

Confidential

Board Meeting Agenda, Tuesday 26 February 2019
 ATEED Boardroom Hau Raki, Level 7, 167b Victoria St West, Auckland

| Item | Subject | Action | Start Time | Duration | Pg. |
|--------------------|---|------------|------------------|----------|-----|
| OPEN AGENDA | | | | | |
| 1 | Apologies | To Note | 2.10 p.m. | 1 min | |
| 2 | Open Minutes 26 January 2019 and Open Action Tracker, Nick Hill | To Approve | 2.11 p.m. | 2 mins | |
| 3 | Directors Interest Register, Conflicts of Interest Declaration, Mark Franklin | To Note | 2.13 p.m. | 2 mins | |
| 4 | Chief Executive's Monthly Report, Nick Hill | To Note | 2.15 p.m. | 10 mins | |
| | Close of Meeting | | 2.25 p.m. | | |

OPEN BOARD MINUTES

| | |
|---------------------------------------|--|
| What: | Minutes of a Meeting of Board of Directors of Auckland Tourism Events and Economic Development Limited |
| Where: | Hau Raki Boardroom Level 7, 167b Victoria St West, Auckland |
| When: | Tuesday, 29 January 2019 at 2.03 p.m. |
| Directors: | Mark Franklin (Chair) Evan Davies Danny Chan Stuart McCutcheon Mike Taitoko Helen Robinson (via teleconference) |
| Apologies: | Glenys Coughlan |
| In Attendance: | Nick Hill, Chief Executive Tim Kingsley-Smith, Company Secretary and Legal Counsel Melissa Crawford, Board Intern Jacky Hollingsworth, CFO Claire McCracken, Finance Manager Darroch Todd, Risk Manager |
| Public & Media Attendance: | N/A |

Background

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

Meeting Business

1. Apologies

The apology of Glenys Coughlan was noted.

2. Minutes of Previous Meeting and Action Tracker

The Board discussed the draft minutes of the meeting held on 30 November 2018.

The Board **approved** the minutes of the meeting held on 30 November 2018 and confirmed the minutes were a true and correct record.

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

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

4. Chief Executive's Monthly Report

Nick Hill spoke to the paper:

- Management noted that there was no Open Finance Report this month due to New Zealand Share Market Rules regarding financial disclosure.
- The Board discussed the status of Te Papa Manukau.
- The Board discussed the Tamaki Henrenga Waka Festival. Management noted that ATEED was working closely with The Kaitiaki Forum on the future of the Festival and further updates would follow.
- The Board referred to the CE Report and queried how head count had reduced while FTE's had increased. Management noted that the "head count" figure was a snapshot of staff on 7 January while FTE was based on the month of December. A number of contingent workers ended contracts on 31 December and this would feed into the FTE figures next month. In other words, the difference in reporting was down to a timing issue.
- The Board and Management discussed the month in review activities of the Destination and Economic Development teams.

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

The Chairperson declared the meeting closed at 2.18 p.m.

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

Chair

Date

ATEED Board Interests and Conflicts Register

| Director | Interests and Conflicts |
|---------------|---|
| Mark Franklin | <p> Director, Precinct Management Limited (3014500) Director, Te Kuha General Partner Limited (3378973) Director, Aquaclear Dewatering Technology Limited (1421603) Director, Rangitira Developments Limited (636073) Director, Stevenson Engineering Limited (1421605) Director, Stevenson South Island Limited (1908766) Director, Stevenson Group Limited (827774) Director, Drury South Limited (1488624) Director, Stevenson Agriculture Limited (1645457) Director, Auckland Regional Chamber Of Commerce & Industry Limited (364056) Director, Lochinver Station Limited (1488629) Director, Oteha Valley Investments Limited (1856790) Director, Cloudview Holdings Limited (1025273) Director, Stevenson Properties (2015) Limited (2164755) Director, Stevenson Mining Limited (1274011) Director, Stevenson Waikato Limited (697315) </p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Evan Davies | <p> Chair, Tamaki Regeneration Programme and Subsidiaries Director, Kimono Capital Limited (6341449) Director, Long Bay Village Limited (5830034) Director, Todd Property Group Limited (2291506) </p> |

