EcoMatters' CEO, Carla Gee, says, “After a challenging few years we know that people are craving connection with each other and the environment more than ever. We're pleased that the community will still be able to enjoy a time of celebration, learning and exploring together in a way that suits them, either in small groups or online.”

Featuring more than 100 events, the diverse programme presents

opportunities to connect with nature on our doorstep, care for the places we love, and share skills and ideas for a better future. Many events are low cost and whānau-friendly, small-scale and outdoors.

Festival highlights include opportunities to:

- Experience peace amongst the trees at the Milan Reserve Nature Walk with the Friends of Milan Reserve, a volunteer group that has transformed this Glen Eden native bush.
- Bring the family and search for clues at The Great Te Manawa Adventure, a flora and fauna scavenger hunt hosted by Te Manawa in Westgate.
- Feed your creativity - get Nature Journaling with artist Lesley Alexander at Olympic Park in New Lynn or Corbans Estate Arts Centre in Henderson.
- Hop on a webinar about Gardening with Tikanga Māori with Rob Small, curator at Ngāti Whātua Ōrākei's Pourewa ethnobotanic garden.
- Learn about bugs and fish and go on a bike tour at the Freshwater Fun Days with the Whau River Catchment Trust.

“This year's programme includes plant swaps, bat walks, stream care sessions and more. For those more comfortable participating online, the festival also has a range of webinars on topics as varied as reversing climate change, ethical investing and keeping chickens,” says Carla Gee.

Five event categories are designed to cater to a wide range of interests, so foodies, cyclists and crafters alike will find an event to suit them. The categories are Waka Hourua/Clean Transport, Kīnaki Kai Reka/Foodies' Fix, Te Whaihangā/Makers' Mayhem, Torohē Nuku/Explore Nature and Mauri Noho/Conscious Living.

To see full details of all EcoFest West events, please visit www.ecofest.org.nz.



Rev. Asora Amosa from Whau Pasifika Komiti blessing the programme

Ready to learn

Retaining and re-engaging Pasifika students as onsite learning resumes

While some locals eased their way into the New Year, the Whau Pasifika convinced three local Community Hubs to run School Holiday programmes in preparation for the start of school.

Over three weeks, nearly 200 tamariki/tamaiiti aged 2 years to 17 years old enjoyed a "School Ready Holiday Programme" at Glenavon Community Hub, Rosebank School Community Hub & Eastdale Hub, and Kelston Community Hub.

Whau Pasifika Coordinator Ina Patisolo helped to devise the overall programme and co-hosted the Rosebank/Eastdale Programme alongside new Rosebank Hub Coordinator Jess Beattie. Ina says, "We were lucky to secure Ministry of Education funding, ostensibly to retain and re-engage Pasifika Students in a learning environment. We know students haven't had "normal" school for two years and the dropout rate has been devastating for some schools so given the different needs all over the Whau, we brought tamaiiti/tamariki and their aiga/whānau together through their local hubs. It was hugely successful in getting these tamaiiti off devices, learning and excited about school again."



Glenavon Hub Sports Play Holiday Programme Day 3

Glenavon Community Hub

Glenavon has undergone major housing and green space redevelopments. The Hub has been at the centre of community engagement has been the Hub under newly recruited coordinator RJ Thomson and community support Jacquie Wilson. Wilson says, "we made the most of our pool and covered court space to run three weeks of a "Sports Play" holiday programme. The other hubs were a bit jealous, especially with our pool in that January sun. We've had awesome feedback from parents really appreciating the structure and new friendships their kids found".



Bike week with "Bike Avondale"

Rosebank & Eastdale Hub

Thanks to extra pūtea through the Local Activation Fund the aim at Rosebank/Eastdale was to deliver the "best holiday programme EVA".

Ina says, "We weren't interested in just entertaining our tamaiiti, but extending them over that short time with innovation, new experiences and teaching some life skills. We invited local artists and upskilled some of our children to refurbish ex-council laptops through Zeal and West Tech. I'm also stoked that we could pay something to the amazing grandparents and rangatahi who made up our crew. It was actually really hard but rewarding work."



Kelston Navigation Programme trip to Kitekite Falls

Kelston Community Hub

Kelston's "Navigation Program" was successful in bringing parents, caregivers and tamariki together. Their two weeks included vision boarding, creating mosaics and trips out to Kitekite Falls and the beach. Programmers Valeria Gascoigne and Sa'e Saena aim to stay in touch with their participants to follow up on each student's goals set during their programme.

