

Notice of Meeting:

I hereby give notice that an ordinary Meeting of the Economic Development Committee will be held on:

Date: Thursday 24 October 2024
Time: 9:30 am
Meeting Room: Council Chamber and Audio-Visual Link
Venue: Municipal Building, Garden Place, Hamilton

Lance Vervoort
Chief Executive

Economic Development Committee *Te Komiti Oohanga Whakatupu* OPEN AGENDA

Membership

Chairperson Cr Ewan Wilson
Heamana

Deputy Chairperson Cr Mark Donovan
Heamana Tuarua

Members

Mayor Paula Southgate	Cr Kesh Naidoo-Rauf
Deputy Mayor Angela O’Leary	Cr Andrew Bydder
Cr Anna Casey-Cox	Cr Geoff Taylor
Cr Maxine van Oosten	Cr Sarah Thomson
Cr Moko Tauariki	Cr Emma Pike
Cr Maria Huata	Cr Tim Macindoe
Cr Louise Hutt	

Quorum: A majority of members (including vacancies)

Meeting Frequency: Two monthly

Amy Viggers
Mana Whakahaere
Governance Lead

16 October 2024

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Purpose

The Economic Development Committee is responsible for:

1. Governance of Hamilton's economic agenda and investment development opportunities consistent with Council's vision for the city and to enhance the wellbeing of Hamiltonians.

In addition to the common delegations on page 10, the Economic Development Committee is delegated the following Terms of Reference and powers:

Terms of Reference:

2. To drive and enhance Hamilton's economic position by actively promoting Hamilton.
3. To promote investment and business attraction opportunities for Hamilton and the greater Waikato region.
4. To provide advice on strategic initiatives, plans, projects and potential property developments that have a material impact upon the Hamilton economy.
5. To develop, review and monitor the implementation of the Economic Development Agenda.
6. To recommend funding levels for service contracts with Business Improvement District(s), Hamilton and Waikato Tourism and Te Waka, and any others subject to funding approval by Council through the Councils long-term plan process, and approve said contracts with relevant third parties.
7. To monitor the performance and provide guidance on Council's relationship with key stakeholders including, but not limited to Te Waka, Hamilton Waikato Tourism and the Hamilton Central Business Association.
8. To monitor the performance of Council's major event venues operation (H3).
9. To review and monitor the implementation of Council's Event Sponsorship Policy.
10. To approve annual Event Sponsorship funding applications and monitor any grants made to external organisations under the terms of the Event Sponsorship Policy.
11. To support and assist with efforts for external partnerships on Council projects that will provide economic development opportunities for Hamilton and the region.
12. To develop and monitor policy related to the appointment and remuneration of directors of CCOs, CCTOs, and COs.
13. To provide clear direction to Council's CCOs, CCTOs, and COs on Council's expectations, including feedback on draft statements of intent.
14. To receive six-monthly reports of Council's CCOs, CCTOs, and COs, including on board performance.
15. To undertake any reviews of CCOs and CCTOs and agree CCO/CCTO-proposed changes to their governance arrangements
16. To develop policy, approve and monitor implementation of plans and strategies in relation to the performance of Council's investments in the Municipal Endowment Fund and strategic property.

The Committee is delegated the following powers to act:

- Approval of event sponsorship applications annually in accordance with the Event Sponsorship Policy.
- Approval of letters of expectation for each CCO, CCTO, and CO.

- To provide feedback on draft statements of intent for each CCO, CCTO, and CO.
- Appointments to, and removals from, CCO, CCTO, and CO boards
- Approval of proposed major transactions or constitutional adjustments of CCOs, CCTOs, and COs.
- Approval of acquisition or sale or lease of properties owned by the Council or owned by the Municipal Endowment Fund consistent with the Municipal Endowment Fund Investment Policy, for any endowment properties. Note that if the Mayor and Chair consider that a final decision is more appropriately made by Council due to its significance, they may direct that and decision remains recommendatory, requiring ratification by Council.

The Committee is delegated the following recommendatory powers:

- Approval or otherwise of any proposal to establish, wind-up or dispose of any holding in, a CCO, CCTO, or CO.
- The Committee may make recommendations to Council.
- The Committee may make recommendations to other Committees.

Recommendatory Oversight of Strategies:

- Economic Development Agenda
- Tourism, Events and Visitation Strategy

Recommendatory Oversight of Policies and Bylaws:

- *Appointment and Remuneration of Board Members of COs, CCOs, and CCTOs Policy*
- *Event Sponsorship Policy*
- *Freeholding of Council Endowment Land Policy*
- *Municipal Endowment Fund Policy*
- *Business Improvement District (BID) Policy*
- *International Relations Policy*

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1 Apologies – *Tono aroha*

2 Confirmation of Agenda – *Whakatau raarangi take*

The Committee to confirm the agenda.

3 Declaration of Interest – *Tauaakii whaipanga*

Members are reminded of the need to be vigilant to stand aside from decision making when a conflict arises between their role as an elected representative and any private or other external interest they might have.

4 Public Forum – *Aatea koorero*

As per Hamilton City Council's Standing Orders, a period of up to 30 minutes has been set aside for a public forum. Each speaker during the public forum section of this meeting may speak for five minutes or longer at the discretion of the Chair.

Please note that the public forum is to be confined to those items falling within the terms of the reference of this meeting.

Speakers will be put on a Public Forum speaking list on a first come first served basis in the Council Chamber prior to the start of the Meeting. A member of the Council Governance Team will be available to co-ordinate this. As many speakers as possible will be heard within the allocated time.

If you have any questions regarding Public Forum please contact Governance by telephoning 07 838 6699.

Council Report

Committee: Economic Development Committee

Date: 24 October 2024

Author: James Winston II

Authoriser: Michelle Hawthorne

Position: Governance Advisor

Position: Governance and Assurance Manager

Report Name: Confirmation of the Economic Development Committee Meeting Open Minutes 13 August 2024

Report Status	<i>Open</i>
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Staff Recommendation - *Tuutohu-aa-kaimahi*

That the Committee confirm the Open Minutes of the Committee Meeting held on 13 August 2024 as a true and correct record.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Economic Development Committee Meeting Minutes 13 August 2024

Economic Development Committee

Te Komiti Oohanga Whakatupu

OPEN MINUTES

Minutes of a meeting of the Economic Development Committee held in Council Chamber, Municipal Building, Garden Place, Hamilton on Thursday 13 August 2024 at 9:38 am.

PRESENT

Chairperson Cr Ewan Wilson

Heamana

Deputy Chairperson Cr Mark Donovan

Heamana Tuarua

Members

Mayor Paula Southgate
Deputy Mayor Angela O'Leary
Cr Anna Casey-Cox
Cr Maxine van Oosten
Cr Louise Hutt
Cr Kesh Naidoo-Rauf (via audio visual link)
Cr Andrew Bydder (via audio visual Link)
Cr Geoff Taylor
Cr Sarah Thomson
Cr Maria Huata
Cr Moko Tauariki

The meeting was opened with a Karakia from Cr Moko Tauariki.

1. Apologies – *Tono aroha*

Resolved: (Cr Wilson/Cr Donovan)

That the apologies for absence from Cr Macindoe, for partial attendance from Mayor Southgate, Deputy Mayor O'Leary and Cr Pike, and for lateness from Cr Naidoo- Rauf are accepted.

2. Confirmation of Agenda – *Whakatau raarangi take*

Resolved: (Cr Wilson/Cr Taylor)

That the agenda is confirmed.

3. Declarations of Interest – *Tauaakii whaipaaanga*

Prior to the discussion of Item C2 (Strategic Property Update - August 2024) Cr Taylor declared an interest in the matter. He noted that he was conflicted and would not take part in the discussion or vote on the matter.

Prior to the discussion of Item C2 (Strategic Property Update - August 2024) Cr Donovan declared an interest in the matter. He noted that he was not conflicted and would take part in the discussion and vote on the matter.

4. Public Forum – *Aatea koorero*

No members of the public wished to speak in the Public Forum

5. Confirmation of the Economic Development Open Minutes 9 May 2024**Resolved:** (Cr Wilson/Cr Donovan)

That the Committee confirm the Open Minutes of the Committee Meeting held on 9 May 2024 as a true and correct record.

6. Chair's Report

Chair Wilson spoke to his report in particular the Global and Hamilton's economic outlook.

Resolved: (Cr Wilson/Cr Hutt)

That the Economic Development Committee:

- a) receives the report; and
- b) approves the establishment of the 'Sister City relationships Working Group' with the membership of Cr Wilson, Cr Donovan, Cr Taylor, Cr Macindoe, and Cr Hutt Cr van Oosten to make a recommendation to the Council concerning Hamilton City Council's current Sister City relationships.

7. General Manager's Report

The General Manager Strategy, Growth & Planning took report as read. Staff responded to questions from Members concerning the desire to have a progress update on projects such as Greenfields.

Resolved: (Cr Wilson/Cr van Oosten)

That the Economic Development Committee receives the report.

8. External Agencies and CCO Reporting

The General Manager Strategy, Growth & Planning spoke to the report. Staff responded to questions from Members concerning the operating position of Co-Lab.

Staff Action: *Staff undertook to facilitate an additional information Session regarding Co-Lab.*

Resolved: (Cr Tauariki/Cr Huata)

That the Economic Development Committee receives the report.

9. Strategic and General Update**Economic Development Programme**

The Economic Development Programme Manager highlighted common themes from the report. Staff responded to questions from Members concerning a need for more level reporting to foster decision making from Members.

Growth Programmes

Staff responded to questions from Members concerning ability to have education campaign for employers and employees

Tourism, Events and Visitation

The General Manager of Destinations Group took report as read. Staff responded to questions from Members concerning the new Hamilton Gardens entry fee policy and any feedback received from the public.

Resolved: (Cr Wilson/Cr Donovan)

That the Economic Development Committee receives the report.

Cr Naidoo-Rauf joined the meeting (10.15 am) during the discussion of the above item. She was present when the matter was voted on.

10. Strategic Property Update - August 2024

The Strategic Property Manager provided an update on Opoia Paa Carpark site radar work and Municipal Endowment Fund (MEF). Staff responded to questions from Members concerning transparency in the ability to apply for funding enabling others apply for funding.

Resolved: (Cr Wilson/Cr Donovan)

That the Economic Development Committee receives the report.

Mayor Southgate left the meeting (10.56 am) during the discussion of the above item. She was not present when the matter was voted on.

Deputy Mayor O'Leary retired from the meeting (11.03 am) during the discussion of the above item. She was not present when the matter was voted on.

11. Policy Review – Appointment and Remuneration of Board Members of COs, CCOs and CCTOs (Recommendation to the Council)

The General Manager Strategy, Growth & Planning took the report as read. Staff responded to questions from Members concerning further reporting on the board activities.