Updated 22/01/2019

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| | <p>Director & Shareholder, Welch Securities Limited (1122606) Director, Long Bay Communities Limited (1415659) Director, Stonefields Communities Limited (1025439) Director, Okura Holdings Limited (1512475) Director, Long Bay Farming Limited (1560352) Director, Ngunguru Coastal Holdings Limited (1285296) Director, Ngunguru Coastal Investments Limited (1570675) Director, Tall Oaks Holdings Limited (1968803) Director, Todd Land Holdings Limited (2152132) Director, Todd Th Limited (1875941) Director, Lld Limited (1308103) Director, Paris Magdalinos Architects Limited (1941004) Director, Todd Property Pegasus Development Limited (4857639) Director, Todd Capital Limited (936395) Director, Todd Winegrowers Limited (2152133) Director, Todd Property Usa Limited (3912181) Director, Altera Apartments General Partner Limited (4566279) Director, Stonefields Development Limited (3692395) Director, Panuku Development Auckland Limited (3089645) Director, Todd Property Pegasus Town Limited (4126839) Director, Todd International Investments Limited (1017227) Director, Pegasus Town R24 Limited (4869619) Director, Win Limited (6192307) Director, Nel Farms Limited (4969859) Director, Tc Farms Group Limited (5477244) Director, Todd Property Ormiston Town Centre Limited (3027783) Director, Todd Property Napier Hill Limited (3483383) Director, Todd Property Huapai Development Limited (5293201)</p> |
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Updated 22/01/2019

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| | <p>Director, Pegasus Town R23 Limited (4868161) Director, Ilico Apartments General Partner Limited (4757340) Director, Todd Property Stonefields Apartments Limited (3736202) Director, Todd Property Albany Development Limited (3808876) Director, Saltus Apartments General Partner Limited (3809036) Director, Titanium Park Development Limited (1731580) Director, Kapiti Coast Airport Holdings Limited (3917540) Director, Todd Property Pegasus Town Services Limited (3250819) Director, Todd Property Whitby Development Limited (4102938) Director, Bellus Apartments General Partner Limited (5830670) Director, Verto Apartments General Partner Limited (5716247) Director, Priory Pastoral Farm Limited (1370798) Director & Shareholder, Kokako Farms Limited (152400) Director, Priory Pastoral Developments Limited (1472500)</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Glenys Coughlan | <p>Director, Dunedin Venues Management Limited (2298338) Director & Shareholder, GJ & Company Limited (6095649)</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Mike Taitoko | <p>Director and Shareholder of Waiora Consulting Limited (5330302) Director and Shareholder of Waiora Pacific Limited (3887379)</p> |

Updated 22/01/2019

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| | <p>Director, Canvasland Holdings Limited (429999) Director, Cognition Education Limited (963400) Director, Committee For Auckland Limited (1121413) Director, Maratini Holdings Limited (6261547) Director, Mercury LTI Limited (4387380) Director, Mercury NZ Limited (936901) Director, Takiwa Health Limited (5783499) Advisory Board Member of Massey University School of Business</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Danny Chan | <p>Director and Shareholder, A1 FLOWER WHOLESALERS LIMITED (810599) Director and Shareholder, ALPHA ASSET MANAGEMENT LIMITED (645615) Director and Shareholder, ARN INVESTMENTS LIMITED (2192871) Director and Shareholder, FLOWERZONE INTERNATIONAL LIMITED (582216) Director and Shareholder, FLOWERZONE TURNERS LIMITED (491878) Director and Shareholder, GRIFF TRADING LIMITED (1212490) Director and Shareholder, LADY WHITE SNAKE FILM LIMITED (1531000) Director and Shareholder, NEW EDUCATION INVESTMENT LIMITED (323228) Director and Shareholder, ORIENT ASSET MANAGEMENT LIMITED (424595) Director and Shareholder, ORIENT PACIFIC INVESTMENTS LIMITED (1169701) Director and Shareholder, ORIENT PACIFIC MANAGEMENT LIMITED (1169702) Director and Shareholder, ORPAC INTERNATIONAL LIMITED (668742) Director and Shareholder, PLANIT PRODUCTS NZ LIMITED (1812117) Director and Shareholder, RHINO SECURITY LIMITED (1218758) Director and Shareholder, SHARP MULTI-MEDIA LIMITED (1222077)</p> |

