# **Board Meeting Agenda** (PUBLIC)



9.00 a.m. Wednesday 24 February 2021

Waitakere Room, L3 Aotea Centre, Auckland

Item	Subject	Action	Trust/Co.	Start Time	Duration				
PROC	PROCEDURAL								
1	Agenda and Apologies	To Note	T&C	9.00 a.m.	5 mins				
2	Public Minutes 27 January 2021 and Action Tracker <sup>1</sup>	To Approve	T&C						
3	Register of Directors' Interests and Rolling 12- Month Board Work Programme	To Note	T&C						
CEO F	REPORT AND PERFORMANCE REPORTING								
4	CEO Report, Nick Hill  1. Financial Performance Report 2. Current Operational Risks <sup>2</sup> 3. Health and Safety Report <sup>2</sup> 4. Capital Programme <sup>2</sup> 5. LGOIMA Register <sup>3</sup>	To Note	T&C	9.05 a.m.	55 mins				
BOAR	D AND DESTINATION COMMITTEE								
5	Board and Destination Committee Quarterly Meeting, Norm Thomson, Troy Clarry, Paul Columbus, and Tim Pollock  5.1 GM Destination Update <sup>2</sup> 5.2 Content Driven Stadium Strategy <sup>2</sup> 5.3 Tourism Innovation Hub <sup>2</sup> 5.4 Impact of recent COVID-19 Lockdown <sup>2</sup>	To Discuss	T&C	10.00 a.m.	1 hour				
SIGNII	FICANT STRATEGIC MATTERS								
6	Auckland Council CEO, Jim Stabback	To Discuss	T&C	11.00 a.m.	1 hour				
7	People and Culture Verbal Update, Lynn Johnson	To Discuss	T&C		30				
LUNC	н			12.30 p.m.	30 mins				

<sup>&</sup>lt;sup>1</sup> S7(2)(f)(i),(g),(h),(i),(j) LGOIMA 1987 <sup>2</sup> S7(2)(f)(i) LGOIMA 1987 <sup>3</sup> S7(2)(a),(f)(i) LGOIMA 1987

# **Board Meeting Agenda** (PUBLIC)



Item	Subject	Action	Trust/Co.	Start Time	Duration				
OPER	OPERATIONAL AND SHAREHOLDER ACCOUNTABILITY								
8	Long Term Plan 2021 - 2031 Update, Nick Hill and Brian Monk <sup>4</sup>	To Approve	T&C	1.00 p.m.	45 mins				
9	Q2 Performance Report to Council, Noah Maffitt <sup>4</sup>	To Approve	T&C						
10	Cyber Security Status Report, Jonathan Wilcken <sup>5</sup>	To Note	T&C						
11	Procurement Policy and Inventory Policy, Brian Monk <sup>4</sup>	To Approve	T&C						
12	Board and Advisory Committees Draft Minutes <sup>6</sup> :  - Risk Committee 3 Feb - Gallery Advisory Committee 27 Jan - Destination Committee 19 Jan	To Note	T&C						
HEAL	TH AND SAFETY - SAFE365 TRAINING								
13	Safe365 Training Session	To Discuss	T&C	1.45 p.m.	1 hour				
BOAR	BOARD PRIVATE SESSIONS								
14	Board Private Session with CEO and Board Private Session	To Discuss	T&C	2.45 p.m.	5 mins				
	Close of Meeting			2.50 p.m.					

Papers are withheld from this Public Board Pack, and redactions are made to the papers within this Pack, pursuant to S7(2) of the Local Government Official Information and Meetings Act 1987 (see overleaf)

<sup>&</sup>lt;sup>4</sup> S7(2)(f)(i) LGOIMA 1987 <sup>5</sup> S7(2)(f)(i), (j) LGOIMA 1987 <sup>6</sup> S7(2)(f)(i),(g),(h),(i),(j) LGOIMA 1987

# **Board Meeting Agenda (PUBLIC)**



# Local Government Official Information and Meetings Act 1987 Section 7(2)

Subject to sections 6, 8, and 17, this section applies if, and only if, the withholding of the information is necessary to—

- (a) protect the privacy of natural persons, including that of deceased natural persons; or
- (b) protect information where the making available of the information—
  - (i) would disclose a trade secret; or
  - (ii) would be likely unreasonably to prejudice the commercial position of the person who supplied or who is the subject of the information; or
- (ba) in the case only of an application for a resource consent, or water conservation order, or a requirement for a designation or heritage order, under the Resource Management Act 1991, to avoid serious offence to tikanga Maori, or to avoid the disclosure of the location of waahi tapu; or
- (c) protect information which is subject to an obligation of confidence or which any person has been or could be compelled to provide under the authority of any enactment, where the making available of the information—
  - (i) would be likely to prejudice the supply of similar information, or information from the same source, and it is in the public interest that such information should continue to be supplied; or
  - (ii) would be likely otherwise to damage the public interest; or
- (d) avoid prejudice to measures protecting the health or safety of members of the public; or
- (e) avoid prejudice to measures that prevent or mitigate material loss to members of the public; or
- (f) maintain the effective conduct of public affairs through—
  - (i) the free and frank expression of opinions by or between or to members or officers or employees of any local authority, or any persons to whom section 2(5) applies, in the course of their duty: or
  - (ii) the protection of such members, officers, employees, and persons from improper pressure or harassment; or
  - (g) maintain legal professional privilege; or
  - (h) enable any local authority holding the information to carry out, without prejudice or disadvantage, commercial activities; or
  - (i) enable any local authority holding the information to carry on, without prejudice or disadvantage, negotiations (including commercial and industrial negotiations); or
  - (j) prevent the disclosure or use of official information for improper gain or improper advantage.