Resolved: (Cr Wilson/Cr Tauariki)

That the Economic Development Committee:

- a) receives the report; and
- b) recommends that the Council approves the revised Policy for the Appointment and Remuneration of Board Members of:
 - i. Council Organisations (COs),
 - ii. Council Controlled organisations (CCOs) and
 - iii. Council Controlled Trading Organisations (CCTOs) (**Attachment 1**).

12. Policy Review - Freeholding of Council Endowment Land Policy (Recommendation to the Council)

The Strategic Property Manager provided an update on the 3 yearly review of the policy, and highlighted the small changes in the policy. Staff responded to questions from Members concerning the changes in the policy.

Resolved: (Cr Thomson/Cr van Oosten)

That the Economic Development Committee:

- a) receives the report; and
- b) recommends that the Council approves the amended Freeholding of Council Endowment Land Policy as detailed in **Attachment 1** of the staff report.

13. Event Sponsorship Fund - out of round application 2024/25

The General Manager of Destinations Group provided an update on application to the fund. Staff responded to questions from Members concerning economic benefit from events and reporting on these to Members.

- Resolved:** (Cr Tauariki/Cr Huata)
- That the Economic Development Committee:
- a) receives the report; and
 - b) approves the following single year event sponsorship application for financial sponsorship from Council’s event sponsorship fund in 2024-25 (one year),
 - i. Z Manu World Champs – Super Qualifier 2025 by Quantum Events Limited for \$12,000.

14. **Resolution to Exclude the Public**

Resolved: (Cr Wilson/Cr Thomson)

Section 48, Local Government Official Information and Meetings Act 1987

The following motion is submitted for consideration:

That the public be excluded from the following parts of the proceedings of this meeting, namely consideration of the public excluded agenda.

The general subject of each matter to be considered while the public is excluded, the reason for passing this resolution in relation to each matter, and the specific grounds under section 48(1) of the Local Government Official Information and Meetings Act 1987 for the passing of this resolution follows.

General subject of each matter to be considered	Reasons for passing this resolution in relation to each matter	Ground(s) under section 48(1) for the passing of this resolution
C1. Confirmation of the Economic Development Public Excluded Minutes 9 May 2024) Good reason to withhold information exists under Section 7 Local Government Official Information and Meetings Act 1987	Section 48(1)(a)
C2. Strategic Property Update - August 2024		
C3. Strategic Issues Update		

This resolution is made in reliance on section 48(1)(a) of the Local Government Official Information and Meetings Act 1987 and the particular interest or interests protected by Section 6 or Section 7 of that Act which would be prejudiced by the holding of the whole or relevant part of the proceedings of the meeting in public, as follows:

Item C1.	to prevent the disclosure or use of official information for improper gain or improper advantage	Section 7 (2) (j)
Item C2.	to enable Council to carry out commercial activities without disadvantage	Section 7 (2) (h) Section 7 (2) (i)
Item C3.	to enable Council to carry out negotiations to enable Council to carry out commercial activities without disadvantage to enable Council to carry out negotiations	Section 7 (2) (h) Section 7 (2) (i)

The meeting moved in the public excluded session at 11.22am

The meeting was declared closed at 1.27pm

Council Report

Item 6

Committee: Economic Development Committee

Date: 24 October 2024

Author: James Winston II

Authoriser: Michelle Hawthorne

Position: Governance Advisor

Position: Governance and Assurance Manager

Report Name: Chair's Report

Report Status	<i>Open</i>
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Recommendation - *Tuutohu*

That the Economic Development receives the report.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Joint Chairs' Report- 24 October 2024



Chair's Report

Many councils, and indeed the councils comparable to Hamilton, are in a similar position with regards to the costs that local government is facing, and the corresponding level of rate increases residents and businesses are facing.

Without diminishing these challenges, significant positive stars are shining brightly over Hamilton's economy that other cities can't boast in this financial climate.

International flights from Hamilton Airport

A perfect example of this can be seen in the news last month of trans-Tasman flights returning after a 13-year gap. Hamilton Airport is an economic enabler, a waharoa and a strategic asset for the Waikato region. It brings the region together, connecting us to people and commerce while generating economic activity that enriches our communities. As a shareholder Hamilton City Council has played an active role in encouraging Hamilton Airport to ensure its readiness to re-welcome international flights when approached.

Kiwi Air pioneered international flights from Hamilton back in July 1994. What makes Jetstar's announcement of relaunching international services so encouraging is that it is not only offering trans services but connections via Sydney to multiple Asian destinations. In my opinion, that is a game changer. Waikato to the world.

The announcement was the result of good work by the airport team, shareholders and local members of parliament the Honorable Tama Potaka and former city Councillor and current Hamilton East MP Ryan Hamilton and Barbara Kuriger MP who worked with the Hamilton Airport team and advocated to our government ministers that they ensure border security measures and fee setting charges are appropriate. The new flights are expected to boost the regional economy by \$45.0 million per year. Estimates are that an additional 100,000 passengers per year will come through the Hamilton Airport.

The benefits for tourism and holidaymakers might be the most obvious, we should also focus on the opportunities these connections bring for Waikato-based businesses. Proximity to international travel further enhances Hamilton's value proposition to employers and the talent they seek to recruit.

I have been critical in the past from the lack of dividend payments from the airport back to the shareholders. I am now excited at the potential for additional dividends to flow to the airport shareholders because of the recommencement of international services.

The airport shareholders may want to encourage the airport company to reconsider its decision to release its designation for an extension to the runway.

Progress on medical school at The University of Waikato

An initial cost-benefit analysis for a medical school based at the University of Waikato has been completed, and Central Government has said the project now moves on to a full business case. Importantly, the university-led effort has stakeholder support and a plan to continue working closely with the Ministry of Health to consider and test assumptions.

The education sector has always been an important part of our economy, particularly with the University of Waikato serving as a pathway for talent that feeds our local and regional businesses. Their role in delivering professional development, global connections as well as cutting-edge research across a wide range of fields is a competitive advantage for our businesses.

There are short-intermediate, and long-term benefits to the medical school project, and not just for Hamilton. Joining in with the Mayor I stand ready to support efforts that continue to showcase how important this project is for the whole of New Zealand.

Employer engagement

The economic challenges that dominate the headlines have been felt across our key sectors, particularly manufacturers of construction materials, plastics, and polymers, as well as up-market or non-essential goods.

I am encouraged by the report shared by the Council's economic development programme at our August meeting that shared results from the proactive employer engagement through the first half of the year. It noted that despite the headwinds and related uncertainty, 74% of employers canvassed still viewed Hamilton as a favourable location for their business operations, meaning that the services and resources necessary to support their growth are present here.

While overall operating costs has made some employers take a wait-and-see approach to adding staff, 65% of employers expressed confidence that Hamilton's labour market could deliver the talent they anticipate needing as the economy improves.

These insights add depth and nuance to the themes included in the quarterly business confidence survey done by the Waikato Chamber of Commerce in July. 71% of their members reported optimism about the future, nearly 50% were looking to increase staff levels and 40% were planning to invest in capital items within the next 12 months.

Local outcomes through regional cooperation

Interestingly, the results of a Curia research poll commissioned by Local Government New Zealand (LGNZ) and published last month show that nearly 70% of respondents believe councils should own or lead the 'promotion of the local area or region', rather than have the central government do so. Thinking about 'promotion' from an economic development perspective, this shows communities want their councils to lead efforts to encourage investment in their local districts.

For us in Hamilton, this means a focus on retention and expansion efforts with our established businesses, as well as a strategic focus on developing targeted sectors where we have a competitive advantage such as logistics or technology and innovation.

What form regional economic development takes will be the subject of much discussion over the coming months, following Waikato Regional Council's (WRC) decision to progress a business case for an operating model that focuses on regional partnerships driven at the local level. This option was developed and championed by economic development professionals across many councils and would draw on their efforts and expertise to deliver the best for our communities.

We look forward to developing this business case with WRC to ensure that local outcomes remain at the core of a partnership-based approach that is proactive and positive.

Municipal Endowment Fund

Finally, I am especially pleased with the work being done to encourage advantageous and meaningful interest in partnering with the MEF. The discussions underway at present, which would come to this committee for review and approval, could see the fund be fully utilised in the coming months, supporting valuable projects, and earning solid returns.

Hamilton City Sports

A selection of sensational sporting events this summer is being served up right here in the heart of the Waikato. The fiscal impact of events, whether sporting or cultural, make a significant contribution to our local economy. The H3 team will be working hard behind the scenes to ensure we present a world-class offer to those who attend or watch from wherever they may be in the world.

Upcoming Events (offerings over the next few months)

FMG Stadium

The All Whites play their first ever FIFA World Cup qualifier at the fantastic FMG Stadium Waikato. No doubt Karl Johnson and his team will have the grounds looking amazing.

The Freestyle Kings Live show is an action-packed show featuring world-class freestyle motocross athletes, so strap yourself in for a two-hour spectacular.

Seddon Park

This will be the third BLACKCAPS v England test match of the summer. England's cricket team bring with them a travelling support crew known as the "**barmy army**" – they sing, they cheer, and they love mixing in with the locals. Thousands of these jovial cricket loving enthusiasts will be in town – let's make them feel welcome.

Water Sports

The Bridge-to-Bridge Water Ski Classic is back for the 40th running and will be held on the weekend of 8-10 November 2024. Yamaha and Rollo's Marine will once again be the naming rights sponsors.

Racing takes place in many forms throughout the weekend, which is held on the Waikato River and is the premier event of the year for water ski racers in New Zealand.

The event has seven components, the pinnacle of which is the Long Race that is an 82km flat out sprint, against the clock from Cambridge to Taupiri and back to Hamilton. This race attracts the best ski racers from North and South Islands as well as plenty of Australians from across the ditch.

The event starts on Friday night on Hood St, with the Show & Shine. This runs from 5pm until 7:30pm and is a static display of the hottest powerboats that will be competing in the event.

Recognition

It is worth noting the strong showing from Hamilton-based businesses, that have made it through to the finalist stage of the Waikato Chamber of Commerce Business Awards 2024. Of the 34 finalists, 26 are located within Hamilton city proper.

Congratulations to all the finalists and the eventual winners who will be announced at a Gala Awards Evening at GloBox Arena in November.

Cr Ewan Wilson, Chair, Economic Development Committee

Cr Mark Donovan, Deputy Chair, Economic Development Committee and Sports Ambassador

Recommendation:

That the Economic Development Committee receives the report.

Council Report

Committee: Economic Development Committee

Date: 24 October 2024

Author: Sean Murray

Authoriser: Sean Murray

Position: General Manager Destinations

Position: General Manager Destinations

Report Name: External Agencies and CCO Reporting

Report Status	<i>Open</i>
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Purpose - *Take*

1. To inform the Economic Development Committee on matters relating to External Agencies and Council-controlled organisations (CCOs), specifically the annual reports to 30 June 2024 for Waikato Regional Airport Limited (WRAL) and Hamilton and Waikato Tourism (HWT).