Updated 22/01/2019

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| | <p>Director and Shareholder, SHARP MULTI-MEDIA PRODUCTION LIMITED (1488659)</p> <p>Director and Shareholder, SIMTUTOR LIMITED (5285041)</p> <p>Director and Shareholder, SUMFOOD LIMITED (6281982)</p> <p>Director and Shareholder, TAHERE CALLA & BULB COMPANY LIMITED (620632)</p> <p>Director and Shareholder, TAHERE CALLAS LIMITED (541102)</p> <p>Director and Shareholder, TALAFORD INVESTMENTS LIMITED (243773)</p> <p>Director and Shareholder, THE ACADEMIC COACHING SCHOOL LIMITED (1218520)</p> <p>Director, ABANO HEALTHCARE GROUP LIMITED (13802)</p> <p>Director, ASIA PACIFIC CENTRE FOR FOOD INTEGRITY LIMITED (4798639)</p> <p>Director, BOSS SYSTEMS LIMITED (1566017)</p> <p>Director, CARBONSCAPE LIMITED (3953398)</p> <p>Director, CLUB Q CONDOMINIUMS LIMITED (366215)</p> <p>Director, COTTAGE DESIGN LIMITED (553363)</p> <p>Director, DANTING INVESTMENTS LIMITED (1101054)</p> <p>Director, DIABETIC FOOD LIMITED (5785571)</p> <p>Director, EDUCATION INVESTMENT LIMITED (2099558)</p> <p>Director, ENROLMY LIMITED (5746128)</p> <p>Director, EVERGROW PROPERTIES LIMITED (638821)</p> <p>Director, FASTCOM LIMITED (2292668)</p> <p>Director, FMG INSURANCE LIMITED (1801045)</p> <p>Director, GLOBAL ACADEMIC GROUP HOLDCO LIMITED (5789309)</p> <p>Director, GREEN CUT LIMITED (2200640)</p> <p>Director, GREEN HARVEST EXPORTS LIMITED (424593)</p> <p>Director, GREEN HARVEST PACIFIC HOLDINGS LIMITED (912715)</p> <p>Director, GREEN HARVEST PACIFIC LIMITED (807760)</p> <p>Director, MARLBOROUGH WINE ESTATES GROUP LIMITED (5639568)</p> <p>Director, NEW ZEALAND YACON LIMITED (3893137)</p> <p>Director, ORIENT PACIFIC CORPORATION LIMITED (482579)</p> <p>Director, PISCES TRUSTEES COMPANY LIMITED (4364838)</p> <p>Director, SEAPLIES INTERNATIONAL (NELSON) LIMITED (931103)</p> |
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Updated 22/01/2019

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| | <p> Director, SIMTICS LIMITED (1405985) Director, TAHERE GROUP LIMITED (6090882) Director, TURNERS FLOWER EXPORTS N.Z. LIMITED (1677418) Shareholder, AIRE CUT COMPANY LIMITED (1255160) Shareholder, B.L.TECH LIMITED (4425298) Shareholder, CLOUD M LIMITED (3170790) Shareholder, DANTING INVESTMENTS LIMITED (1101054) Shareholder, IMONITOR INTELLECTUAL PROPERTY LIMITED (1874643) Shareholder, ORGANIC INITIATIVE LIMITED (5595738) Shareholder, RAWHITI MANUKA HONI LIMITED (2369144) Shareholder, SHORTLAND FLATS LIMITED (41534) Shareholder, SIMTUTOR LIMITED (5285041) Shareholder, SUPERTHRILLER JET SPRINT LIMITED (110844) Shareholder, THE CABLE FERRET COMPANY LIMITED (4482398) Shareholder, THE CAREER ACADEMY LIMITED (1245347) (Removed) Shareholder, THE DIGITAL CAFE LIMITED (6094889) Shareholder, VOLT TECHNOLOGY LIMITED (5684947) Shareholder, ZENITH ASSET MANAGEMENT LIMITED (1770979) Member, NZ China Advisory Council (appointed 20 November 2012) Member, NZ Markets Disciplinary Tribunal Director, Farmers Mutual Group (Mutual Society) </p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Helen Robinson | <p> Director and Shareholder, Cloud M Limited (3170790) Director and Shareholder, KND Trustees Limited (5691575) Managing Director and Shareholder, Penguin Consulting Limited (1694891) Co-Founder & Executive Director, Organic Initiative Limited (5595738) </p> |