At the time of writing, the Whau Pasifika Komiti are in the next phase of support with the distribution of School Ready Packs which include some of the laptops refurbished by 11yo participants from the Rosebank/Eastdale workshop. Ina says, "The tech refurb workshops were my highlight example of how we empower our children - give them a seemingly impossible challenge, show the value of "junk" in this disposable world, use their smarts to analyse and find solutions, but most importantly, work at something and have fun!".

Whau Pasifika thanks Funders and Supporters: Ministry of Education, Auckland Unlimited, Whau Local Board, I Love Avondale, Bike Avondale, Whau the People, Avondale Collaboration, Rosebank School & Community Hub, Kelston Community Hub and Glenavon School & Community Hub.



Lenco

Opportunities Abound

John Rehman is on the hunt for passionate people.

The owner of apparel manufacturer Lenco has created two exciting opportunities for small businesses seeking space to flourish. The Lenco site on Patiki Road now features two new premises, custom-built and ready for the right leaseholders.

The first: floor space in the Lenco retail store, perfect for a pop-up shop or another well-matched retailer. The second: a licensed space ideal for a café/bar, adjacent to the Lenco shop.

Sharing floor space in the Lenco retail store is a no-brainer for John. Lenco is a nearly 50-year-old apparel manufacturer, specialising in school uniforms and sportswear. Only a small portion of Lenco's school uniforms are sold directly to customers via the retail shop, and those sales largely take place during the back-to-school rush. Throughout the rest of the year, there's plenty of time and space for another retailer to launch a pop-up shop, or even to operate long term.

The adjacent café/bar space is a hospitality dream waiting to come true for the right leaseholder. Perfectly positioned amongst the caffeine-thirsty manufacturing businesses on Patiki Road, as well as holding a license to serve liquor until 1am - virtually unheard of in the Waitakere District - the 40 sqm space is ideal

for someone with the drive to run their own business.

As a successful small business owner, John is no stranger to innovation, nor to having a few irons in the fire. Lenco was founded in 1975, when most New Zealand manufacturing was done here on home soil. John entered the picture in 2014, joining at the request of family members who were on the Board. By then, the company was in a downturn, and only 20% of its manufacturing was done in New Zealand. It's no wonder his family asked for his expertise; John was already running two successful businesses.

His passion project, the Irish bar Barrel Inn in Howick, is renowned for its great food and friendly atmosphere. John says he's in it purely for the happiness it brings him, so much so that he insists his business partner never ask him about money-only "Are we happy?" (Followed by the response: "Yes, we're happy, because we're making money!")

John is also the man behind Allcard Services, a highly successful manufacturer of NZ-made plastic cards based out of Mount Eden. For 25 years Allcard provided Air New Zealand with all of its cards - think fuel cards, AirPoints, FlyBuys, and security passes.

Allcard has been, in John's own words, a 'cash cow,' and Barrel



Inn is a delight to run. Lenco, on the other hand, has been a testament to his will to succeed.

When John's family members did not continue in the business, John stayed on, committed to honouring Lenco's existing contracts with schools. He had no prior experience with fabrics, and the learning curve was steep. Eight years on, he has brought 30% of the company's manufacturing back into New Zealand and is one of the only NZ school uniform and sports apparel manufacturers to carry stock in its onsite warehouse.

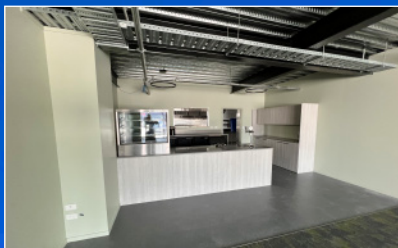
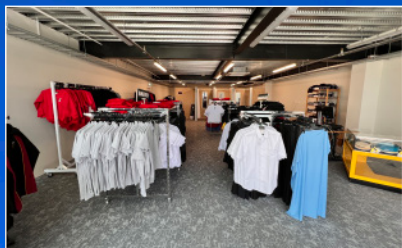
Although the Covid-19 pandemic has hit many businesses hard, especially those in manufacturing, Lenco has experienced an uptick in the number of customers turning to them when overseas suppliers can no longer deliver.



In 2021, John completed a new build on an empty section within the existing Lenco site. Now, his small team churns through orders in the manufacturing and warehouse building while the brand-new Lenco retail shop and adjacent 40sqm café/bar space are ready and waiting to be fully utilised.

With his considerable business experience, John is confident that both spaces could be an incredible opportunity for the right people. He welcomes interest from small business owners who are ready to take up either opportunity and create their own success story.

To discuss the retail shop or the café/bar space, get in touch with John Rehman directly on 027 497 7184.