Staff Recommendation - *Tuutohu-aa-kaimahi*

2. That the Economic Development Committee receives the report.

Executive Summary - *Whakaraapopototanga matua*

3. Under its terms of reference, the Economic Development Committee is responsible for receiving performance reports and providing clear direction to Council's CCOs, including providing feedback on draft statements of intent. It is also responsible for monitoring the performance and providing guidance on Council's relationship with external agencies.
4. This report provides the following information:

External Partner/CCO	Topic
Waikato Regional Airport Limited (WRAL)	2023-24 Annual Report
Hamilton and Waikato Tourism (HWT)	2023-24 Annual Report

5. Staff consider the decisions in the report have low significance and that the recommendations comply with Council's legal requirements.

Discussion - *Matapaki*

WAIKATO REGIONAL AIRPORT LIMITED (WRAL)

6. The purpose of this update is for Waikato Regional Airport Limited to present its annual report for 2023-2024. The WRAL Group (comprising Hamilton Airport, HWT, Titanium Park Limited and Waikato Regional Airport Hotel Limited) operates as a limited liability company, with the following shareholders:

Council	Shareholding
Hamilton City Council	50.00%
Matamata-Piako District Council	15.63%
Waikato District Council	15.63%
Waipaa District Council	15.63%
Ootorohanga District Council	3.13%

7. Council's main objective in the ownership of WRAL (and its subsidiaries) is to support and provide economic growth to our community which can benefit from the opportunities WRAL provides.

2023-24 Year-End report

8. Mark Morgan (WRAL Group Chief Executive), Peter Stubbs (Board Member) and Scott Kendall (GM Finance & Commercial) will attend the meeting, give a short update and be available for any questions. Their presentation is attached to the report as **Attachment 1**.
9. The annual report shows operating revenue at \$18.8 million (slightly up on the previous year) of which just over \$6.0 million is aeronautical income. While aircraft movements are static, passenger movements are slightly down which reflects the current state of the market. EBITDA (before land sales) is just under \$6.0 million.
10. Highlights during the year include the Airport Hotel achieving Qualmark 4 star + accreditation and the introduction of the solar power generation farm.
11. During the financial year management also undertook significant work with central government and Jetstar Airlines which led to the recent announcement of daily international jet aircraft service into Hamilton Airport to Sydney and the Gold Coast. These services will commence in June 2025.
12. WRAL has provided an audited annual report for 1 July 2023 – 30 June 2024 (**Attachment 2**).

HAMILTON AND WAIKATO TOURISM (HWT)

13. The purpose of this update is for Hamilton and Waikato Tourism Limited (HWT) to present its annual report for 2023-2024. HWT is a subsidiary company under the Council Controlled Organisation (CCO) of Waikato Regional Airport Limited.
14. HWT was established from 1 July 2011 as the region's Regional Tourism Organisation (RTO). The role of HWT is to generate competitive economic benefit through regional tourism marketing, visitor sector strategies and development activities focused on increasing visitor length of stay and spend for the Hamilton and Waikato region. HWT is an ambassador of the "Tiaki Promise" programme that promotes care for New Zealand within the visitor industry and by visitors to New Zealand.
15. HWT delivers messaging to markets beyond Council's own "visitor centric" reach and provides a conduit for partnering and leveraging activity between Hamilton and other visitor attractions in the immediate region.

16. HWT had a three-year service level agreement with Council from 2021-2024. In 2023-24, HWT was supported by five other councils with a total funding pool across all partner Councils. HWT also raises funding contributions and leverages its partnerships with private sector interests (2023-24 \$284,000).
17. HWT's service level agreement was renewed for a further three years via the 2024-2027 LTP.

2023-24 Year-End report

18. Nicola Greenwell (HWT Chief Executive) will attend the meeting, give a short update and will be available for any questions.
19. The report confirms another very busy operating year for HWT on multiple business development and campaign fronts. HWT works alongside tourism operators, relevant airlines and Tourism New Zealand. HWT have also navigated partner council funding challenges via LTP processes. This has led to a re-organisation for Y1 and beyond.
20. As Hamilton continues to work hard to put the case for more hotel investment in the city, additional airline capacity (including trans-Tasman routes), and invests in upgrades and a new admission system at Hamilton Gardens, the work of HWT is more important than ever.
21. During the year the visitor industry continues to struggle to return to pre-COVID levels. At the same time, domestic challenges with inflation and a lack of confidence in the current economy is also stifling spend by the domestic market.
22. However as reported through Council's Destinations Group operations (H3, Hamilton Gardens, Waikato Museum and Te Kaaroro Nature Precinct), Hamilton is holding up well despite the less favourable market conditions.
23. HWT has provided an annual report for 1 July 2023 – 30 June 2024 (**Attachment 4**).

Financial Considerations - *Whaiwhakaaro Puutea*

24. There are no financial implications in relation to the recommendation in this report.

Legal and Policy Considerations - *Whaiwhakaaro-aa-ture*

25. Staff confirm that the matters covered in this report comply with the Council's legal and policy requirements.

Climate Change Impact Statement

26. Staff have considered the key considerations under the Climate Change Policy and have determined that an adaptation assessment and emissions assessment is not required for the matter(s) in this report.

Wellbeing Considerations - *Whaiwhakaaro-aa-oranga tonutanga*

27. The purpose of Local Government changed on the 14 May 2019 to include promotion of the social, economic, environmental, and cultural wellbeing of communities in the present and for the future ('the 4 wellbeings').
28. The subject matter of this report has been evaluated in terms of the 4 wellbeings during the process of developing this report as outlined below.
29. The recommendations set out in this report are consistent with that purpose.

Social

30. HWT supports and promotes the local and regional tourism and events sector that make Hamilton a great place to live, work, play and visit.
31. There were no environmental, social or cultural wellbeing implications identified in the formulation of this report in regard to WRAL although the attached report includes progress on operational environmental sustainability initiatives.

Economic

32. HWT's role is to generate competitive economic benefit through visitor sector strategies focused on increasing visitor length of stay and spend.
33. WRAL's activity relates strongly to the economic wellbeing by its delivery of key objectives to operate an efficient and compliant airport, maximised revenue through diversification to protect the core aeronautical business and enhanced tourism growth within the region.

Environmental

34. HWT supports and promotes the local and regional natural environment and green spaces that make Hamilton a great place to live, work, play and visit.
35. There were no environmental, social or cultural wellbeing implications identified in the formulation of this report in regard to WRAL although the attached report includes progress on operational environmental sustainability initiatives.

Cultural

36. HWT has a goal that by 2025 the Hamilton and Waikato region will be recognised by visitors as the home of Kiingitanga with exceptional visitor experiences that enable the visitor to immerse themselves in our unique Māori culture.
37. There were no environmental, social, or cultural wellbeing implications identified in the formulation of this report in regard to WRAL although the attached report includes progress on operational environmental sustainability initiatives.

Risks – *Tuuraru*

38. There are no known risks associated with the matters covered in this report.

Significance & Engagement Policy - *Kaupapa here whakahira/anganui*

39. Staff have considered the key considerations under the Significance and Engagement Policy and have assessed that the matter(s) in this report has/have a low level of significance.
40. Given the low level of significance determined, the engagement level is low. No engagement is required.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Waikato Regional Airport Limited Presentation

Attachment 2 - Waikato Regional Airport Limited Annual Report 2023-2024

Attachment 3 - Hamilton and Waikato Tourism Presentation

Attachment 4 - Hamilton and Waikato Tourism Annual Report 2023-2024

Taunga Waka
Rererangi o
Kirikiriroa



Hamilton
Airport

Economic Development Committee

24 October 2024



Hamilton City Council
Te kaunihera o Kirikiriroa



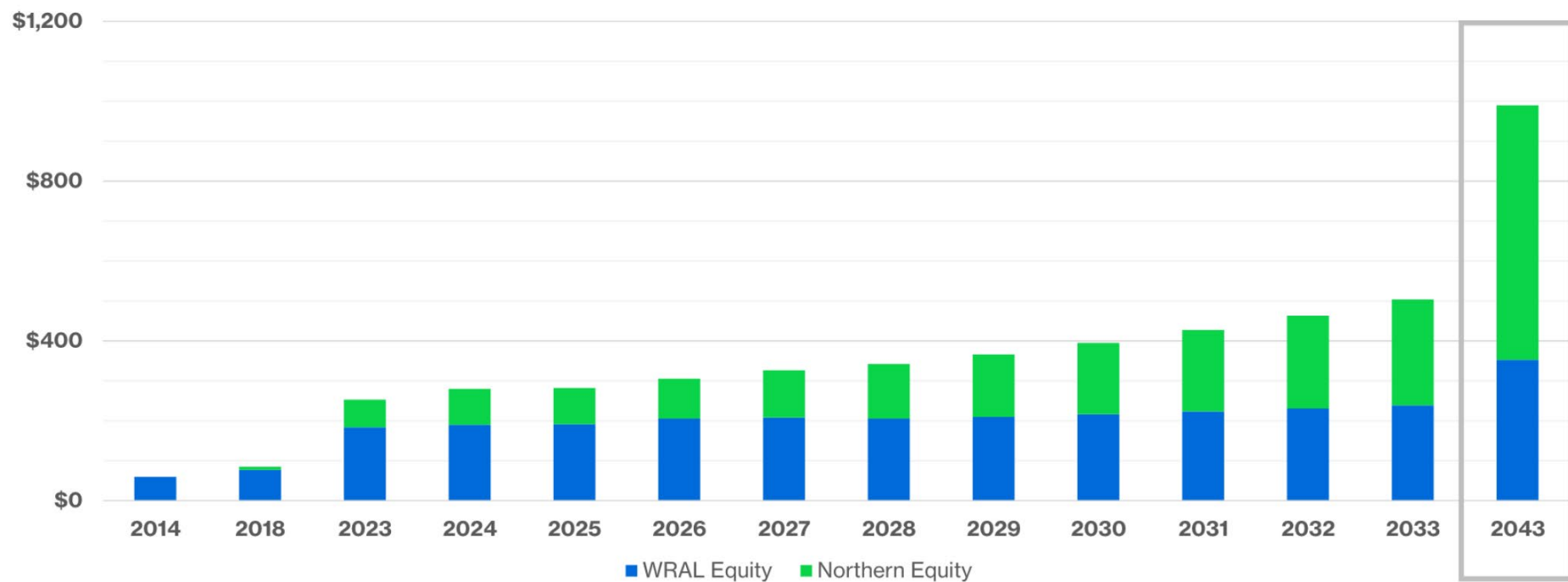
- 1 Jetstar negotiations
- 2 Airline challenges
- 3 Financial performance
- 4 Hotel performance
- 5 Successful plan change consent issued
- 6 TPL branding
- 7 Funding options assessed Stage 1 & 2 inc. a design:build
- 8 Sustainability
ACA Level 4/Solar farm

Financial results

Revenue \$18.8M	EBITDA \$5.8M	Interest costs \$1.5M	Net loss \$3.4M
Capital Investment \$7M	Asset base \$274M	Debt \$22M	SOI performance ✓