Updated 22/01/2019

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| | <p>Shareholder, KND Investments Limited (1694892) Shareholder, Organic Initiative Limited (5595738) Director, Fulbright NZ Ltd Director, NZ Defence Force Trustee, Robinson Family Trust Trustee, Maurice Research and Education Trust</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Director | Roles & Responsibilities outside of ATEED |
| Stuart McCutcheon | <p>Director, Lexington Properties Limited (1605485) Chairman of Directors, Auckland Uniservices Limited (373821) Chairman, Universities New Zealand (From 1 January 2017) Director, Universitas 21 International University Network Council Member, University Of Auckland Member, Partnership Board, The Worldwide Universities Network Member, Steering Committee, The Association Of Pacific Rim Universities Trustee, Uk Friends Of The University Of Auckland</p> <p>Party to a Deed of Indemnity and Undertaking between the Director and the Company and an insured party under a Directors and Officers Liability Insurance Policy and a Defence Costs Insurance Policy arranged and funded by the Company</p> |
| Board Advisor | Roles & Responsibilities outside of ATEED |
| Sir Pita Sharples | <p>Director, Tu Maori Mai Limited (5584726) Director, Arapita Limited (1369621)</p> <p>Hoani Waititi Marae - Taumata Te Ropu Manatiki – Kai ako</p> |

Updated 22/01/2019

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| | <p>Te Whare Tu Taua – Tumu Whakaarei Ngā ti Kahungungu iwi – Taumata Te Toa Takitini – Kaumatua advisor Aorangi maori trust board – Kaumatua Rakau Tatathi Marae – Paepae Mahi Tahi trust Board – Member Maori and Pacific Trade Training – Manawhaka haere Maori Heritage Council – Member NZ Heritage Trust Board – member Emerge Aotearoa – Board Kaumatua NPM – Patron Te Arapai – Member Auckland Museum Trust Board - Member Auckland Museum Maori Council – Member Special Expert Group on Organ Donation – Member Pacific Leaders Programme – Consultant Matatini – Life Member Zin and Tane Chinese Maori Dance Production – Producer White Ribbon Campaign – Ambassador West Auckland Task Force against Domestic Violence – Member Pillars – Patron Tamaki Makaurau Haka Society – Life Member Unitech Maori Advisor Maori Chinese youth forum – Kaumatua Heritage NZ Pouhere Taonga Trust</p> |
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Chief Executive Report – February 2019

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

Purpose

This report provides the Board with a summary of key issues and opportunities facing ATEED and a summary of operational highlights during the previous month.

Strategic issues/opportunities

Screen facilitation

Screen Auckland continues to experience challenges and pushback from stakeholders over film permits. This could be detrimental to the industry which is experiencing strong sector growth in Auckland. The issue is now escalated to CE level to engage with stakeholders.

Tāmaki Herenga Waka Festival

Following extensive consultation with the Mana Whenua Kaitiaki Forum, it was agreed to defer the Tāmaki Herenga Waka Festival from January 2019. ATEED is currently working on the new scope for the festival, with the new delivery plan potentially finalised during quarter three.

ATEED priority projects

The overall status and overview of current ATEED priority projects – APEC 2021, 36th America's Cup and Manukau is provided below.

| OVERALL | TIMING | RISK | RESOURCE (HR + \$) | COMMENTS |
|---|--------|------|-----------------------|--|
| APEC 2021 (APEC21) | | | | |
| ● | ● | ● | ● | The Auckland Council Agency Group workshop was held on 23 January to review essential operational requirements outside of Crown Business Case 1 (operations and hosting) and Business Case 2 (security) and any additional requirements. The Crown's APEC21 Programme Board's first meeting for 2019 is scheduled for 20 February. |
| 36th America's Cup (AC36) | | | | |
| ● | ● | ● | ● | The main focus for the event aspect of AC36 is the pre event planning. |

Manukau



Te Papa Manukau (TPM)

The Te Papa Economic Impact and Leverage Assessment draft report is being finalised. The initial findings, from qualitative research with 21 creative industry stakeholders, will inform ATEED's next steps to grow the sector in south Auckland and in support of the TPM project – which has a high proportion of Māori and Pacific owner-operators in visual arts, performing arts and music.