# **BOARD MEETING - PUBLIC MINUTES**

HELD ON: Wednesday 27 January at 9.00 a.m.

AT: Limelight Room, Aotea Centre, Auckland

PRESENT: Mark Franklin Chair

Jennah Wootten Deputy Chair

Fabian Partigliani Jen Rolfe Carol Cheng Evan Davies

APOLOGIES: Dan Walker

ATTENDED: Cr Richard Hills Auckland Council (Item 4)

Cr John Watson Auckland Council (Item 4)

Nick Hill CEO

Brian Monk CFO (Item 4)

Pam Ford GM Economic Development (Items 4, 8 and 9)

Jonathan Wilcken Director, Strategy (Item 4

Lynn Johnson Director, People and Culture (Items 4 and 5)

Noah Maffitt GM Strategy (Item 6)

Steve Armitage GM Destination (Items 7, 10, 11 and 12)

# 1. AGENDA AND APOLOGIES

The Board noted the apology of Dan Walker.

# 2. CONFIDENTIAL MINUTES ATEED AND RFA 25 NOVEMBER 2020 AND CONFIDENTIAL ACTION TRACKER

#### The Board:

- 1. **Approved** the 25 November 2020 RFA Confidential Minutes as an accurate record of the meeting;
- Approved the 25 November 2020 ATEED Open and Confidential Minutes as an accurate record of the meeting; and
- 3. **Noted** the Action Tracker.

# 3. REGISTER OF DIRECTORS' INTERESTS AND ROLLING 12-MONTH BOARD WORK PROGRAMME

The Board noted the Register of Directors' Interests and 12-Month Board Work Programme.

#### 4. CEO REPORT

Nick Hill spoke to the paper.

 Management noted that the legal amalgamation of RFA and ATEED to form Auckland Unlimited is now complete. Auckland Unlimited has a unified Statement of Intent and combined financial reporting. The CEO, CFO, Head of People and Culture and Company Secretary have been appointed. A group of five senior managers headed by the CEO is responsible for running the





S7(2)(f)(i) LGOIMA 1987

operations of Auckland Unlimited while Phase 2 of the amalgamation progresses. The team has done an amazing job of driving activation across Auckland during the Christmas period.

Management noted that the focus of senior management and the Board is now the

	transformation programme and distilling the organisation's strategic priorities.
•	Councillor Watson and Councillor Hills noted that Council's financial situation and the findings of the CCO Review will force Council and CCOs to work differently. The early signs of CCOs and Council collaborating and working more closely together are encouraging.
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	S7(2)(f)(i) LGOIMA 1987
	The Board noted that Maori outcomes will form part of the discussion at the upcoming Board Strategy Day (12 Feb). Management noted that work is currently underway on merging and improving the legacy organisation's Māori outcomes strategies and the outcome of the work will be formally presented to the Board at the March Board meeting.
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Councillors of Auckland Unlimited and that they are looked forward to working with the Board. The Chair noted that the Board is very happy to have the support of two experienced councillors moving forward.

Councillor Watson and Councillor Hills noted that they had been appointed as joint liaison



The Board noted the CEO Report.

Councillor Watson, Councillor Hills, Pam Ford, Jonathan Wilcken and Brian Monk left the meeting.

#### 5. AUCKLAND UNLIMITED TRANSFORMATION

Nick Hill spoke to the paper.



- The Board noted that the opportunity to transform the organisation is significant and
  encouraged Management to take a mature approach, but also to be brave and bold with its
  decision-making. The Board noted that Management must undertake its own internal analysis
  in parallel to the work being done by the consultant in order to simplify the process and provide
  a check-and-balance on the cost of the project.
- Management noted that its intention is to bring the final high-level organisational structure to the Board in March and then implement it over the next three months. The approach taken will be iterative and it will be complemented by internal analysis of cost and process throughout.
- The Board noted that the right balance needs to be struck in a number of areas, for instance commercial vs non-commercial public outcomes, and in all instances, Management and the Board will need to be able to logically explain the reasons for the decisions taken.

The Board noted the Auckland Unlimited Transformation update.

Noah Maffitt joined the meeting.

#### 6. BOARD STRATEGY DAY PRESENTATION

Noah Maffitt presented to the Board.

- The Board and Management discussed the draft strategic initiatives.
- The Board noted that the initial work presented created a good platform for the upcoming board strategy day and that the focus on the day will be on the strategic initiatives, the outcomes and the links between the two.