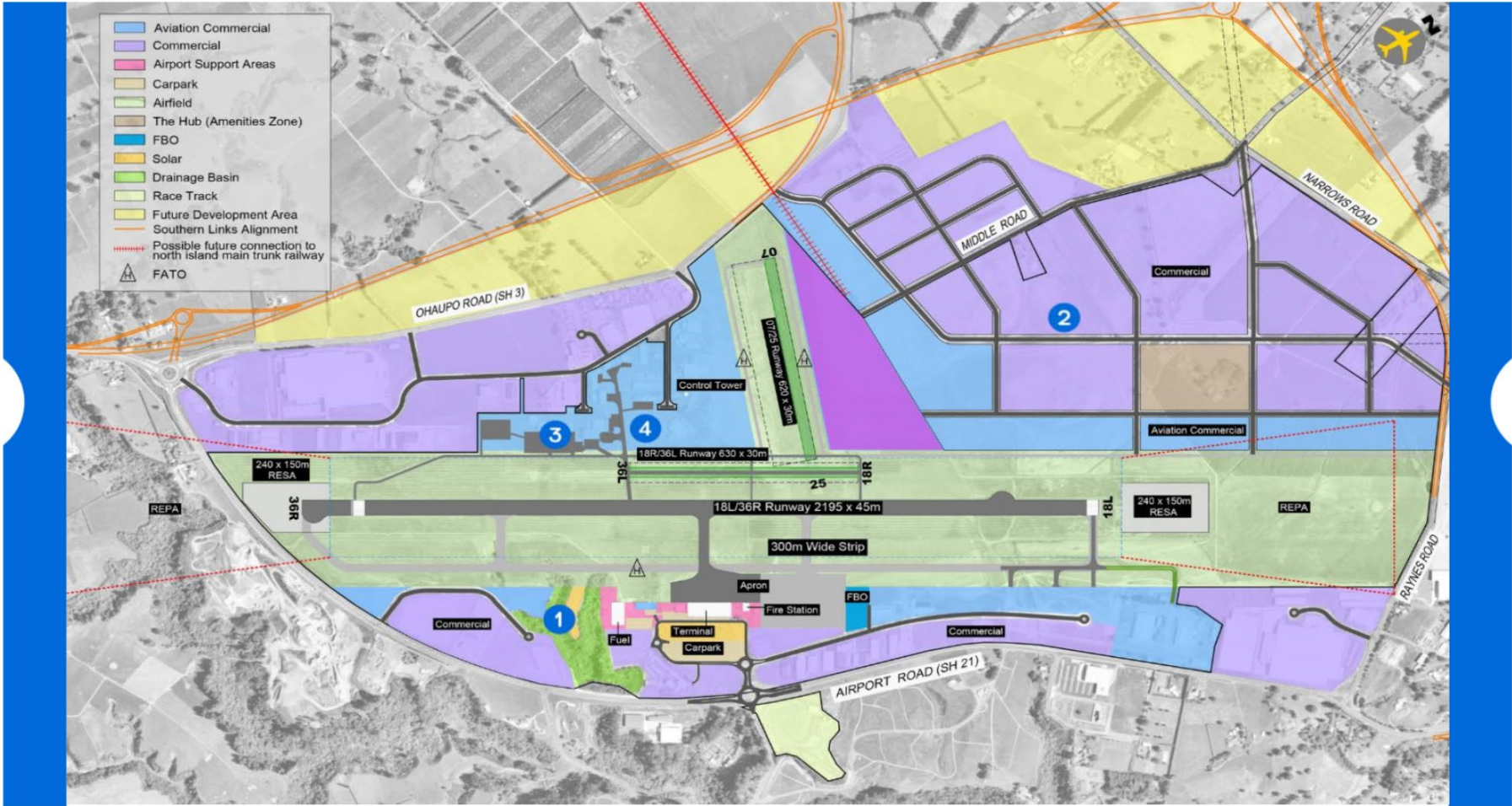
Shareholder equity

Item 7

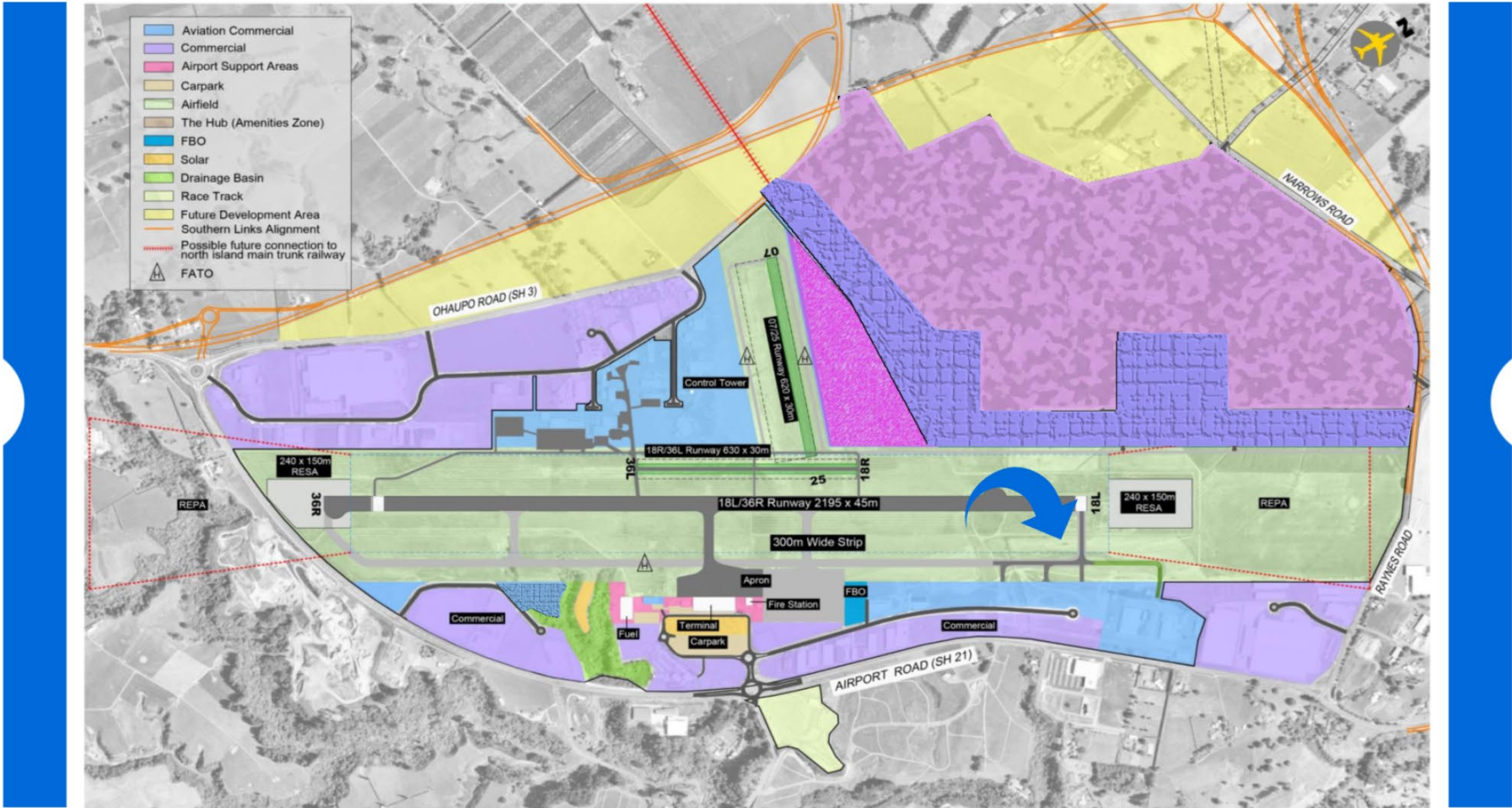


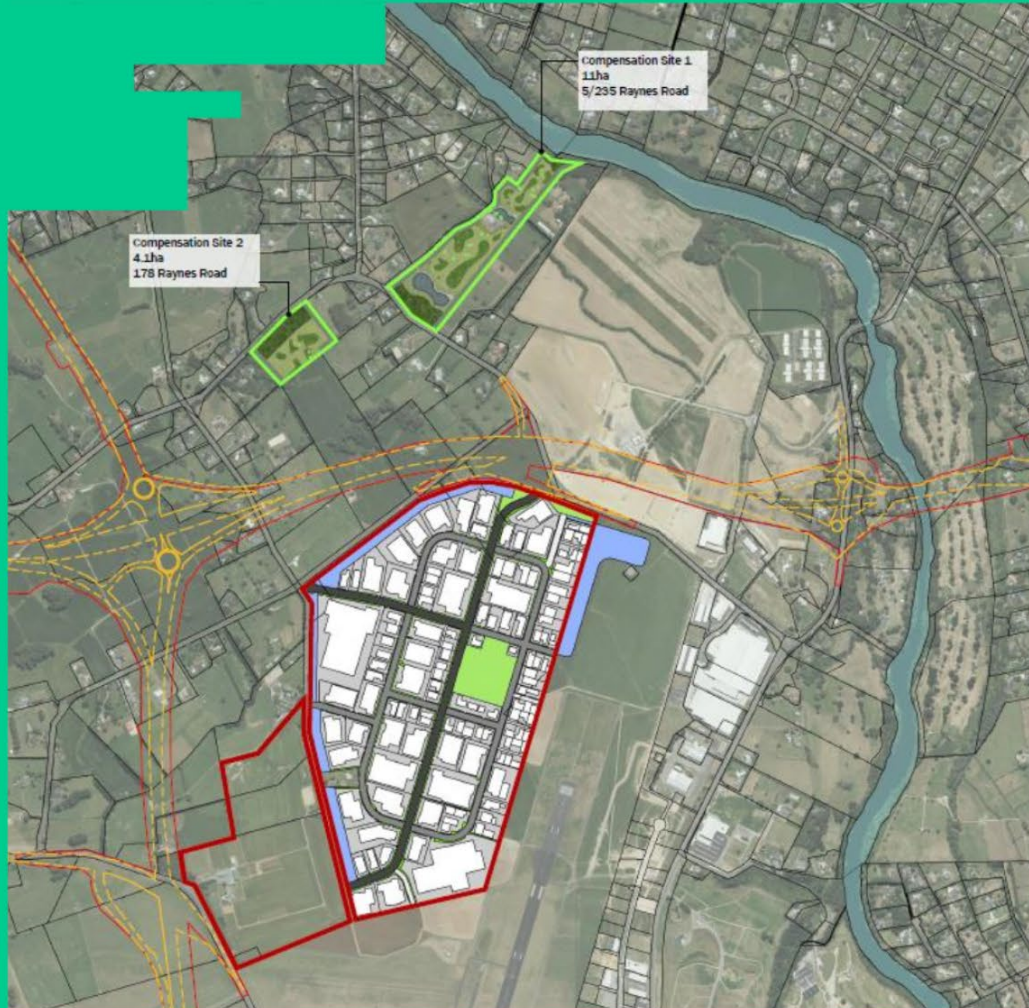
Attachment 1

Airport land development/protections



Airport land development/protections





Precinct North

- PC20 now operative
- EMP finalised (ecological reserve)
- Stage 1 subdivision
- Blue Chip design, build and lease
- NZTA infrastructure triggers
- Earthworks early 2025
- Initial works completed 2026