For enquires about leasing the Cafe and /or the Pop-up store contact John Rehman directly on 027 497 7184 or email john@lenco.co.nz



The RBA team had many high points across 2021 despite the ongoing challenges of Covid-19. From holding the first Wellbeing Business Challenge in Rosebank, to advocating with local council to make our streets safer, we are here for our business community and are delighted to share our highlights with you.



Our wellbeing initiative with businesses included free health checks and vaccination roll outs dedicated to Rosebank companies and their staff.



RBA

Rosebank

Business Association

Our highlights from 2021

Stronger together



Events: When we were able to come together, we did so with gusto! Sparking business connections between companies in the area through hosting's at The Tile Depot and Total Property Services. RBA workshops lead by business experts were well attended and gained a 95% satisfaction rate by participants who were able to take learnings back to the office and implement straight away.



We grew community connectedness providing opportunities for companies to make strategic connections with business neighbours and giving them ways to give back by volunteering at Fair Food charity, restoring the land around the Whau River and supporting local schools through a collaboration with other companies to provide flags and BBQ's



In our first ever Rosebank Business Challenge, 23 teams and 163 participants from local Rosebank Businesses competed for the title of Top Rosebank Business.



The RBA advocated with Auckland Transport to create and install refuge islands to make our streets safer.



Special event highlights were the art exhibition 'Before Now', a talk from Wayne Brown on the Ports of Auckland, and an evening of Opera in Rosebank from world renowned New Zealander performers.



Allegion (New Zealand) Ltd

Leading provider of security products for homes and businesses

Allegion has been committed to safety and security since it began in 1908. The original design, the panic release bar, was one of Allegion's first products and it's been making a name for itself since. The company has continued to develop innovations in door hardware, locks, and electronic security. Everything from residential and commercial locks, door closers and exit devices, through to smart digital locks and access control. Allegion sells products in almost 130 countries. Allegion New Zealand's portfolio includes brands Brio, Briton, FSH, LCN, Legge, Schlage and Von Duprin.

Allegion's head office is based at 437 Rosebank Road. The old factory on the front site was built in the 1970's, however no longer met the needs and plans for growth of the business.

The new facility built on the rare site was completed in August 2021 and provides the team of over 100 employees with many convenient features. While the new warehouse footprint is smaller than the previous one, smarter design has meant Allegion now has 50% more pallet storage capacity space.

A showroom to display new product innovations, a large (100 square metre) training room, and meeting rooms equipped with full video conferencing capabilities are in the new space. As the team worked closely with architects, it was important a strong

connection between the factory and office areas was achieved.

Operations Manager, Peter Hill, says they wanted the building to represent one team, one Allegion.

"The updated layout and more efficient systems of both the factory and the warehouse mean that collaboration among teams has never been better," he says.

Sustainability was important in the overall design of the building. Insulation, double glazing, low water-usage plumbing fittings, LED low- energy lighting with personal motion sensing, roof structures and external façade to reduce glare and solar gain are included in the building design. Looking to the future, electric car chargers were also installed for future fleets of vehicles.

Wellbeing of staff at Allegion has always been important and the new building presented an opportunity to develop staff spaces also. Showers, personal storage, and bike racks so employees can bike to work if they'd like, have been incorporated.

A substantial outdoor project saw Allegion plant over 11,500 native plants on the site. This mass planting was developed to encourage the return of wildlife and provide an impressive connection from the marine reserve to the outdoor recreation area.



Leading the pack, keeping it local

It is imperative for homes and businesses to have contemporary, quality security hardware solutions. At Allegion, we take our leadership in the industry seriously and pride ourselves on being a local manufacturer, continually developing contemporary products to meet the needs of New Zealanders.

To further set us apart in the market, we offer an extensive selection of special finishes to complement architectural designs with a fully automated, leading edge electroplating plant.

With Allegion, you can be assured your door hardware specification combines innovation with style from start to finish.

www.allegion.co.nz

NZ
Designed &
Assembled

© Allegion 2022


ALLEGION™



Not only does the building look fantastic and provide an opportunity to showcase Allegion products in situ, but some great manufacturing additions have also been made.

An introduction of a fully automated gantry-type electroplating plant and a polishing shop are setting Allegion apart. Thanks to the new plant, Peter Hill says the Allegion team will be able to offer finishes on made-to-order products in less than two weeks.

"This will change production hugely. Prior

to this new space and technology, it has typically taken in excess of six weeks for electroplated products to be made," he says.

To celebrate the opening of the beautiful new facility, the team opened the new facility and provided an appreciation lunch for architects, design consultants, the construction company, and key sub-contractors.

"The new facility has exceeded the expectations of Allegion's building project stakeholders and employees," says New

Zealand Managing Director, Brendon Simpson. "The team displays a huge sense of pride in the new facility, taking every opportunity to show it off to their business acquaintances, family, and friends. They feel privileged to be part of this defining event in the history of the New Zealand business."