The Board noted the board strategy day update.

Steve Armitage joined the meeting.

#### 7. ACCOMODATION PROVIDER TARGETED RATE

Steve Armitage spoke to the paper.

- Management noted that the Council mandated temporary suspension of the Accommodation Provider Targeted Rate (APTR) will expire shortly. Auckland Unlimited must therefore determine its approach to the APTR.
- Management and the Board discussed the consequences of a further suspension of the APTR and an equivalent reduction to Auckland Unlimited funding if passed on by Council.





		S7(2)(f)(I) LGOIMA 1987
	•	The Board and Management agreed that the Chair will write a letter to the Mayor on behalf of the Board noting Auckland Unlimited's support for a further suspension of the APTR given the impact of COVID-19 on the international border. The letter will also record Auckland Unlimited's continued support for a review of other funding mechanisms (such as a national bed tax) in the destination area.
	•	- <u></u> -
		S7(2)(f)(i) LGOIMA 1987
	The B	oard <b>noted</b> the APTR update.
		Armitage left the meeting. Pam Ford joined the meeting.
8.		(LAND FILM STUDIOS BUSINESS
		Ford spoke to the paper.
	- ann	ord spoke to the paper.
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		_
		S7(2)(f)(i),(h),(i),(j) LGOIMA 198
9.	INNO	VATION PRECINCTS
	Pam F	Ford spoke to the paper.
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		S7(2)(f)(i),(h),(i),(j) LGOIMA 1987



Steve Armitage joined the meeting.

11.

12.

10.	REGIONAL	EVENTS	FLINDING	<b>AGREEMENT</b>
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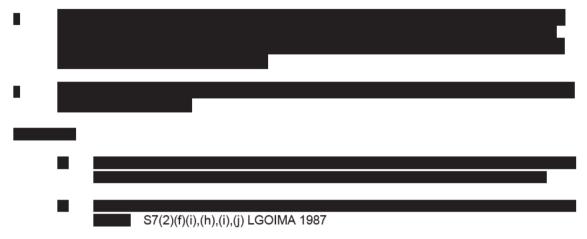
Steve	Armitage spoke to the paper.
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	S7(2)(f)(i) LGOIMA 1987
MAJO	R EVENTS NATIONAL PROGRAMME 2021/2022
Steve	Armitage spoke to the paper:
•	Management and the Board noted the previous discussion regarding the APTR and the risk to the National Programme if funding is reduced. A number of events within the Programme would be impacted if this transpired. The other significant risk to the Programme is COVID-19 and related lockdowns as well as MIQ requirements.
	S7(2)(f)(i) LGOIMA 1987
The Bo	pard approved the National Programme budget across FY22 and Q1 of FY23.
OCEA	N RACE CONTRACT
Steve	Armitage spoke to the paper.
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	S7(2)(f)(i),(h),(i),(j) LGOIMA 1987
•	The Board congratulated Steve Armitage and the team for the America's Cup event so far. The event has had an excellent start being both visually appealing and operationally seamless.



Steve Armitage left the meeting. James Parkinson joined the meeting.

## 13. MT SMART

James Parkinson spoke to the paper.



# 14. DESTINATION COMMITTEE

Chair

Mark Franklin updated the Board on the 19 January Destination Committee meeting.

The Board noted the update.

# 15. BOARD PRIVATE SESSION WITH CEO AND BOARD PRIVATE SESSION

The Board held a private session. There were no matters to be minuted.

The Board Meeting ended at 1.58 p.m.
Confirmed as a true and correct record of the meeting of 27 January 2021:

Date



# **Register of Directors Interests**

Name	Position	Directorships/Trusteeships	Other Interests	Possible Conflicts
Mark Franklin	Chair	Precinct Management Limited (Director)  Te Kuha General Partner Limited (Director)  Aquaclear Dewatering Technology Limited (Director)  Rangitira Developments Limited (Director)  Stevenson Holdings Limited (Director)  Stevenson Group Limited (Director)  Stevenson Group Limited (Director)  Drury South Limited (Director)  Stevenson Agriculture Limited (Director)  Auckland Regional Chamber of Commerce & Industry Limited (Director)  Lochinver Station Limited (Director)  Oteha Valley Investments Limited (Director)  Cloudview Holdings Limited (Director)  Stevenson Mining Limited (Director)  Swimtastic Limited (Director)		
Jennah Wootten	Deputy Chair	Cricket 2021 Limited (Director)     Generate Global (Director and Shareholder)	Sport NZ (GM Partnerships and Communications)	
Carol Cheng	Non-Executive Director	Hong Consulting Limited (Director and Shareholder)     CYWE Trustee Limited (Director and Shareholder)     CYWE Trustee Limited (Director and Shareholder)     Eastland Property Services Limited (Shareholder)     Auckland International Airport Limited (Shareholder)     Spark New Zealand Limited (Shareholder)     Comvita Limited (Shareholder)     SkyCity Entertainment Group Limited (Shareholder)		
Evan Davies	Non-Executive Director	Capital Investment Committee (Chair)     Hospital Redevelopment Partnership Group (Chair)     Tāmaki Regeneration Limited (Chair)     Todd Property Group Limited (Director)		