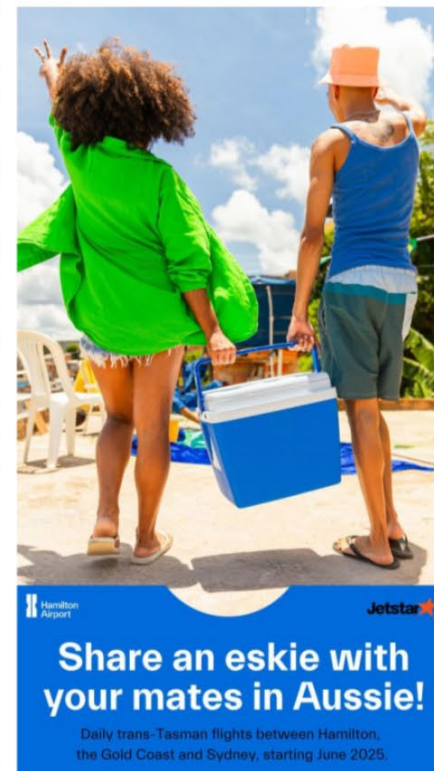
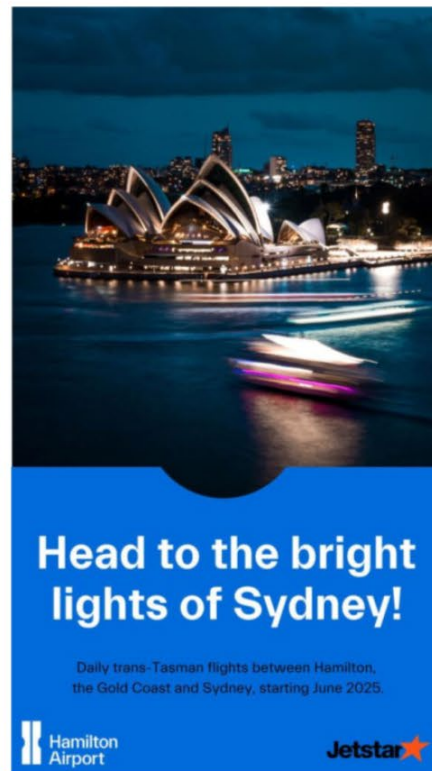
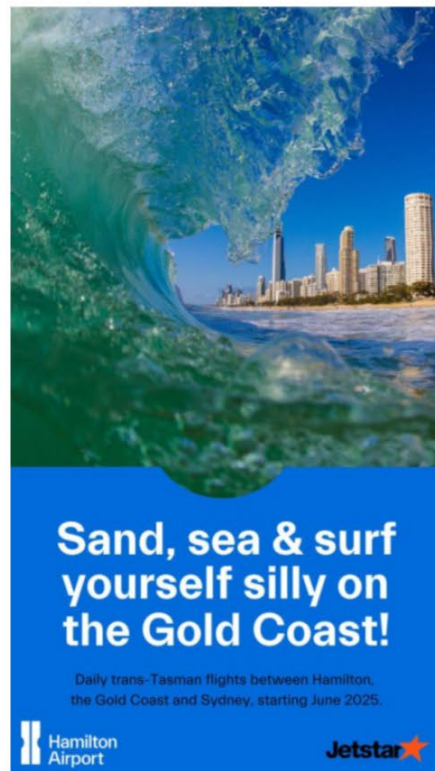
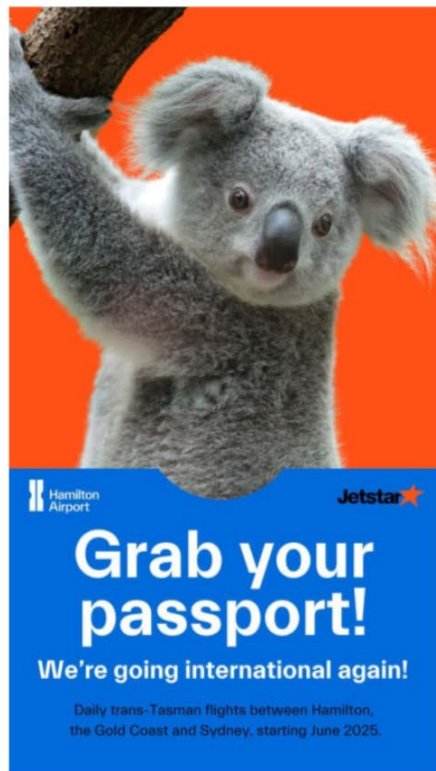


Precinct North Aerial view

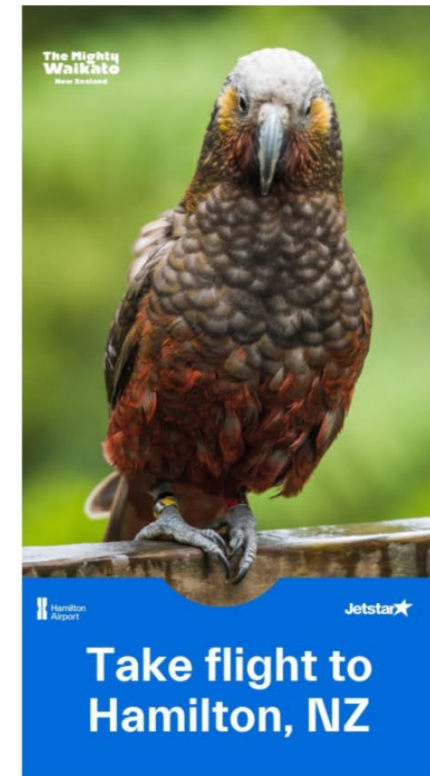
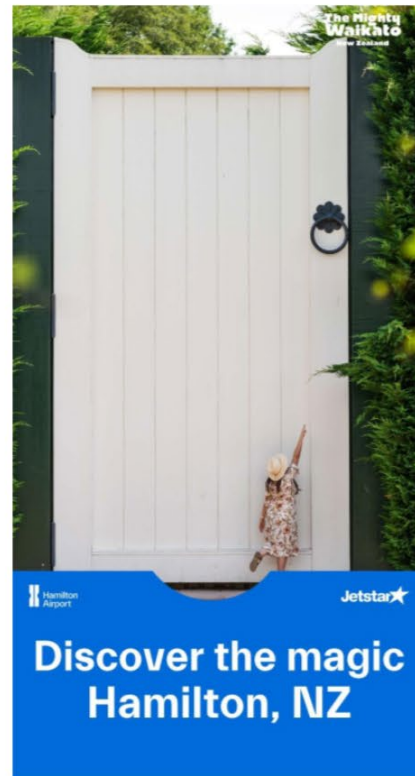
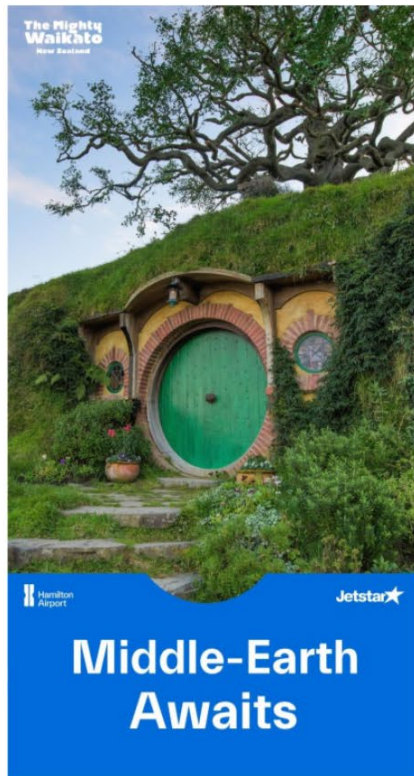


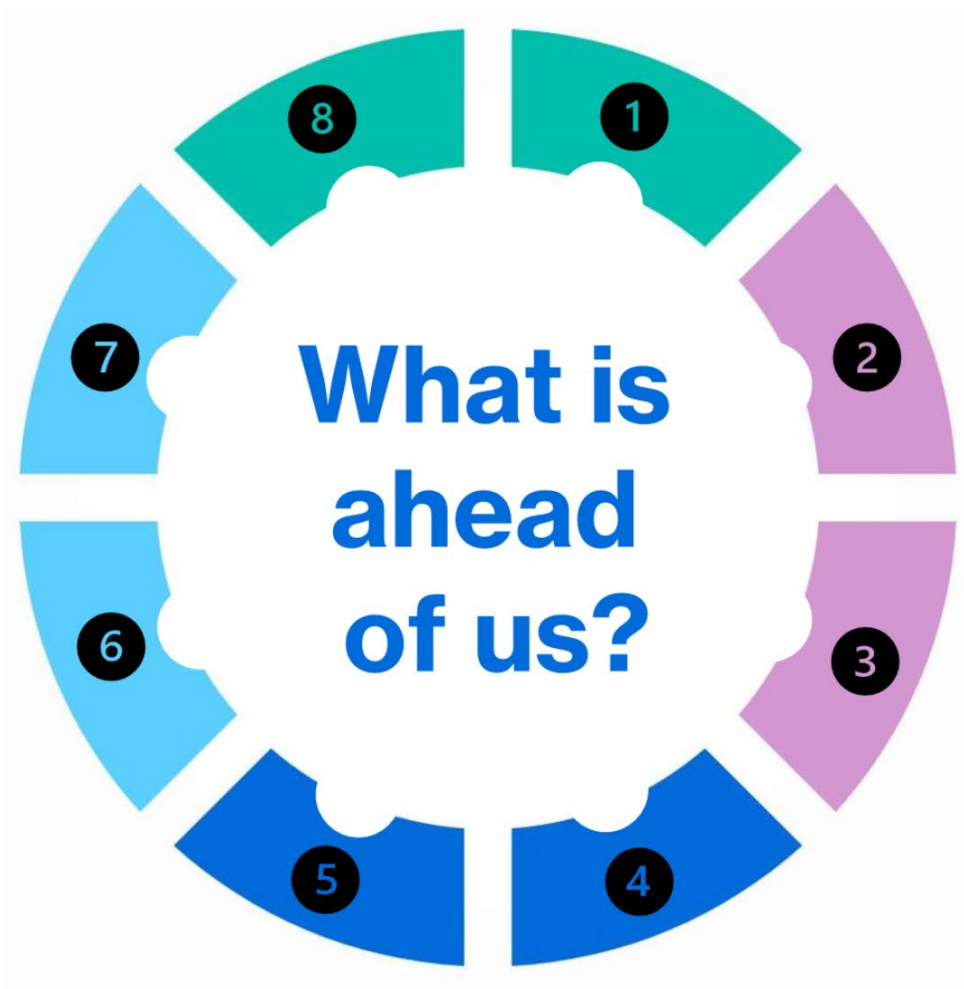


NZ-based promotional imagery



AU-based promotional imagery





- 1 Jetstar inaugurals (16 & 18 June)
Airport / tourism relationships and marketing
- 2 Terminal development, security
and biosecurity culture
- 3 Air NZ schedule and passenger
numbers
- 4 Hotel performance
- 5 Design:build
- 6 Precinct North Stage 1
- 7 Aeronautical investments:
HTC/car rental/power and lighting
- 8 Organisational structure &
resourcing