Contact information

Phone: 09 829 0550

Website: <https://www.allegion.co.nz>

437 Rosebank Road, Avondale



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

The Rosebank Business Challenge

presents

THE AMAZING BUSINESS RACE

Tuesday 29 MARCH 2022
at RIVERSDALE PARK
4.00pm - 6.00pm

POSTPONED

Compete in fun pit stop activities and grab clues to get to the next leg by combining brains, agility and teamwork to become the Amazing Business Race winners.

Rally your teams now! *Suitable for all levels of fitness.*



Top in the World for English and Maths!



Seivin Kim and Justin Yang

A focus on excellence and a lot of hard work has seen two Avondale College students top the world in their 2021 Cambridge exams!

Justin Yang (Year 11) came first in the world in the IGCSE English exam, with a raw mark of 99%; and Seivin Kim topped the world in the IGCSE Mathematics exam, gaining 100% - while only in Year 10!

It's an astonishing achievement, given that students from 140 countries and more than 4500 schools around the world take the Cambridge International qualification. Each year there are over 700,000 subject entries for Cambridge IGCSE exams alone. Factor in the additional challenges posed by Auckland's extended lockdown last year, and it becomes obvious that these are two very remarkable students indeed.

Seivin, who was also named as Avondale College's Junior Dux for 2021, says she had done a lot of revision of past

papers in the lead up to the two Mathematics exams, and she came out of the exam rooms feeling quietly confident. "There weren't any questions that I felt I had definitely got wrong," she says. However, she was still surprised to get the news that she had gained all possible 200 marks, along with the Top in the World result.

Justin also came out of his two English exams feeling pleased with the way they had gone, but certainly didn't expect he had done well enough to take out the top position. "It felt quite surreal when I heard the news," he says. Justin puts his success down to lots of hard work and revision and says he has been inspired by Aristotle's famous quotation about excellence: "We are what we repeatedly do. Excellence, then, is not an act, but a habit."

It's a habit that both students look forward to developing further in their studies this year.



Record results in Cambridge Exams

Congratulations to Avondale College's outstanding Cambridge students who topped New Zealand - and the world - in their 2021 exams!

Outstanding Cambridge Learner Awards 2021:

- Seivin Kim** - Top in the World in Mathematics (IGCSE)
- Justin Zhen Yang** - Top in the World in Literature in English (IGCSE)
- Setareh Bazel** - Top in New Zealand in Psychology (A Level)
- Umi Van Dalen** - High Achievement in Foreign Language French (IGCSE)
- Elvis Yung** - High Achievement in Foreign Language Japanese (IGCSE)
- Cole Brown** - High Achievement in Information Tech (AS)
- Nate Evans** - High Achievement in Information Tech (A Level)
- Francis Wee** - High Achievement in Law (AS)
- Elina Jahanbekam** - High Achievement in Law (A Level)

Principal Lyndy Watkinson commented, "Two students, simultaneously being Top in the World across English and Maths is extraordinary. Similarly for nine of our students to be Top in New Zealand across nine different subjects is remarkable."

We are incredibly proud of the achievement of our students in 2022. Our endorsement rates for NCEA, and the proportion of A+ and A grades from Cambridge are exceptional. In a year of highly disrupted learning, our students made the most of every minute in their classrooms, and took their distance learning at home seriously. The results are a huge credit to the students, their teachers, and to their families who supported them at home."



GREAT DEAL Niall

CARS • TRUCKS • TRACTORS • TRAILERS • FORK HOISTS



AVONDALE, 642 ROSEBANK ROAD, PH 828 1116 • TRUCK SHOP, 354 ROSEBANK ROAD, PH 828 1117

LUNCH IS ON US

Enjoy a picnic lunch while participating in a virtual Financial Wellbeing event.

The Rosebank Wellbeing Collab has identified Financial Wellbeing as the biggest workplace wellbeing priority for this year. To mark this, the RBA is providing lunch in conjunction with Westie Foods & Deejays to business leaders who are keen to log on for this virtual event.

Presentations will be from:

- Auckland Unlimited: 'Future Ready training' - an initiative that provides short, in-work financial literacy education course opportunities for Pacific people.
- Haven Financial: advice for people wanting to have more control of their finances.

Join us to hear from local Rosebank businesses that have used these solutions to help their employees provide a more financially secure environment for their families.

Date: Wednesday 6th April 2022

Time: 12:30pm - 1:30pm

*Free lunch will be available for the first 100 people to register here:

<https://www.eventbrite.co.nz/e/rwc-financial-wellbeing-picnic-tickets-276245817677>

For more information contact Kim Watts at the Rosebank Business Association (RBA) 021 639 509 or email kim@rosebankbusiness.co.nz

Deejays
Everyday Food Solutions!