Name	Position	Directorships/Trusteeships	Other Interests	Possible Conflicts
		Todd Property Groups together with all subsidiaries (Director) BBIG Group together with its subsidiaries (Director) Western Hills Holdings Limited (Director) Win Limited (Director) Priory Pastoral Developments Limited (Director) Tamaki Redevelopment Company Limited (Director) Tamaki Redevelopment Company Limited (Director) Than GP Limited (Director) Kimono Capital Limited (Director) Flinders Mines ACN 091 118 044 (Director) Welch Securities Limited (Director & Shareholder) Kokako Farms Limited (Director & Shareholder) Anglican Trust for Women and Children (Trustee) Auckland City Mission (Trustee) Melanesian Mission Trust Board (Trustee)		
Fabian Partigliani	Non-Executive Director	<ul> <li>Partigliani Consulting Limited (Director)</li> <li>3B&amp;P Family Trust (Trustee)</li> <li>Smartfood Limited (Chairman)</li> </ul>	Consultant to Private Equity companies     Consultant to individual businesses on business strategy, M&A and operational improvements	
Jen Rolfe	Non-Executive Director	Citycare Limited (Director) Rainger & Rolfe (Director) Barbara Andrew Family Trust (Trustee) Thomas Family Trust (Trustee) Thomas Number 2 Family Trust (Trustee)	New Zealand Marketing Association (Member)	Prior to Jen Rolfe's appointment to the RFAL Board, Rainger & Rolfe provided some marketing services to RFA. Rainger & Rolfe is providing marketing services to Watercare. Jen Rolfe's husband act as agent for Peter Burling and Blair Tuke (Emirates Team NZ)
Dan Walker	Non-Executive Director	New Zealand Māori Tourism Society (Deputy Chair)     School of Indigenous Studies Limited (Director)     Whanau Mārama Parenting Limited (Director)     Korowai Hikuroa Consulting Limited (Director and Shareholder)     Pou Tuarā o Te Rūnanga o Ngāti Ruanui Trust (Shareholder)     Ngati Ruanui Tahua Limited (Shareholder)     Ngati Ruanui Fishing Limited (Shareholder)     Ngā Whaotapu (Trustee)     Meremere Marae Charitable Trust (Trustee)	Registered Celebrants of Aoteaoa (Member)     Microsoft New Zealand Limited (Cloud Infrastructure & Applications Solutions Lead)	

Name	Position	Directorships/Trusteeships	Other Interests	Possible Conflicts
		Stanmore Bay Primary School (Trustee) Tahu Hikuroa Foundation (Trustee) Indigenous Growth Limited (Advisory Board Chair) Massey University Executive Education (Advisory Board Member) Digital Advisory Board of MIT (Advisory Board Member) University of Auckland Māori Alumni (Trustee and Chair of Executive Committee)		

## DIRECTORS' INSURANCE COVER

POLICY	POLICY OWNER	SUM INSURED	INSURER
Directors and Officers Liability	RFA	\$20 million	Vero Liability 70%, QBE Insurance 30%
Directors and Officers Defence Costs	RFA	\$10 million	Vero Liability 70%, QBE Insurance 30%



February 2021

Month	Shareholder Accountability	Operations and Business Planning	Strategy and Business Focus	Board and Committee Dates
Jan-21		CEO Report*	APTR     Transformation Phase 2	Destination Committee - 19 Jan     Board Meeting - 27 Jan     Director Appointments - Committee Induction and Applications
Feb-21	<ul> <li>Financial reporting for the ½ Year ended 31 December 2020</li> <li>Q2 Performance Report to Council</li> <li>Q2 Risk Report to Council</li> <li>Annual Plan FY21/22</li> </ul>	<ul> <li>CEO Report*</li> <li>Safe365 Director Training</li> <li>Procurement and Inventory Policy Approval</li> </ul>	Board Strategy Day	<ul> <li>Risk Committee - 3 Feb (½Y Acts)</li> <li>Board Meeting - 5 Feb (½Y Acts.)</li> <li>Board Strategy Day - 12 Feb</li> <li>Destination Committee - 24 Feb</li> <li>Board Meeting - 24 Feb</li> </ul>
Mar-21	Draft 2021 -2024 Statement of Intent	<ul><li>CEO Report</li><li>Board Committee Charter Review</li></ul>		Destination Committee - 23 Mar     Board Meeting - 31 Mar
Apr-21	Q3 Performance Report to Council     Q3 Risk Report to Council	CEO Report     Net Promoter Score Quarter Update		Risk Committee - 19 April     Destination Committee - 20 April     Board Meeting - 28 April
May-21	Draft 2021 -2024 Statement of Intent	CEO Report     2021/2022 Draft Budget Proposal		Destination Committee - 26 May     Board Meeting - 26 May     Director Appointments Committee – Interviewing
Jun-21	Recommendation for board members for the AWMM and MOTAT Boards	<ul> <li>CEO Report</li> <li>Annual Insurance Renewal</li> <li>Audit NZ Engagement and Fees FY21- 23</li> </ul>		Destination Committee - 22 Jun     Board Meeting - 30 Jun