Item 7

Attachment 1


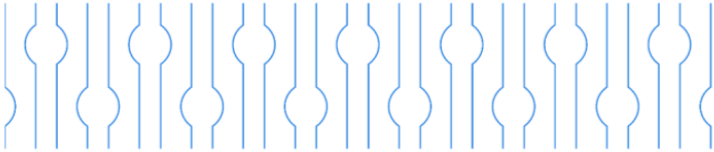
Risk management

- Air NZ passenger volumes
- Economic trends
- Border agency legislation & commercial terms
- Company resourcing
- Project delivery and time constraints

Hamilton Airport:

Proud hosts of the upcoming
NZ Airports Conference





Waikato Regional Airport Limited
Annual Report & Consolidated Financial Statements
For the year ended 30 June 2024

Waikato Regional Airport Limited

Annual Report & Consolidated Financial Statements

For the year ended 30 June 2024

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Waikato Regional Airport Limited

Results at a Glance

For the year ended 30 June 2024



Five Year Summary	2020	2021	2022	2023	2024
<i>(all amounts in '000)</i>					
Aeronautical income	\$3,379	\$4,015	\$3,200	\$5,398	\$6,134
Operating revenue	\$12,355	\$17,324	\$17,686	\$18,090	\$18,845
EBITDA excluding Land sales	\$2,838	\$6,931	\$5,996	\$5,674	\$5,843
Net profit before tax	\$5,780	\$37,141	\$25,129	\$18,581	\$3,618
Passenger Activity	304	358	283	378	371
Aircraft movements	116	73	34	31	32
Total Assets	\$132,576	\$197,801	\$243,990	\$272,767	\$274,058
Shareholder Funds	\$105,734	\$173,192	\$210,725	\$233,932	\$229,944
Shareholder Funds Ratio	81%	88%	86%	86%	84%
Net Asset Backing per Share	\$21.55	\$34.82	\$42.37	\$47.04	\$46.23

Waikato Regional Airport Limited

Chairman's Foreword

For the year ended 30 June 2024

The successes in recent years' financial results have been attributed to the strong focus on the Group's diversification strategy. 2024 has provided a different theatre for this strategy to be tested. The Group is able to reflect on some pleasing results, having navigated several challenges that have been inherent in the harder than expected economic conditions that the national economy has encountered in the current year.

What sets 2024 apart from recent years is the reduced contribution of land sales, and instead this year's results are underpinned by growth of several key operating revenue streams for the group. Titanium Park's staged approach to development of land means there is some variability in land sales, and 2024 was always expected to yield minimal land sales after the highs of 2023 which saw much of the Central Precinct sold off the plans.

Tourism by its very nature is highly challenged in difficult economic conditions, and this has flowed through to the aeronautical and hotel businesses. While most revenue streams across these businesses did appear to grow, overall airline passenger volumes and hotel occupancy did not. An additional set of complications faced our airline activity, with Air New Zealand, suffering from shortages in capacity arising from global engine recalls on Airbus A320 fleets and labour challenges. Reduced seat capacity has constrained growth possibilities from our airport and based on timelines from manufacturers to deliver new aircraft and resolve fleet issues, seems destined to play a notable role in the Airport's fortunes over the next two financial years.

WRAL has followed on from 2023 efforts to further showcase a refreshed corporate identity in the current year. 2023 was dominated by \$15 million terminal upgrade project that showcased the region via modern architecture infused with elements of the rich cultural history of our region. 2024 saw our identity as a Sustainability leader as Hamilton Airport became the first airport in New Zealand to install, commission and operate its own solar farm. Gifted the name Tama-nui-te-ra (son of the sun) by mana whenua Ngati Haua, our solar generation development can produce up to 0.5 Megawatts of electricity for use around the terminal precinct, including the ability when generation exceeds demand to retail 100% renewable energy to our tenants. Since being commissioned, the facility has contributed to a 20% reduction in power sourced from the national grid by the airport company.

The highlight of 2024 for the Airport's Hotel was achievement of its Qualmark 4 Star Plus accreditation. This positions the hotel as only the second hotel property with this level of accreditation in the greater Hamilton catchment market and is a credit to our hotel operator JetPark, as is the high guest ratings and reviews consistently positioning the hotel as the highest rated property in the market.

Continued investment in Titanium Park accounted for around half of the Group's \$7 million capital expenditure across its broad portfolio of assets. While a successful private plan change to access a further 100ha of industrial land around the airport (to be known as Titanium Park Precinct North) was granted late in the previous year, much of 2024 was spent resolving an appeal of this decision to the environment court. In resolving the appeal, a second ecological compensation site was acquired to provide an ecological corridor connecting the future Precinct North land. Titanium Park now jointly controls 16ha of ecological reserve land which will provide a natural barrier between future residential development and the industrial park as well as serving its important purposes as an environmental solution. The business also completed the delivery of permanent infrastructure obligations for roading and potable water around the airport.

Waikato Regional Airport Limited

Chairman's Foreword (continued)

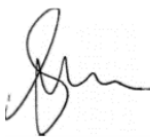
For the year ended 30 June 2024

2025 will see the visionary project of Precinct North come to life after seven years in the making. With all appeal matters now resolved, the private plan change has become operative early in the new financial year. Titanium Park has also completed the purchase of this 100ha land from parent company WRAL, and a launch tenant for the newest Precinct for the airport business park has been secured. A total outlay of over \$30 million will be expensed to activate the first developments of Precinct North over the next two years.

The immediate bright future of the Group is not limited to the property business. Significant progress has been made in developing aeronautical opportunities in both the airline and general aviation sectors we serve. The Hamilton Training Facility will be re-purposed as it has key that make it attractive to aviation operators who are currently engaged exploring how the facility can support their growth aspirations for their presence at Hamilton Airport, most notably from the aero-medical sector.

The Group has also been actively advancing its first credible international airline service in over a decade. Progress at year end was very positive and if successful would result in 100,000 additional passengers passing through the terminal from 2026. A growing catchment in the Central North Island including New Zealand's two fastest growing cities and regional economies, with over one million people living within 90 minutes all provide strong arguments to support a successful launch of viable services. Launching such services demands investment from the airport however much of the basic infrastructure needed remains and was preserved during the recent terminal project, so the financial quantum is not significant.

Hamilton & Waikato Tourism, the regional tourism organisation will also approach the future with a refreshed outlook and new opportunities. The organisation's response to the Local Government long term plan funding challenges is to approach the future with a consolidated focus on domestic visitation for leisure and event-based tourism. Activity will now be targeted at a smaller catchment area, overall reflective of around 20% less funding than in 2024.



Barry Harris
Chair

Waikato Regional Airport Limited

Consolidated Statement of Comprehensive Revenue and Expense

Year ended 30 June 2024

		2024	2023
		\$ '000	\$ '000
Revenue			
Operating revenue	2A	18,845	18,090
Land sales		3,623	14,723
Other gains	2B	1,817	10,861
		24,285	43,674
Expenses			
Operating expenses		(7,474)	(7,337)
Cost of land sales		(764)	(4,633)
Employee benefits expense		(5,528)	(5,079)
Depreciation & amortisation	3A, 3B	(4,809)	(4,419)
Other losses	2B	(581)	(3,043)
Finance costs		(1,511)	(582)
		(20,667)	(25,093)
Net surplus/(deficit) before tax		3,618	18,581
Tax (expense)/credit	4A	(7,106)	(122)
Net surplus/(deficit) after tax		(3,488)	18,459
Other comprehensive revenue & expense			
Revaluation of property, plant & equipment	3A	-	6,919
Tax (expense)/credit	4A	-	(1,671)
Total other comprehensive revenue & expense		-	5,248
Total comprehensive revenue & expense		(3,488)	23,707



The accompanying notes form part of these financial statements

5

Waikato Regional Airport Limited
Consolidated Statement of Changes in Equity
Year ended 30 June 2024

	Share Capital \$ '000	Retained Earnings \$ '000	Revaluation Reserves \$ '000	Total \$ '000
Opening Balance - 1 July 2022	14,860	96,637	99,228	210,725
Net profit/(loss) after tax	-	18,459	-	18,459
Other comprehensive income	-	-	5,248	5,248
Total comprehensive income	-	18,459	5,248	23,707
Dividends paid to shareholder	-	(500)	-	(500)
Closing Balance - 30 June 2023	14,860	114,596	104,476	233,932
Opening Balance - 1 July 2023	14,860	114,596	104,476	233,932
Net profit/(loss) after tax	-	(3,488)	-	(3,488)
Other comprehensive income	-	-	-	-
Total comprehensive income	-	(3,488)	-	(3,488)
Dividends paid to shareholder	-	(500)	-	(500)
Closing Balance - 30 June 2024	14,860	110,608	104,476	229,944



The accompanying notes form part of these financial statements

6

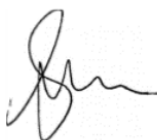
Waikato Regional Airport Limited

Consolidated Statement of Financial Position

As at 30 June 2024

		2024 \$ '000	2023 \$ '000
Current Assets			
Cash and cash equivalents	5B	394	672
Trade and other receivables		1,927	2,679
Inventories		129	39
Development property	3C	16,516	13,833
		18,966	17,223
Non Current Assets			
Property, plant and equipment	3A	159,647	161,942
Investment property	3D	94,590	92,620
Intangible & other non-current assets	3B	855	982
		255,092	255,544
Total Assets		274,058	272,767
Current Liabilities			
Trade and other payables	4B	3,596	6,864
Employee entitlements		711	595
Provisions	4C	-	556
Borrowings	5B	-	20,220
		4,307	28,235
Non Current Liabilities			
Provisions	4C	5,391	5,078
Borrowings	5B	22,790	-
Deferred tax liability	4A	11,626	5,522
		39,807	10,600
Total Liabilities		44,114	38,835
Net Assets		229,944	233,932
Equity			
Share capital		14,860	14,860
Retained earnings		110,608	114,596
Revaluation reserves	5A	104,476	104,476
Total Equity		229,944	233,932

Authorised for issue by the Board of Directors on 24 September 2024



Chairperson



Director



The accompanying notes form part of these financial statements

Waikato Regional Airport Limited
Consolidated Statement of Cash Flows
Year ended 30 June 2024

	2024	2023
	\$ '000	\$ '000
Operating activities		
Receipts from operations	18,325	17,374
Receipts from land sales	3,779	14,574
Payments to suppliers and employees	(12,720)	(12,584)
Payments for construction of development property	(4,030)	(5,994)
Payment of interest	(1,480)	(864)
Payment of income taxes	(2,626)	(1,270)
Net cash from/(used in) operations	1,248	11,236
Investing activities		
Receipts from sale of property, plant and equipment	55	13
Purchases of property, plant & equipment	(3,140)	(13,669)
Purchases of investment properties	(153)	(49)
Purchases of intangible & other assets	(71)	(406)
Net cash from/(used in) investment activities	(3,309)	(14,111)
Financing activities		
Receipts from/(repayments of) borrowings	2,570	3,225
Payments of dividends	(500)	(500)
Net cash from/(used in) financing activities	2,070	2,725
Net change in cash for the period	9	(150)
Add opening cash and cash equivalents balance	71	221
Closing cash and cash equivalents attributable to the Group	80	71
	5B	
Closing cash and cash equivalents attributable to the Group	80	71
Cash and bank balances held in capacity as agent	314	601
Total cash and cash equivalents	394	672
	5B	



The accompanying notes form part of these financial statements

Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

Section One: About our annual report

This section of notes explains how we have prepared the financial statements and the general accounting policies we have applied. More specific policies and judgements we have made are explained in sections 2-4.