HAVEN



Business Nuts & Bolts

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



Sylvie Thrush Marsh,
MyHR's Head of
Platinum Services

Building your own wellbeing and resilience

When you're busy running a business, it can be easy to overlook your own wellbeing and mental health. Stress can have a serious effect on your ability to function and you can't make consistently good decisions and provide leadership to your team if you're under a weight of pressure or struggling with poor mental or physical health.

So let's take a look at being resilient in the face of challenges and effective ways to support your own physical and mental wellbeing.

What is wellbeing?

We see wellbeing in the working context as the ability to handle the daily stresses of the job, to work productively, interact positively with other people, and realise our own potential.

It is more than just surviving each day. It's more than the absence of mental illness and it's more than just feeling okay. Wellbeing is supported by good physical and mental health, and the way they interact.

Common risks to wellbeing

In our modern working and personal lives, there are a lot of things to watch out for. Research has found that things like harassment, discrimination, bullying, isolation, loneliness, and difficult relationships can have a serious effect on our mental wellbeing, while accidents, injuries, illness, genetics, or a sedentary lifestyle can impact our physical wellbeing.

Other things such as unreasonable workloads, trauma, unforeseen events (the COVID-19 pandemic!), sleep deprivation, or substance abuse can harm both our mental and physical health.

The big one: stress

Stress is our body's natural response to challenges and changes in our life. When we encounter stress, our body produces physical and mental responses to help us adjust, e.g. hormones trigger a fight or flight response, give us a burst of adrenaline and energy, and activate our immune system. This stress response can be useful: it keeps us alert and can help us push through fear

or pain so we can run a marathon or deliver a speech.

However, we are not designed to withstand too much or continual stress. This means we can end up overreacting or worse, in a permanent stage of fight or flight, which leaves us overwhelmed or unable to cope. Long term, chronic stress can affect our physical health (elevated blood pressure, heart disease, a weakened immune system, ulcers) and our mental health (anxiety, irritability, panic attacks, depression).

Developing your own resilience

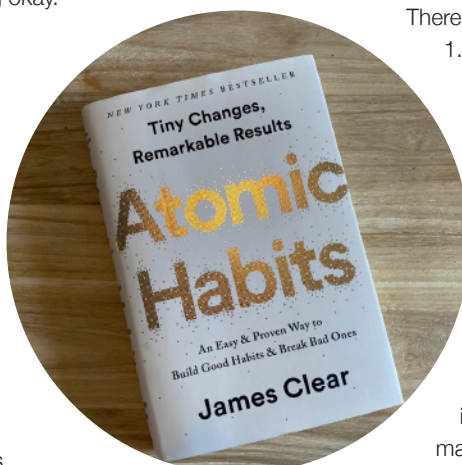
Being resilient in the face of challenges and stress is what we see as optimal, so you can take things on in an effective and positive way. Resilience isn't about ignoring the effects of prolonged stress or mental or physical distress, or taking a 'cement pill' and toughing it out. It's being realistic about what you can handle and achieve.

Research shows there are a lot of things you can do to build resilience, both physical and mental. Getting regular exercise, ensuring you eat and sleep well, and making sure your work practices are safe will help minimise stress and your ability to deal with it. Mental resilience involves learning behaviors, thoughts, and actions that enable you to change the narrative, face fears, and seek help when you need it.

How to deal with pressure

There are 2 key steps to handling a tough situation:

1. Recognise - take a step back to work out what's causing the issue, whether the situation is exceptional or something that regularly causes you or the business problems.
2. Respond - try to respond when you are calm, can use all your skills to triage the situation, and decide if you can handle things with extra effort or assistance, or if you need more help to navigate a solution. Sometimes, If a situation is really toxic or unsustainable, walking away may be the best option.



Try doing one thing differently

Building positive habits is the key to effective, sustainable change, but rather than making a long list of changes then finding you can't keep it up, try just changing one thing in your regular routine every month, such as getting more exercise, eating more fruit or vegetables, meditating, practicing gratitude, or volunteering at a cause you care about.

The book Atomic Habits, by James Clear, has many useful suggestions.



Aaron Martin
NZ Immigration Law

Border re-opening

The Government is beginning a back down due to the public pressure for life to return to normality. Hence the rather hastily created plan for the border to re-open. Much like the traffic light setting with all its different permutations and the requirements - the phased re-opening is equally complex

The announcement made on 3rd February outlines the schedule for further announcements that need to be made in order to implement the border reopening.