Media interest in TPM has been growing in the lead up to the Government's budget announcement in May. If the proposal for TPM is successful in the budget, a full business case will be developed for funding by Te Papa.

Assumptions and data are being shared with PwC and Market Economics, which are completing cost-benefit analysis for Te Papa/Ministry of Culture and Heritage and MBIE/Pānuku respectively. Visitor Solutions has provided data on visitor numbers, spend and retail impact, and is currently being assessed.

Manukau

The Southern Initiative (TSI), Pānuku and ATEED leadership teams met in January to advance the integrated programme of high impact projects following the workshop in December.

Month in review

Economic Development

Tourism Skills Campaign (TSC)

Work continues towards the campaign launch on 19 March, with website building and testing underway. The Minister of Tourism will attend the launch. The School of Tourism is confirmed as the first to use the platform, and 100 initial employers have been approached and will be onboarded to the website. ATEED also presented to the Industry Destination Leaders Group and received positive feedback about the Job Connector functionality, which connects youth directly to employers with quality jobs.

Auckland investment story (Invest AKL)

Work is underway on Invest AKL – a coordinated investment story for Auckland and key action of the s17a Value for Money review, including investment case development, revision of stakeholder terms of reference, review of investable opportunities within sectors, and a draft industrial/employment land investment case.

Screen Facilitation

Thirty-six permits were issued in January, and 17 applications are in progress for February. Key productions in January included Ahikaroa Series, a German television commercial (TVC), *Power Rangers* TV Series, *Shortland Street* TV Series, domestic photo shoots and TVCs for

Farmers, Vector, BCITO, BNZ, DB Export, Mercury Energy, Nova Energy, Postie Plus, Rebel Sport, Sky TV, Super Rugby).

Regional Business Partner Network programme (RBP Programme)

In January, the RBP Programme received 97 enquiries through the Business Support Helpdesk, 210 referrals and 68 registrations. In addition, 39 NZTE Capability Development Vouchers were issued and 11 Callaghan Innovation R&D grants were approved.

Destination

Major Events

Investment cases have been approved for:

- Spartan Auckland Urban Sprint – seeking \$50,000 funding (\$40,000 in FY18/19 and \$10,000 in FY19/20)
- NZRL NZ v Tonga – seeking \$200,000 funding (\$160,000 in FY18/19 and \$40,000 in FY19/20)
- NZRL NZ v GBRL and Tonga v Australia double header – seeking \$350,000 funding (\$227,500 in FY18/19 and \$122,500 in FY19/20)

Winter Festival

The creative agency is now working on the final creative based on recent feedback.

The event microsite is due for a full launch on 21 April. Initial meetings are being held with successful event partners and work is underway to develop the festival hub concept in Aotea Square. A menu activation programme is being developed for restaurants and food trucks to take part in the festival by developing a festival dish.

Cultural festivals

This year marks the 20th anniversary of the Lantern Festival in Auckland, which coincides with the 30th anniversary of the Auckland Council-Guangzhou Sister City relationship, which will be celebrated with a new lantern representing Guangzhou City.

Planning for the Pasifika Festival is underway, with an official opening on 23 March. This will be followed by a Mayoral walkabout.

Tourism

Destination Innovation

ATEED organised for local operator, The Haka Experience, to welcome the Silver Seas' cruise passengers and crew into Auckland in January. This was Silver Seas' first voyage to Auckland, and executives noted that they were impressed with The Haka Experience and will book them for future events.

To identify ATEED's role and responsibilities in helping promote sustainability in tourism, an industry steering group has been formed. This group has voted on the priority areas for immediate action, which are now under review by ATEED. The outcome will be an industry-led action plan in alignment with *Destination AKL 2025*.

International Consumer and Trade Marketing

A content partnership with News Limited (Australia) has been confirmed to support the upcoming 'short break' campaign running in February. The partnership includes three online articles on *Escape* (travel section) and *Delicious.com.au*, and targeted digital display across the News network. The bespoke Auckland content is aligned to the campaign themes including nature, food and wine and top things to do. Promotion of our 'short breaks' campaign will be extended through activity with Flight Centre Australia, which aims to drive visitation to Auckland with a focus on Australia's eastern seaboard cities (Melbourne, Brisbane and Sydney).