February 2021

Month	Shareholder Accountability	Operations and Business Planning	Strategy and Business Focus	Board and Committee Dates
Jul-21	<ul> <li>Public Board meeting to consider shareholder feedback on SOI</li> <li>2020 -2023 Statement of Intent</li> <li>Financial reporting for the year ended 30 June 2020</li> <li>Q4 Performance Report</li> <li>Q4 Risk Report to Council</li> <li>End of Year Risk Report to Council A&amp;R Com.</li> </ul>	CEO Report     2020/2021 Draft Budget	Public Board meeting	<ul> <li>Risk Committee - 26 July</li> <li>Destination Committee - 20 July</li> <li>Board Meeting - 28 July</li> </ul>
Aug-21	RFA and RFAL Annual Reports	CEO Report		<ul><li>Destination Committee - 25 Aug</li><li>Board Meeting - 25 Aug</li></ul>
Sep-21			Annual H&S Framework and Policy Review	<ul><li>Destination Committee - 21 Sep</li><li>Board Meeting - 29 Sep</li></ul>
Oct-21	Public Board meeting to consider Annual Report		Public Board meeting	<ul> <li>Risk Committee - 20 Oct</li> <li>Destination Committee - 19 Oct</li> <li>Board Meeting - 27 Oct</li> </ul>
Nov-21	<ul><li>Destination Committee</li><li>Q1 Performance Report</li><li>Q1 Risk Report to Council</li></ul>	CEO Report		<ul> <li>Destination Committee - 24 Nov</li> <li>Board Meeting - 24 Nov</li> </ul>
Dec-21				No Board Meeting





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# **Key Highlights**

- Work on a Te Reo Māori name is progressing with involvement from the Mana Whenua Kaitiaki Forum and individual
  iwi.
- 36th America's Cup: 15 January was milestone day with the Prada Cup Challenger Selection Series getting underway, following on from the successful delivery of the Prada America's Cup World Series Auckland. The three challengers will race between 15 January and 22 February to determine who will take on Emirates Team New Zealand in the 36th America's Cup Match in March.
- Visitation to the Zoo in January was the second highest on record at 95,605, compared to a budget of 69,053.
   International visitation usually equates for approximately 25-30% of the visits made in January, so this is an excellent result.
- On 23<sup>rd</sup> December, the Government announcement to grant exemptions to up to 1,000 international students (250 places to Auckland) to continue their tertiary education in New Zealand was welcomed by the sector. While a small number, this is a good signal to the market and a positive boost to the sector.
- The new Resurgence Support Payment passed by Parliament this week will be available to eligible businesses now that Auckland will be in Alert Level 2 until Monday.

# **Auckland Economic Outlook**

#### Current situation

- At 7pm on 14<sup>th</sup> February the Prime Minister Jacinda Ardern announced that Auckland was to be placed at COVID-19
   Alert Level 3 (AL3) for three days from 11.59pm 14<sup>th</sup> February 2021. On 17<sup>th</sup> February, Prime Minister Ardern
   announced that Auckland would move to Alert Level 2, to be reviewed on Monday 22<sup>nd</sup> February.
- In terms of overall economic impacts ASB economist's estimate that with the alert level in Auckland set to last three days, the cost of the restrictions would be around \$94 million under the revised figures.
- From earlier estimates it is envisaged that economic activity in Auckland will be significantly impacted by the change
  in alert levels. Infometrics estimates that change in alert Level restrictions will cause swift hit, and Auckland
  spending could drop 40% per day at AL3, with national spending being potentially down by 15% per day.
- In terms of workforce, due to these alert levels also mean that in **Auckland about 28% (250,000) people will be unable to work at AL3.** With a short period of Level 3 announced for Auckland this time around, limited impacts on job numbers are expected. A longer period of Alert Level restrictions will subdue Auckland employment outcomes.
- Retail and hospitality spending will be most affected, with café, bar, and restaurant spending expected to be down around 30% nationwide.

#### Future outlook

- The change in Alert Levels will see a swift hit to the economy, but previous changes show that activity is likely to bounce back swiftly as long as an outbreak is contained.
- The government released their Budget Policy Statement this week and revealed their 5 key objectives, in significant areas and these are important for Auckland's economy - such as a just transition, future of work and a focus on Maori and Pacific Peoples
- A just transition is likely to be focused on some of Auckland's key sectors such as construction, transport and logistics, and food and beverage.
- Auckland is more productive generally than the rest of New Zealand but lags behind other internationally competitive cities and will look to up its game in terms of innovation and focus on future of work.
- The region also stands to benefit from the accelerated adoption of new digital technologies in the wake of Covid-19 changing alert levels. This is likely to favour big population centres like Auckland, with a large digital retail domestic demand and a large proportion of manufacturers in the region that should benefit from digital technologies. Given the size, scale, and scope of business activities in Auckland, manufacturers in the region are better positioned than most to benefit from resulting productivity gains.
- Maori and Pasifika suffer from lower rates of education and higher rates of unemployment in Auckland and will require more support to access economic opportunities given changing alert levels for Auckland.