1A Reporting entity

Waikato Regional Airport Limited owns and operates Hamilton Airport. Its consolidated financial statements include the results of the Company and its wholly owned subsidiaries:

- Titanium Park Limited (TPL) conducts commercial and industrial property development around the airport precinct.
- Hamilton & Waikato Tourism Limited (HWT) is the Waikato region's official Regional Tourism Organisation and promotes the region as a business and leisure tourism destination both nationally and internationally.
- Waikato Regional Airport Hotel Limited (WRAHL) trading as the Jet Park Hamilton Airport Hotel & Conference Centre.

1B Basis of preparation

These consolidated financial statements have been prepared to comply with:

- Companies Act 1993
- Local Government Act 2002
- Airport Authorities Act 1966

The financial statements are prepared in accordance with Generally Accepted Accounting Practice, which in the case of the Group, is the Public Benefit Entity standards for Public Sector organisations that have less than \$33 million annual expenditure ("Tier 2 PBE Standards"). The Group is eligible to apply Tier 2 PBE Standards, including the Reduced Disclosure Regime as it is not publicly accountable or large.

The financial statements are presented in New Zealand Dollars and rounded to the nearest thousand dollars unless otherwise stated. The Group does not routinely enter into material transactions denominated in foreign currencies. Except as disclosed in the Notes to the Financial statements, all amounts have been recorded using the historical cost measurement basis, on the assumption the Group is a going concern. All amounts presented are shown exclusive of GST, except for amounts owing or receivable where the balance is inclusive of GST.

In preparing the consolidated financial statements, transactions including revenues, expenses and loans occurring between entities and balances owing/receivable between entities at year end in the Group have been eliminated. Individual entity financial statements are adjusted, if necessary, to comply with the Group's accounting policies upon consolidation.

Hamilton & Waikato Tourism is the lead entity for the Thermal Explorer Regional Events Fund, a central government-funded tourism initiative to boost domestic tourism. HWT acts only as an agent for the fund which represents 8 Central North Island RTOs and Local Authorities, therefore revenues and expenses of the fund's trading activity are excluded from the consolidated results of the Group. Any assets and liabilities held by HWT on behalf of the fund in its capacity as an agent are separately identified in the Notes accompanying these financial statements.

Critical estimates and judgements

In preparing financial statements that comply with Tier 2 PBE Standards, the Company has made certain estimates and judgements which have a material impact on the amounts reported, in particular the valuation of Property, Plant & Equipment (Note 3A), carrying value of Intangible Assets (Note 3B); cost of Development Property (Note 3C); valuation of investment Property (Note 3D); and provisions and contingencies in respect of Infrastructure Development (Note 4C).

There have been no material changes in estimate methodologies adopted in the current year.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

1C Specific Accounting Policies

Accounting policies adopted by the Group and critical estimates and judgements made in preparing these financial statements are detailed further in the accompanying notes, in addition to those outlined below.

All accounting policies have been applied consistently to both the current reported period balances and the comparative amounts, and there have been no changes in accounting policies in the current or previous year. Additionally, there have been no material changes arising from the adoption of newly effective accounting standards.

(i) Land Sales

Revenue from sale of development property is recognised when the significant risks and rewards of ownership have passed to the purchaser. This ordinarily coincides with settlement by the purchaser. Upon recognising the sale of development property, the cost of that property and any transaction costs are expensed to net surplus/(deficit).

(ii) Employee benefit expense & Employee entitlements

Employee benefit expense includes all salaries, wages, any performance bonuses paid to staff and contributions to post-employment benefit schemes (e.g. Kiwi Saver). The Group's expense also includes PAYE income tax and other deductions made by the Group. Amounts owing to staff, and any deductions collected but not yet paid, are recognised within the Employee entitlements liability. All Employee entitlements including performance bonus schemes are expected to be settled in the next twelve months, so no discounting adjustment is made.

(iii) Finance Costs

Finance costs include interest incurred on borrowings and other similar charges. Finance costs are expensed except to the extent they relate to borrowings specifically incurred to finance construction of qualifying assets, in which case the finance costs are capitalised as part of the asset's cost. Qualifying assets typically take more than 6 months to construct. Upon completion of the asset construction, capitalisation of further finance costs ceases. During the year ended 30 June 2024, no interest costs were capitalised to property, plant & equipment (2023: \$204,000).

(iv) Trade and other receivables

Trade and other receivables are recorded at their expected realisable value, net of an allowance for balances where collection appears doubtful. Balances receivable by the Group are subject to a provision where there is material uncertainty around collection. No provision was made at 30 June 2024 (2023: none).

(v) Inventory

Inventories include consumables for use in the Group's operations which are recorded at cost, and goods for re-sale in the Group's retail outlets which are recorded at lower of cost or net realisable value when it is identified the selling price will be less than their cost. There have been no material write downs of inventory in the current or previous period.

(vii) Impairment of non-financial assets

All assets not already recorded at fair value are reviewed for indicators of impairment when there are indicators that asset's value may not be recoverable. An impairment loss is recognised when an asset's recoverable value is less than its current carrying value. Impairment losses are recognised in net surplus/(deficit) except to the extent a loss relates to a reduction in the fair value of an asset previously revalued through the Asset Revaluation Reserve, in which case the revaluation reserve is reduced. The recoverable value of an asset is the greater of its disposal value or value in use, being its depreciated replacement cost.



Section Two: About our performance for the year

This section provides information about how we performed for the year including how we derived our revenue and earnings, and how we performed against our Statement of Intent.

2A Operating Revenue

Operating revenue from exchange transactions is recognised when the underlying goods or services have been provided to the customer. Rental income from property leased to customers by the Group is recognised on a straight line basis over the lease term. Amounts received from customers in advance of the underlying goods or services being delivered are deferred initially and recognised within the revenue in advance liability in Note 4B.

Revenue from non-exchange transactions arise when there is no obligation to deliver goods or services directly in return to the funding provider. Revenue is only deferred if there are other substantive performance obligations yet to be met or conditions to return unspent amounts to the funding provider.

	2024 \$ '000	2023 \$ '000
Aeronautical, landing and passenger charges	6,134	5,398
Leases, rentals and concessions	3,673	3,621
Carparking & retail	3,424	3,175
Hotel trading	3,444	3,344
Other	394	231
Total exchange revenue	17,069	15,769
Regional Tourism Organisation funding	1,776	2,321
Total non-exchange revenue	1,776	2,321
Total operating revenue	18,845	18,090



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

2A Operating Revenue (continued)

In addition to its own operating revenue, the Group also receives revenues and incurs expenses in an agency capacity on behalf of other parties. Amounts received in the capacity as an agent, and expenditures incurred in the same capacity, are excluded from the amounts reported in the Consolidated Statement of Comprehensive Revenue and Expense. The Group entered into the following major agency relationships:

- The Group, via its subsidiary Hamilton & Waikato Tourism Limited, was appointed as the lead entity for the Thermal Explorer Regional Event Fund, a fund administered by HWT on behalf of four Central North Island regional tourism organisations. HWT received funding from the Ministry of Business, Innovation & Employment on behalf of the Fund.

- The Group, in connection with its Hotel operation that traded as a Managed Isolation & Quarantine (MIQ) Facility incurred expenditure on behalf of, and received monies from, the Ministry of Health in connection with providing specialist health and security services to guests during the period of its MIQ contract ending early in 2023, in addition to regular hotel accommodation and food and beverage services.

Agency Revenue	2024	2023
	\$ '000	\$ '000
Thermal Explorer Regional Event Fund	820	1,052
Hotel Managed Isolation & Quarantine Contract	-	95
Total agency revenue not recognised	820	1,147

2B Other gains and (losses)

	2024	2023
	\$ '000	\$ '000
Other gains		
Gain on revaluation of investment property 3D	1,817	8,121
Gain on acquisition of property, plant & equipment 3A	-	2,740
	1,817	10,861
Other losses		
Change in provision estimate for infrastructure obligations 4C	(429)	(2,888)
Impairment expense	-	(109)
Loss on disposal of property, plant and equipment	(152)	(46)
	(581)	(3,043)



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

2C Our performance against our financial targets set in our Statement of Intent (Our Statement of Service Performance)

	2024			2023		
	Actual \$ '000	Target \$ '000	Met	Actual \$ '000	Target \$ '000	Met
Earnings performance targets						
Net surplus/(deficit) before tax <i>no less than</i>	2,382	1,000	✓	10,763	6,000	✓
Earnings before tax, interest, depreciation & amortisation (EBITDA) excl Land Sales <i>of at least</i>	5,843	6,000	✗	5,674	4,300	✓
Earnings before tax, interest, depreciation & amortisation (EBITDA) incl Land Sales <i>of at least</i>	8,702	7,500	✓	15,764	11,100	✓
Percentage of non-landing charges to total operating revenue <i>of at least</i>	67%	60%	✓	70%	60%	✓
Land Sales <i>of at least</i>	3,623	3,000	✓	14,723	14,000	✓
Interest coverage ratio <i>of at least</i>	3.9	3.0	✓	9.7	4.0	✓
Cash flow and funding performance targets						
Net operating cash flow excl Land sales <i>of at least</i>	1,499	6,000	✗	2,656	3,500	✗
Net debt <i>a maximum of</i>	22,790	35,000	✓	20,149	30,000	✓
Shareholder value performance targets						
Shareholder funds to total assets <i>of at least</i>	84%	75%	✓	86%	75%	✓

All earnings and profitability financial performance targets exclude the effect of other gains and losses.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

2C Our performance against our non-financial targets set in our Statement of Intent (Our Statement of Service Performance)

Targets are revised to reflect annual objectives, therefore metrics are denoted "n/a" if they were not set in a particular year.