ACB

ACB's business events opportunities won (YTD January 2019), will deliver total tourism spend of \$18.7m, generating 31,048 delegates and 48,628 visitor nights. A total of 207 opportunities have been submitted YTD, with a tourism spend value of \$85m, 105,990 delegates and 267,324 visitor nights.

Breakdown of YTD win activity:

| | TOTAL | DELEGATES | ECONOMIC VALUE (million) | VISITOR NIGHTS |
|-------------------------------------|-----------|---------------|-----------------------------|----------------|
| International Associations * | 10 | 5,275 | \$10,563,579 | 28,845 |
| New Zealand | 32 | 17,275 | \$5,925,358 | 15,295 |
| Australia | 18 | 8,498 | \$2,230,649 | 4,488 |
| TOTAL | 60 | 31,048 | \$18,719,586 | 48,628 |

Study Auckland

Study Auckland will partner Air New Zealand Japan and Education New Zealand to create a Destination AKL Alumni Programme which aims to increase the volume of advocates for Auckland as a premium destination for international students.

People, Culture and Change

| People | Current | Last month |
|------------|---------|------------|
| Head count | 224 | 213 |
| FTE | 208.09 | 212.08 |

Strategy

Destination narrative

Destination Think! was in Auckland in early February to present the research findings of Auckland's Place DNA™. This work is part of the Auckland destination positioning and narrative project, an output of *Destination AKL 2025*. Destination Think! delivered two public

presentations to Auckland residents (11 and 12 February) who participated in the research workshops. A presentation was also delivered to the Industry Leaders' Marketing Advisory Group, the Destination Committee and ATEED's leadership team.

Media

The ASB Classic, America's Cup, Auckland New Year's Eve celebrations, and a break-through series win in the Australian Baseball League for Auckland Tuatara, dominated the news cycle this month. Online news had the highest volume of coverage (413 items or 63 per cent). See Attachment 1 for a full media summary.

Key Performance Indicators

Attachment 2 shows how ATEED is tracking against the SOI KPIs, where results are available. Q2 reporting is underway with the results due to Council by 1 March.

Health and Safety

The health and safety scorecard for January is included in Attachment 3.

Recommendations

1. The report be received.

Attachments

1. Media summary for January 2019
2. SOI KPI Scorecard – at 11 February 2019
3. Health and Safety Scorecard for January 2019
4. Upcoming events / activity (next 3 months)

Signatory

Nick Hill, Chief Executive

Attachment 1: Media summary for January 2019

Overall coverage (655 stories)
 The ASB Classic, America's Cup, Auckland New Year's Eve celebrations, and a break-through series win in the Australian Baseball League for Auckland Tuatara, dominated the news cycle this month.

- Online news had the highest volume of coverage (413 items or 63%).

ASB Classic (400 stories)
 Julia Goerges (Germany) defended her singles title at the WTA Tour's ASB Classic, ending an amazing run for Canadian teenager Bianca Andreescu, while Venus Williams' and Caroline Wozniacki' presence garnered strong media attention.

The withdrawal of three of the men's event's biggest stars – Gael Monfils, Roberto Bautista Agut and Tomas Berdych – received widespread coverage, as did tournament director Karl Budge's goal to have the event elevated alongside Brisbane as "premier" tournament, which means increased prize money, ranking points and fewer restrictions around recruiting top 10 players.

Spanish great David Ferrer played his 14th, and last main draw appearance in New Zealand – one of a select group of events on his farewell tour. Meanwhile Auckland Ratepayers' Alliance spokeswoman Jo Holmes called ATEED's investment in the ASB Classic an "outrageous use of ratepayers' money".

ATEED pointed out to media that the 2018 tournaments attracted 4830 visitors, generating 13,220 visitor nights with a total tourism expenditure of more than \$2 million, and it was expecting another strong result for the just completed event.

Auckland Tuatara (65 stories)
 The Auckland Tuatara earned a break-through series win in the Australian Baseball League against the playoff-bound Melbourne Aces in Melbourne – completing their debut season in the ABL with a 14-20 record.

The franchise received a one-off sponsorship from ATEED as part of its 2018/2019 Major Event funding allocation.

AC36 (40 stories)
 Media covered The Royal New Zealand Coastguard receiving \$9.6m from the America's Cup lottery, funding that will see 24 Rayglass ribs and two Salthouse powerboats being built for the on-water operations during AC36.