# **Economic Development**

- Screen Facilitation: 69 permit applications were received in January (596 total for FY2020/21), 66 enquiries were received in January (433 total for FY2020/21).
- Screen Attraction: YTD 11 international productions (features, telefeatures, high end television series) and over 20 domestic productions and TV commercials - completed or underway. A huge achievement this month was having filming take place in city centre for a major international network, despite significant roadworks and event activity.
- Investment: Deals confirmed YTD -(note this is total deal spend and the final attribution number that AU will record, this will be finalised at year end). This is in addition to four other deals to claim attribution before year end. S7(2)(f)(i), (h),(i), (j) LGOIMA 1987
- Since December, there has been an increase in business attraction inquires from offshore. These are coming mainly through expat kiwis in the business looking to set up in Auckland.
- The website continues to generate a small number of quality investor inquiries, even though there is no marketing or website optimisation spend currently on the site -4 qualified leads on the 38 live opportunities for January.
- Business Support: The AL3 Resurgence Support package announced this week is welcomed by small business, particularly the hospitality and event supply sectors. The team continues to deliver the Tourism Transition Funding which still has \$2m to distribute through to year end.
- GridAKL Deed of Surrenders are out with the former leaseholders. The new tenant at 12 Madden Street has their Deed of Sublease, and Agreement to Lease for review and signing. As per the Board resolution, both documents need to be signed by the board on 24 February.



S7(2)(f)(i)LGOIMA 1987

## Destination

- Summernova is underway and includes a line-up of more than 20 events spreading the benefits of hosting the 36th America's Cup throughout the region.
- Tourism New Zealand's urban leisure travel campaign went live on 18 January. It focusses on cities and encourages Kiwis to enjoy and do something new in our urban centres. The campaign will run until the end of February.
- Go With Tourism: Expos- Planning for the 5 flagship Go with Tourism Careers Expos around New Zealand is underway. Auckland Expo is 20-22 May. GWT Education: The Regional Coordinators completed 2020 with a total of 235 school visits across New Zealand. Over twice the number originally committed to in the 2020 KPIs. The Pledge a Placement requests for placements from students and businesses across New Zealand 8 came in over the month of January.

- Tourism Marketing: A partnership marketing activity is in planning stage. It promotes short break/weekend travel to independent professionals and younger families off the back of the TNZ Urban leisure campaign finishing end of February in Hamilton, Waikato and Northland. This will be in market February/March 2021.
- Pasifka Festival is set to be delivered at Western Springs on 13 and 14 March 2021. There is an increase in performers with 120 new performer vendors. 79 stallholders have applied to be funded with Pacific Business Trust who will pay their stallholder fees (a new offer from PBT for 2021).
- Auckland Lantern Festival (6-7 March) due to Covid-19 it was announced last Friday that the event will move out a week to be held on first weekend in March. It is a free but ticketed event, and over 34,000 tickets were issued within a week of going live with tickets.
- Buzz Festival (14 Feb): Programme finalised. Free entry family friendly, country fair in Matakana.
- The first cultural festival of the year the **Tāmaki Herenga Waka Festival** was held on Saturday 23 January at Captain Cook Wharf. This annual event celebrates our Māori history and heritage. The 12-hour free and family-friendly extravaganza which attracted around 7,500 attendees.
- ACB's business events opportunities supported has resulted in:
  - At end January, 123 opportunities won, which will take place from now until 2027. Total Impact Estimated Value of \$21.9m; 47,481 visitor nights from a total of 26,650 attendees. The estimated visitor spend is \$18.6m
  - YTD Wins: 36 wins, Total Impact Estimated Value \$13.5m, generating 34,901 visitor nights from a total of 9,313 attendees. The estimated visitor spend is \$12.4m
  - 17 new opportunities January FY20/21, Total Impact Estimated Value of \$13.5m, generating 629 visitor nights from 2,122 attendees. The estimated visitor spend of these opportunities is \$291k. With 82 "Active Potential" opportunities with identified clients.

## **Auckland Art Gallery**

- Considerable media interest in Toi Tū Toi Ora: Contemporary Māori Art continues, recently with more focus on the artists involved. Phases 2 & 3 of outreach activity produced by specialist Māori media agency, Mahi Tahi, were filmed in the Gallery. Phase 2 with Panatahi Firmin, a look at Toi Tū Toi Ora: Contemporary Māori Art from a child's perspective, went live just before Waitangi Day. Phase 3 is due to be released mid-February.
- Free daily Toi Tu Toi Ora specific Whānau Drop In art making activities delivered to 2,675 children during the
  January. Ten paid holiday programmes were delivered over the last two weeks of the school holiday period, all with a
  Maori arts focus. Programmes were 96% capacity.
- Key insights from the Gallery's recent Visitor 360 research in Quarter 2 showed:
  - Over Oct Dec 2020, there was a significant uplift from 4% to 9% of visitors identifying as Māori.
  - o Almost 40% of visitors were aware of the new Friday Lates introduced in the last half of last year.
  - Toi Tū Toi Ora: Contemporary Māori Art elicited highly positive results: 95% of visitors learnt more about contemporary Māori art; 82% learnt more about Māori concepts, language and narratives; 98% agreed the exhibition shows Māori art is a source of pride for New Zealanders.