What will be of interest to employers and those running businesses in New Zealand will be the ability to access the international labour market.

Exceptions have been added for the tech sector and external auditors. However, there are caps on the number of visas available and a requirement for approval or sanction of a government department in the case of the tech sector and the CAANZ is the professional body for the accountancy/auditor and insolvency specialists. This demonstrates an ongoing trend of the government dictating numbers and interference in the operation of the labour market.

We are told there will be an expanded definition of Other Critical Worker that also reduces the requirement for that person to be paid two times the median wage to 1.5 times the median wage in mid-March.

Apparently, industry sectors such as ICT, agriculture, education and office professionals will benefit. No mention here of the construction sector.

The working holiday scheme system will also be back up and running (apparently) from 13 March in a desperate effort to try and get more workers that could fill seasonal roles and assist in primary industries. The intention is to try and benefit tourism and hospitality sectors. How that benefit will be delivered on businesses still suffering the significant impact of isolation requirements under phase 2 of the red-light setting is anyone's guess, particularly given tourists (and only those from visa waiver countries) can only come in July - right at the beginning of New Zealand's winter.

In March we expect to see class exceptions for critical workforces - whatever that means.

Our Australian cousins and those from visa waiver countries will be able to enter from July. This will also mark the start of the new work visa system. That is when businesses ought to be able to take full advantage of the international labour market. However, it is going to be limited to those earning over the median wage which by that time I expect to rise from the \$27 per hour setting to something in the vicinity of \$27.70.

By this time employers needing workers from offshore will have to have accreditation status. The new labour market testing rules to

The working holiday scheme system will also be back up and running (apparently) from 13 March

be implemented will be implemented in a rigorous fashion.

From October 2022 normal visa processing resumes.

The great immigration reset announced mid 2021 but never implemented is now being repackaged as a "rebalance".

In a heavily redacted Cabinet Paper titled Long-term Direction for the Immigration Portfolio: A Rebalance, there are warnings of what is to come. There is no doubt the government has enjoyed what they see as "benefits" from the border shutdown including allowing for a re-engineering of the immigration policy to *"incentivise businesses to lift working conditions (read wages), improve the skills training and career pathways of workers.... And reduce the economies reliance on lower skilled migrant workers."*

Despite the Productivity Commission finding that there was no basis for saying migration place downward pressure on New Zealand workers training, wages, and terms and conditions, the paper claims it in fact does have exactly that impact.

Disturbingly the Minister says, *"the closed border offers an opportunity to accelerate the direction we had put in place prior to Covid 19"*. That meant making it more difficult to recruit labour paid below the median wage while clearly favouring certain industry sectors.

The trend in the Critical Purpose Visa of having businesses needing the support of other government sectors and agencies to hire people from overseas and placing limits on the number of work visas being issued to certain industry sectors may become a feature of the new work visa program.

The approach of the Government in the upcoming revamp of the work visa scheme is best described in paragraph 38 of the Paper: *"This halt on immigration flows gives us the opportunity to rebalance our immigration priorities to change the profile of migrants coming to New Zealand before the inflow resumes when the borders reopen."*

The restrictive nature of the intended approach is best summed up by the comment *"the proposed rebalance work will mean that we hear ongoing reports of labour and skill shortages from some businesses after the borders are reopened"*. So, they are quite prepared for the pain businesses have experienced to continue over the longer term in order to achieve an ideological goal.

HAVEN

Accounting
Insurance
Mortgages
KiwiSaver



Need help with your numbers?

Haven can assist with a range of services including bookkeeping, management of accounts, annuals accounts, tax returns and forecasting.

Get in touch with us today

accounting@haven.co.nz | 0800 700 699



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



Bret Gower
Smith & Partners Lawyers

Do I need to pay GST when I sell my business?

When selling a business as a “going concern” the transaction is zero-rated for GST purposes, subject to certain requirements being met. The requirements include that both the vendor and the purchaser are registered for GST in accordance with the Goods and Services Tax Act 1985 (“the Act”) at the “time of supply” - this would normally be the settlement date of the transaction.

A further requirement under the Act is that the sale comprises supply of a taxable activity capable of being carried on as a going concern. This means, for example, that all of the assets necessary to run the business are included in the transaction, for example, if a lease is not being assigned as part of the sale does the purchaser have premises to operate from on day one.

In addition, the vendor and the purchaser must agree that the transaction is for the supply of a going concern and must record that agreement in a document. This agreement is provided for in the commonly-used Auckland District Law Society (“ADLS”) Agreement for Sale and Purchase of a Business. It must also be the common intention of the parties that the business is capable of being carried on as a going concern by the purchaser.

Why is this relevant and why does it matter?