TVNZ led with a story on the marine industry's major recruitment drive to handle extra demand fuelled by the America's Cup.

Rayglass Boats confirmed a \$15m contract for tender and support boats, and it's a similar situation at Southern Spars, which is ETNZ's boat builder of choice.

ETNZ has begun construction of its America's Cup boat at a purpose-built composite boat building facility on Auckland's North Shore.

In other news, the hunt is on for properties in Auckland's already-squeezed rental market with an America's Cup challenger team appointing a local real estate management business to snare places.

New Zealand's highest profile sailing duo Peter Burling and Blair Tuke will return to the water in the 49er class at the NZ' sailing regatta at the Royal Akarana Yacht Club in Auckland, and Carolijn Brouwer has been appointed skipper of the Dutch America's Cup challenge. She is a two-time World Sailor of the Year, three-time Olympian and winner of the Volvo Ocean Race.

Media Type Breakdown - Volume

Favorability

Tone of Voice

| | Neutral | Positive | Negative |
|----------|---------|----------|----------|
| Jan 2019 | 21% | 65% | *14% |
| Dec 2018 | 22% | 67% | *11% |
| Nov 2018 | 25% | 58% | *17% |

Share of Voice

| | ME | CORP | ED | DE11 |
|----------|-----|------|----|------|
| Jan 2019 | 77% | 8% | 3% | 12% |
| Dec 2018 | 83% | 9% | 2% | 6% |
| Nov 2018 | 91% | 4% | 2% | 3% |

*Figures due to Peter Ferrer's decision not to allow uniformed boats to race in this year's event.

Auckland's New Year's Eve celebrations
 ATEED played a key role in Auckland being beamed across the world by media, as the first major city in the world to welcome in 2019.

A video highlights reel (commissioned by ATEED) of TVNZ coverage was distributed by Getty Images internationally within 30 minutes of the live broadcast on New Year's Eve. This resulted in significant international media take up including: BBC, BskyB, CNN, CBS, Epoch Times, Flipboard, FOX Italy, Hearst, Hello Magazine, Mediaworks, Newsweek, NZME, Sky Italy, Sky News Australia, Time Inc, Tribune, Yahoo, Red Bull TV, VCG Media China.

Cont.. Auckland New Year's Eve celebrations
 A total of 3594 (stills/video) were downloaded. On CNN alone, on Twitter, this resulted in more than 37,000 views and 1200 shares within two hours of midnight. The BBC News story 'Fireworks over Auckland as New Zealand welcomes in 2019' resulted in 392,000 views.

Other ATEED-related stories that garnered media coverage:

Targeted rate
 Council was working out ways to target 2500 Airbnb hosts believed to be dodging the targeted rate.

The Disney Musical - Aladdin
 A leading actor in Disney's musical Aladdin (which received ATEED investment on behalf of Council) is being inundated with messages of support from Māori and Pacific Islanders. Graeme Isako who plays the role of Aladdin in the Auckland season at the Civic Theatre, is of Māori and Samoan descent.

Auckland Pride Parade
 The Auckland Pride Board ditched its Pride Parade plans and replaced the event with a Pride Walk across the city. Last month, a number of major corporate sponsors withdrew support from the annual parade after the board requested the police not wear uniforms at the event.

Te Papa Manukau
 Decisions on a possible south Auckland version of Te Papa could be made in coming months, but the Government won't be drawn on its prospects.