#### **Auckland Live**

- January commercial utilisation for Auckland Live (AL) across all sites was six event days down on the previous year due to a reduced flow of commercial one-night concerts from overseas.
- Summer in the Square resumed on 15 January, featuring all six America's Cup race days, three full length family film screenings, an interactive work on the Digital Stage plus one live performance by Ijebu Pleasure Club. Approximately 4,600 people. Food and beverage activity generated \$8,000 revenue against a forecast of \$17,000.
- An AL investment production, Taurite, by Hawaiki TU featured as a part of the Tāmaki Herenga Waka Festival.
- Commercial content: The risk profile for international performances activity (February June 2021) sits at \$385,343 net contribution, involving 28 events. This includes seven non-contracted international acts (net contribution of \$85,000) and events that are yet to secure or schedule quarantining within their tour schedule.
- The 2021 **Fringe Town** a week-long artistic takeover of the Auckland Town Hall as part of the Auckland Fringe Festival was announced. This year, the Fringe Town programme includes first-time headliners and trailblazers of Māori pop music, Maimoa; a pay-what-you-like dinner for 1,000 with multi-award-winning charity Everybody Eats; Auckland Council's SUSO (Stand up, Stand Out) alumni; and the 48-hour gaming competition Frnjam.

- Auckland Writers Festival has been successful in negotiating terms for a season of the Donmar Warehouse
  (London) production of Blindness as a joint venture with Auckland Live. The joint venture model reduced risk for the
  festival and achieved international series outcomes for Auckland Live without significant investment.
- Matariki dates has now been confirmed 19 June 11 July and a programme is being developed for Auckland Live
  venues to support a range of companies and artists presenting within that through our investment programme.
- Auckland Live Cabaret Season is under development for a season at the end of June, including work to secure some
  Australian artists (trans-Tasman bubble dependent). The programme will again be housed in The Civic and provide a
  critical pathway for NZ music and cabaret artists to develop new work for national touring and export.

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- In February Auckland Live teams will be working with the Major Events team on the following key business areas:
  - Progression of city investment for world premiere of The Lord of the Rings stage production.
  - Producing and operational delivery for Pride Party on Aotea Square
  - Delivery of ticketing services to Auckland Lantern Festival.
- Stuff Media ran a story on the rights of parents to take children under the age of three to any performance. As an
  interim measure, the policy has been revised to advise hirers to refer to "recommended age" with associated
  guidelines regarding content rather than outright limits unless required by law (e.g. R18 fully licensed event).

#### **Auckland Conventions**

- Four events in January, with a combined attendance of 1,500 patrons. Of these, 950 were at North Harbour Stadium. This is one event down on the previous year, however due to the type of client, attendance was down 34%.
- The number of enquiries suggests the market has more confidence on short-lead domestic bookings between March and June 2021. The industry is still reporting a lack of confidence on long-lead international bookings, predominately from the corporate sector.

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#### **Auckland Stadiums**

- The Mt Smart Supertop Carpark was transformed to host the D1NZ National Drifting Championship over 22-23
   January. The event was broadcast live on Sky and the final Saturday session was a sell-out.
- The Spotless school lunches programme has commenced, operating out of North Harbour Stadium from the first week of February.
- Mt Smart Stadium hosted several Athletics Auckland events including the Auckland Championship (6-7 February).
   Over 450 entrants participated across track and field events, with attendance estimated at 750 people.
- There has been a increase in the number of film shoots being held across the stadiums in recent times. In January, this included a multi-day shoot at Western Springs and a one day commercial at Mt Smart. The Western Springs Speedway Sprintcar Champs + TQ Midget Champs, 29 January, attended by a crowd of 3,618.
- School Athletics starts in February. Over the course of term one of the school year, Mt Smart will host over 17 schools, one zone competition, and one Champions Day, Alert Levels dependent.
- Ticket sales for the upcoming L.A.B. concert and Outerfields Festival are at 9,922 and 6,179 respectively.
- The weekend of the 13-14 March has all three stadiums hosting significant events, with North Harbour Stadium
  hosting New Zealand Football's ISPS Handa Premiership Final and round four of the AFL Premiership; Pasifika at
  Western Springs; and Mt Smart hosting an event screening of the Warriors' season opener from Australia.