Zero-rating of the transaction means the GST component of the purchase price amounts to zero. The vendor does not have to pay GST output tax on the transaction but equally the purchaser cannot claim GST input tax. This effectively makes the transaction GST neutral from Inland Revenue’s point of view.

The policy reason for treating the sale of a going concern as zero-rated is to encourage new business owners to enter agreements to purchase without the added burden of raising more capital than they really need to buy the business.

If the zero-rating rule did not apply, and the transaction was liable for GST, the purchaser would have to pay the GST input tax at the time of settlement. The purchaser would be entitled to a credit or refund of the input tax in their first GST return but there could be a substantial delay between paying the GST and getting their GST credit or refund depending on the GST period the purchaser is registered for.

How to ensure your transaction is zero-rated

The easiest way to ensure you are properly entitled to claim the transaction is zero-rated is to work closely with a commercial lawyer experienced in dealing with these transactions. Ideally you should engage with your solicitor before you negotiate an agreement and definitely prior to signing the agreement for sale and purchase.

As part of the largest law firm in West Auckland, Smith and Partners commercial team are highly experienced in these types of transactions. Working with us will ensure the entity you are using to purchase the business, be it a person a trust or a company, is registered or is capable of being registered for GST at the date of settlement (what is called “supply” under the Act). We can also assist with drafting of the necessary clauses to ensure the purchaser’s and vendor’s intention are clearly recorded - in addition to the standard clause in the ADLS document recording the agreement.

We like to work closely with our clients to ensure their interests are protected, and that they understand the process from day one, and we make it as straight-forward and stress free as possible. In the first instance call commercial Associate Bret Gower on 09 837 6893 or email bret.gower@smithpartners.co.nz.



CAMERON PANELBEATERS

(2005) LTD

FREE INTERIOR SHAMPOO/GROOM

Free interior Shampoo and Groom for every job undertaken
DURING APRIL AND MAY, exclusively for RBA members.



SMASH REPAIRS? LET US HELP YOU

Contact: office@cameronpanel.co.nz (09) 827 0787

www.cameronpanel.co.nz 11 Puriri Street, New Lynn

Check
out our
Google
reviews!



Janine Roberts
Accounting Director at Haven

End of Financial Year Planning Checklist

With the end of the financial year fast approaching, there are a few things you may want to check to keep your bases covered. We've put together an end of financial year checklist so you can get yourself ready.

Understand your Government payments

If you received any resurgence payments, remember that they include GST, so ensure that you have returned GST on these. The government may review your eligibility to have claimed any subsidies, so make sure you have the support for your claim readily available in case they ask.

If you receive shareholder salaries or are a self-employed person, any wage subsidy received needs to be included in your IR3 (personal tax return) in the government subsidy box.

Look at your imputation credit balance

If your imputation credit balance is in debit on 31 March 2022, you'll be charged an imputation penalty tax and will need to pay further income tax. It's an easy fix - get in touch with us today for assistance on how to clear any imputation account debits.

Check your accounts receivable for bad debts

In order to receive the tax deduction, the bad debt must actually have been written off by 31 March 2022. A thorough review of accounts receivable balances must be done to determine which of these are no longer likely to be collected. These can then be written off as a bad debt.

Review your assets

Review your fixed asset register to see if there are assets you no longer have. This could be assets that have broken, died or been sold. You can write these off in the 2022 accounts. If a loss on disposal was made, then a deduction can be taken, or any depreciation recovered will be income. If an asset purchased during the year was less than \$1,000 this can be expensed immediately.



Think about making a donation

If you've been thinking about making a donation but haven't done so yet, making one before March 2022 is a good idea. If you make a donation before this time, the rebate can be claimed soon after 31 March. If you wait until after this date, you will need to claim the rebate the following year. You have four years to claim a donation, so if you have made any in the last four years, you can claim the rebates.

Check your accruals and expenses

If you have committed to an expense, then it is deductible in the 31 March 2022 accounts. You can accrue it and pay it in April or May, but still take the tax deduction in March. The one exception to this is employee expenses such as bonuses - these must not only be incurred but paid within 63 days of the balance date.

Have a look at trading stock

There are two options to value stock, the lower of cost or market selling value. Where the market selling value is lower than the cost it is beneficial to revalue the stock at balance date to this value. You'll need evidence of the market value of the stock at 31 March 2022.

If you want help with getting things sorted for the end of the tax year, don't hesitate to contact the Haven team on 0800 700 699, we would love to help you out.

**If you've been
thinking about
making a donation
but haven't done so
yet, making one before
March 2022 is a
good idea.**



Scott Carter
Matrix Security

Strategies to reduce retail crime

Recent statistics released under the Office Information Act to the Dairy and Business Owners Group, detail a significant rise in retail crime, with Auckland reporting a 33% increase in retail thefts since 2020, equating to some 16 thefts a day.