Attachment 2: SOI KPI Scorecard – at 14 February 2019

| KEY PERFORMANCE INDICATOR | 2018/19 TARGET | LATEST RESULT | DATE OF MEASURE / LATEST AVAILABLE RESULT | STATUS | COMMENTS |
|--|----------------|-------------------|---|--------|--|
| KPI 1: Contribution to regional GDP from ATEED interventions. ^{1,2} | Benchmark | \$17.35 | 31-Jan-19 | ● | Benchmark in development. |
| <i>Contributory measure: Contribution to regional GDP from major and business events attracted or supported (LTP measure)</i> | \$49m | \$17.35 | 31-Jan-19 | ● | It is expected that the end of year target will be achieved. |
| KPI 2: Number of businesses that have been through an ATEED programme or benefited from an ATEED intervention (LTP measure). ^{1,2} | 3,000 | 1,931 | 8-Feb-19 | ● | Businesses include those that have been through the Regional Business Partner programme, Auckland Skills & Job Hub employers, GridAKL residents, businesses that have benefitted from tourism promotion, ACB members and Major Event stallholders. |
| <i>Contributory measure: Number of Māori businesses that have been through an ATEED programme or benefitted from an ATEED intervention (LTP measure)</i> | 120 | 81 | 8-Feb-19 | ● | Businesses include those that have benefitted from Māori tourism product development work, RBP Programme and the Whāriki business network. |
| KPI 3: Number of new jobs created, safeguarded or retained in Auckland as a result of an ATEED intervention. ^{1,2} | Benchmark | No result to date | No result to date | ● | Benchmark in development. |
| KPI 4: Number of visitor nights resulting from an ATEED intervention. (LTP measure) ^{2,4,5} | 340,000 | 133,710 | 31-Jan-19 | ● | It is expected that the end-of-year target will be achieved. |
| KPI 5: Customer satisfaction of customers, partners and stakeholders who have interacted with ATEED | Benchmark | No result to date | No result to date | ● | ATEED is working with AC Nielson on the development of a Voice of the Customer pilot programme. Results from the pilot will be available by the end of February 2019. |

1. Also able to be analysed and reported by target sectors.

2. Also able to be analysed and reported by target locations.

4. Also able to be analysed and reported by commercial and non-commercial nights.

5. Also able to be analysed and reported by peak, shoulder and off-peak season nights

Attachment 3: Health and Safety Scorecard for January 2019



JANUARY

Incidents: 2

Two staff reporting minor back and shoulder pain from not having access to adjustable workstations in the new premises. A number of existing non-adjustable work stations are being retro fitted to cope with demand and the issue is being monitored.

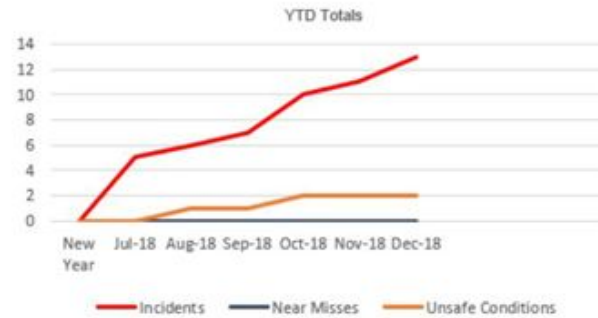
Near misses: 2

- 1; Slipped on wet floor after cleaners had cleaned the floor - no wet floor signage. Reported to business service manager who will advise cleaning company and ensure that appropriate signage is in place
- 2; Contractor installing CCTV dropped a ceiling panel - missed staff member by came close..

Unsafe condition/hazard: 1

RSI injury reported after return to work following Christmas break. Constant shifting of desk with change to set up contributing. Undergoing ergonomic assistance, medical treatment and reserving desk to remain static.

Open Incidents in Risk Manager: 3 ; monitoring back pain



H&S Update

- WorkSafe collaboration continuing.
- IMPAC review presented to the board and Audit & Risk Committee on January 29. Health and Safety strategy and plan for 2019 now being drafted based on the recommendations.
- New Health & Safety Advisor for Screen to commence at ATEED on February 11.

Attachment 4: Upcoming events / activity (next three months)

| KEY EVENTS / ACTIVITY | DATE | LOCATION |
|---|---------------------|----------------------------|
| Aladdin | 3 January – 3 March | Civic Theatre |
| Auckland Lantern Festival | 14-17 February | Auckland Domain |
| Splore Music and Arts Festival | 21-24 February | Tapapakanga Regional Park |
| Tāmaki Employment Business Strategy workshop | 24 February | Auckland Netball Centre |
| Sculpture on the Gulf | 1-24 March | Waiheke Island |
| Westpac Auckland Business Awards Best of the Best for 2018 | 14 March | Cordis Auckland |
| Outward Business Delegation with BNZ | 17-22 March | Los Angeles/San Francisco |
| Pop-Up Business School | 18 – 29 March | Various Auckland locations |
| Tourism Skills Campaign launch | 19 March | Auckland |
| Pasifika Festival | 23 March | Western Springs |
| Tripartite Summit 2019 | 19 – 21 May | Auckland |