# **Auckland Zoo**

Alongside near record January visitation, retail and catering both experienced strong sales, with the catering offers
in Te Puna and the Old Elephant House for Zoo Lates proving popular. The joint venture with Montana achieved its
highest turnover and profit (\$177,049) for the second consecutive month, with the Zoo's share worth \$123,934.

- Work progress across the SEAJT construction site continues to build momentum, with milestones including shipment of the Tiger Shelter glass and foundation formation of the Swamp Forest crocodile pools. Full completion of the project is still planned for November 2021.
- The Zoo's ectotherm experts successfully released hundreds more wetapunga to Motuihe island in the Hauraki Gulf
  and to three islands in the Ipipiri group, Bay of Islands. The latter ends a 180-year absence of this species from the
  region and marks an important milestone in the species' recovery.
- New arrivals at the zoo include:
  - Four healthy and active Galapagos giant tortoise babies recently hatched; previously only three babies of this species had been raised ever across the Australasian region
  - Three flamingo chicks being parent reared; this is a significant husbandry achievement given the Zoo's flock consists of relatively few birds
  - A new zebra foal in the African Savanna precinct

# **New Zealand Maritime Museum**

- During January, 12,564 people visited the Museum's galleries, shop, event spaces and café (January 2020 visitation was 14,590). YTD visitation is 45,247, compared with 99,588 last year, 54% down on the prior year.
- NZMM's western wall renewal project, of which the centrepiece is a new mural by artist Cinzah Merkhens, has been completed, and was featured on TVNZ's AC36 coverage, revivifies a previously tired and unfriendly space.
- NZMM's publication Endless Sea, has been long listed for the Ockham NZ Book Awards 2021.
- Large temporary digital screens have been erected on the KZ1 cradle for the duration of AC36. These are both an income source and advertise the Museum and other Auckland Unlimited properties.
- NZMM is trialling a six-week M\u00e4ori cultural performance over the summer alongside its normal programme of tours, heritage sailings and school holiday programmes.
- The Museum is undertaking a series of important site-hardening works to increase security on Hobson Wharf.

## Māori Outcomes

- Ātanga Fashion Showcase: This was held on 11 December at the Art Gallery. 300 people attended the showcase of Māori fashion designers – weaving together cultural narratives and aesthetics of the past, present and future.
- Tāmaki Herenga Waka Festival VIP event: The VIP event took place on 21 January, at Te Pou (NZ House) in the
  AC36 Race Village, an ideal setting to showcase Māori culture with multiple examples of design work completed
  by Mana Whenua artists. The event was well-attended, with strong representation from the Māori business
  community, key stakeholders and influencers. The Mayor opened the event with Mana Whenua. Tua Pittman,
  internationally acclaimed traditional master navigator, delivered a compelling keynote. Feedback post-event has
  been positive.

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- Best of Māori Showcase: Scheduled for 4 March at the Maritime Museum, the event will showcase Māori
  businesses that are internationally renowned or have aspirations to be globally recognised. A save-the-date
  invitation will be sent out in the mid-February.
- Mana Whenua Engagement: A total of five meetings were held with Mana Whenua during the month.

#### Climate Change & Sustainability

- Working with AUT's NZ Tourism Research Institute (NZTRI) and Griffith University to build a research evidence base about social impacts and emissions from the visitor economy sector in Auckland. This will include understanding tourism emissions, potential mitigation actions and low carbon sector opportunities
- A Memorandum of Understanding (MOU) is under design for a Climate Innovation Leadership Group to formalise collaboration between key partners. Work continues with council to finalise the LTP budget proposal for a Climate Innovation Hub before the public consultation phase.

# **Corporate**

Financial information for the period ending 31 January 2020

• While January month and year to date financial performance continues to be better than anticipated in the Emergency Budget, the recent lockdown has again highlighted we still have real risk to our financial outcomes for the remainder of the fiscal year.

## People & Capability

- Ernst and Young appointed to lead the transformational project for Auckland Unlimited
- Union negotiations for Art Gallery Collective Agreement completed with an agreement in place until 2022.
- Needs analysis and initial research being completed on suitable engagement tool to roll out across whole of Auckland Unlimited to seek wider and consistent view and feedback from our people. Legacy office vibe tool still operating for legacy ATEED and engagement remains consistent at 7.6.

#### Commercial & Growth

- Gift card, redeemable at all venues on tickets, food and beverage and merchandise is on track for soft launch across legacy RFA business units from mid-March.
- New virtual tourism product in development, with an enquiry from JTB (Japan) for 1 x 140 student and 1 x 200 student bookings.

#### Information Technology

• Several key cyber security improvements have been implemented to address remaining vulnerabilities, including SQL service pack upgrades, decommissioning outdated servers and terminals.

#### Health, Safety and Security

- Overall, 23 health and safety incidents were recorded in January, including 15 visitor/patron incidents, six staff
  incidents and two contractor incidents. Of these, none were deemed notifiable to WorkSafe, none required
  medical aid or resulted in lost time. No incidents involved artists/performers or volunteers.
- Facilitated the security requirements for the urgent set up of a COVID-19 testing station in one of the outer carparks at North Harbour Stadium.