Retail crime includes petty theft, organised large-scale theft, assault, self-checkout crime, refund crime, property damages, e-crime, public displays of anger and aggression, and credit card fraud. The annual cost to New Zealand businesses is estimated to be one billion dollars in losses, not to mention the emotional impact on owners and employees having to manage the stress associated with the impact of crime.

Matrix Security **Patrol Officers**, working in partnership with local business associations and police in West Auckland, are highlighting potential issues and working with retailers on proactive crime prevention tactics. They are mitigating risk with a physical presence in retail rich areas resulting in safer public spaces.

In addition to collaborating with other business owners, local business associations and police, retailers have many security options available to assist in deterring thieves. Finding the right solution will depend on the assets to be protected, neighbourhood demographics and crime rates, store layout, and available budget.

Technology solutions have been proven as a deterrent against retail crime and should be used in conjunction with a well-considered physical layout.

Installing **video surveillance cameras** and spot monitors in prominent areas and with appropriate signage serves a dual purpose in that it can act as a deterrent or provide evidence.

Video Verification is an emerging technology which allows monitoring centres to validate criminal activity when an alarm is activated, enabling faster response to events, and reducing costs associated with deploying patrol officers unnecessarily.

An **alarm system** should be designed for the environment (ensuring fit for purpose brand deployed, accurate placement of sensors and a regular maintenance plan). Including auto-set timers to ensure alarms are activated after hours can avoid human error (forgetting to activate the alarm). Discuss and document a robust **response plan** that considers a specific course of action for each potential event (for example, if the alarm is activated at 2am on a Sunday morning, dispatch a patrol officer. If the alarm is activated at 10am on a Wednesday morning, call the store manager).

Stores with easy public access to window frontage might consider **glass break detectors** that provide early detection of attempted break-ins and when used in conjunction with **sirens** and **strobes** being activated, acts as an excellent deterrent to the offender making further effort to access the premise.

Retail stores with high value products have installed **fog cannons** which, when activated, dispel a powerful jet of fog that is harmless but provides a very effective visual barrier.

The role of a modern-day retail security officer is to keep a watchful and vigilant eye on all aspects of the retail store alongside delivering a quality customer experience. The skillset of today's security officer requires a strong communicator, ability to negotiate instore aggression, an innovative thinker and being technologically capable.

Just as retailers are experts in their field, it is recommended that the advice and guidance of experienced security consultants is sought to review, build, and deliver the right solution for your business.



Contact our experienced consultants for a free security audit to find out.

PHONE: 09 525 8532
audit@matrixsecurity.co.nz





Tracy Mulholland,
Councillor Whau Ward

Council Insight

I would like to acknowledge all of the work that locals are doing to support each other in this difficult time. Aligned to these challenging times, central government and local policy changes are also happening in our community.

One change is the new house builds underway; in some cases, the builds are multi-dwelling units on what were single home units. This is an area of concern that I receive feedback on. The Unitary Plan and the central government's RMA means that some of these developments can occur without consent of neighbours, and this does cause stress for people. I acknowledge this situation and would like to see change so that locals can be notified of major change.

Another is the Three Waters proposal. I have had significant feedback from community that they do not support the model put up by the government. Feedback from a council survey also supported that position. I encourage you to feedback to Government's proposals - both Three Waters and the RMA proposals and changes will have an effect on us! Your feedback is important.

On 8 December 2021, Governing Body received and approved the recommendation from the Finance and Performance Committee to create a budget consultation document.

What that means is that the draft annual budget is out with a proposed 3.5% increase with a number of targeted rates, and an additional targeted rate for climate change (this is proposed for electric buses). I ask you to please feed back to me via my Facebook page and/or to complete a feedback form on the budget proposal. When voting on matters, I like to have a balanced and fair process in hand.

With regards to local matters, good news is that the Strategic



Procurement Committee of which I am a member, approved to increase the contract award value for the Te Whau Pathway Physical Works - great news as it means progressing the project. The committee also approved a supplier recommendation for the Clinker Place stormwater project. This has been a long-term project and is located next to a large housing development on the old Crown Lynn site. It's great to see these projects progressing; I am proud of action being achieving in the Whau Ward.

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

Applications are now open!



Support our future superstars.

Apply now for your share of \$500,000.

Applications must focus on children from 3 – 18 years
and their education and well being.



SCAN ME

thetrusts.co.nz  The Trusts

Learn more at

thetrusts.co.nz/west-support-fund

the trusts
Keeping it local