Annual Non-Financial Targets	Comment	Met 2024	Met 2023
Zero WorkSafe notifiable accidents/injuries.	There were no notifiable incidents.	✓	✓
Operate a workplace that fosters employee wellbeing and improving organisational culture, as measured by the Employee Engagement Survey.	The annual staff engagement survey showed positive results.	✓	n/a
Independently review and audit the health and safety system each year.	An independent audit of the Group's health and safety framework was undertaken and all recommendations were implemented.	n/a	✓
To achieve airport certification standards required by the Civil Aviation Authority (CAA) as evidenced by CAA audit reports.	The airport continues to meet all relevant CAA certification standards	✓	✓
Ensure airport is operationally available for all scheduled passenger services (except for uncontrollable events).	There have been no incidences of scheduled flights being operationally impacted by controllable events	✓	✓
Assist airlines to identify opportunities to increase flight schedules and passenger numbers.	The airport made significant progress towards securing new scheduled routes during the year	✓	n/a
Identify and activate new development opportunities within the general aviation sector.	The airport continued to pursue opportunities to tenant the former flight school training centre	✓	n/a
Position and protect the airport as an efficient, cost effective international port.	The airport maintains relevant Customs and Biosecurity approvals to receive adhoc international flights	✓	n/a
Remain collaborative with local authorities and central government agencies for joint infrastructure and transport initiatives.	The airport entered into agreements and joint investment around future three waters and roading infrastructure	✓	n/a
Complete construction of airport infrastructure to support property development and optimisation	The airport remains committed to this development however tenants did not require this in the current or previous year	✗	✗



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

2C Our performance against our non-financial targets set in our Statement of Intent (Our Statement of Service Performance)

Annual Non-Financial Targets	Comment	Met 2024	Met 2023
Develop a MOU with local iwi organisations that provides for a collaborative relationship to future developments that will embrace Te Ao Maori principles and celebrating the rich cultural history of our rohe.	An agreement was progressed during the year however remains under ongoing development	✗	n/a
Reduce Group electricity purchases by at least 20% on 2023 levels (measured in kWh used) upon commissioning of the first stage of the solar farm development.	Due to a delay in commissioning the farm, this metric was not met for the full year	✗	n/a
Reduce Group electricity consumption by 3% on 2022 levels (measured in kWh used) and maintain water consumption level on 2022 levels (measured in Litres used).	Reductions in water and electricity of greater than 3% in each were achieved in 2023. There was no target set for 2022.	n/a	✓
Achieve Level 3 (Optimisation) accreditation to the Airport Council International's Airport Carbon Accreditation programme.	The Airport achieved Level 4 accreditation	✓	n/a
Reduce landfill waste through reduced usage of non-recyclable single-use materials and improved sustainable material usage in construction	Airport food and beverage retail moved to using biodegradable and recyclable single use packaging	✓	n/a
Implement a recovery plan to enable a steady return to pre-COVID key metrics such as occupancy, room rates and customer satisfaction in line with the expectations underlying the achievement of a Qualmark 4 Star rating.	The hotel resumed trading to the public in the 2023 financial year after two years as a MIQ Hotel. The Hotel maintained its Qualmark 4 Star rating and exceeded trading budget during 2023.	n/a	✓



Section Three: About our assets

This section provides information about the assets we own, how much they are worth and how we value and report them on an ongoing basis.

3A Property, Plant and Equipment

Classes of Asset

Property plant and equipment comprises the following classes of assets:

- Land owned by the Group for use in its own operations or retained for strategic purposes
- Buildings owned by the Group for use in its own operations or retained for strategic purposes
- Airport infrastructure, including runways, taxiways, apron areas, reticulated systems, solar generation assets, internal roading and carparking
- Other plant and equipment, including motor vehicles, general plant and equipment, computer & IT equipment and furnishings

Initial recognition

Items of property, plant and equipment are recognised initially at cost. Assets under construction (work in progress) are recognised at cost and are not depreciated until available for use.

Subsequent measurement

- Land is revalued to fair value determined from market based evidence of similar land.
- Buildings and Airport infrastructure are revalued to fair value. Fair value is determined with reference to market valuations where comparable market data exists for the type of asset being valued. If no market information exists, fair value is estimated using an Optimised Depreciated Cost basis.

Valuations are undertaken when the Group estimates there has been a material change in fair value, or at least every 5 years. All valuations are undertaken by independent, professional valuers with experience in the types of assets the Group owns. CBRE Telfer Young undertake land valuations (last full valuation: 2023), Beca Valuations Limited undertake building and airport infrastructure (last full valuations: buildings 2023, infrastructure 2023), except for the Airport Hotel Buildings which are valued by Jones Lange LaSalle (last valuation: 2023) and other Buildings than can be valued with reference to an active market, which are valued by CBRE Telfer Young (last full valuation 2023).

In applying the optimised depreciated replacement cost basis for determining fair value of buildings, assets in relation to Hamilton Airport's former handling of international air services have been optimised to nil fair value as at balance date, the Group has no confirmed plans to realise the economic benefits and service potential of these assets in the foreseeable future.

Changes in fair value including impairment losses are recognised within Other comprehensive revenue & expense except where a revaluation results in a carrying value below the asset's cost, in which case decreases below cost are recognised in net surplus/(deficit) for the period.

Depreciation

Except for land, the cost or valuation of all items of property, plant and equipment are depreciated over their estimated useful lives on a straight line basis

- Buildings - 4-60 years
- Airport infrastructure - 5-100 years
- Other plant and equipment - 3-50 years

Disposals

Upon disposal of an asset, any gain or loss arising between the disposal proceeds and carrying value is recognised in net surplus/(deficit). Any revaluation reserve attributable to the asset is transferred directly to retained earnings.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

3A Property, Plant and Equipment (continued)

	Land	Buildings	Airport Infrastructure	Other Plant & Equipment	Total
	\$ '000	\$ '000	\$ '000	\$ '000	\$ '000
Cost/Valuation					
Cost/Valuation at 1 July 2022	81,253	35,420	24,434	6,144	147,251
Additions	323	13,200	1,622	1,473	16,618
Disposals	-	-	-	(712)	(712)
Revaluation	617	5,846	1,380	-	7,843
Cost/Valuation at 30 June 2023	82,193	54,466	27,436	6,905	171,000
Cost/Valuation at 1 July 2023	82,193	54,466	27,436	6,905	171,000
Additions	-	436	1,610	314	2,360
Disposals	-	-	-	(551)	(551)
Revaluation	-	-	-	-	-
Cost/Valuation at 30 June 2024	82,193	54,902	29,046	6,668	172,809
Accumulated Depreciation & Impairment					
Accumulated Depreciation 1 July 2022	-	(1,011)	-	(3,473)	(4,484)
Depreciation Expense	-	(1,494)	(2,101)	(634)	(4,229)
Disposals	-	-	-	579	579
Revaluation	-	(3,025)	2,101	-	(924)
Accumulated Depreciation 30 June 2023	-	(5,530)	-	(3,528)	(9,058)
Accumulated Depreciation 1 July 2023	-	(5,530)	-	(3,528)	(9,058)
Depreciation Expense	-	(1,612)	(2,345)	(665)	(4,622)
Disposals	-	-	-	518	518
Revaluation	-	-	-	-	-
Accumulated Depreciation 30 June 2024	-	(7,142)	(2,345)	(3,675)	(13,162)
Carrying Value					
30 June 2023	82,193	48,936	27,436	3,377	161,942
30 June 2024	82,193	47,760	26,701	2,993	159,647

At 30 June 2024, airport infrastructure of \$367,000, buildings of \$36,000 and other plant & equipment of \$21,000 remained under construction and were not in use or depreciated. (2023: aeronautical infrastructure \$1,769,000 and other plant and equipment \$66,000).

Included in additions to buildings year ended 30 June 2023 were assets acquired in a non-exchange transaction for consideration of \$360,000. These were recognised initially at their fair value upon acquisition of \$3,100,000, with the corresponding revenue included within Other Gains.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

3B Intangible and other non-current assets

Intangible and other non-current assets comprise:

- Aeronautical designations are consents issued by local authorities that provide regulatory protection for the Group to undertake activities such as extend the airport runway and install approach lighting on neighbouring properties. Assets are recognised initially at the cost obtaining consent from the local authorities, and amortised on a straight line basis over the period of the consents which are between 10 and 15 years (up to 3 years remaining). These assets have been designated as being held in non-cash generating units as the principal purpose is to protect and enhance the future service potential of the airport, over and above generating an economic return.
- Other intangibles have arisen primarily from the acquisition of other business around the airport. They reflect the benefit to the Group of acquiring these businesses with standing contracts and customers and are amortised on a straight line basis over the length of the remaining lives of the contracts which are normally up to 3-6 years. These assets are designated as being held in cash generating units as these businesses were acquired for the primary purpose of generating a profit, rather than to enhance the service potential of the aeronautical business.
- Other assets are recognised initially at the cost of acquisition and amortised on a straight line basis over the expected life of the underlying asset if they have a finite life. Other assets also include investments in other entities where the Group has neither control nor significant influence. Investments are revalued to fair value through other comprehensive revenue and expense where material changes in valuation exist, and the valuation can be reliably estimated. Included in other assets is a 1.40% shareholding acquired during 2023 by the Group in Pyper Vision Limited, a company researching and developing unmanned aerial vehicle (UAV/Drone) and fog dispersal technologies.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

3B Intangible and other non-current assets (continued)

	Aeronautical Designations	Other Intangibles	Other Assets	Total
	\$ '000	\$ '000	\$ '000	\$ '000
Cost				
Cost at 1 July 2022	1,166	1,118	184	2,468
Additions	180	-	250	430
Disposals	-	-	(184)	(184)
Cost at 30 June 2023	1,346	1,118	250	2,714
Cost at 1 July 2023	1,346	1,118	250	2,714
Additions	58	-	-	58
Disposals	-	-	-	-
Cost at 30 June 2024	1,404	1,118	250	2,772
Amortisation				
Accumulated Amortisation 1 July 2022	(678)	(867)	(157)	(1,702)
Amortisation Expense	(95)	(92)	(3)	(190)
Disposals	-	-	160	160
Accumulated Amortisation 30 June 2023	(773)	(959)	-	(1,732)
Accumulated Amortisation 1 July 2023	(773)	(959)	-	(1,732)
Amortisation Expense	(95)	(90)	-	(185)
Disposals	-	-	-	-
Accumulated Amortisation 30 June 2024	(868)	(1,049)	-	(1,917)
Carrying Value				
30 June 2023	573	159	250	982
30 June 2024	536	69	250	855

Included in Aeronautical Designations are costs capitalised toward future and in-progress consent applications of \$345,000 (2023: \$287,000). These costs are not amortised until such time as consents take effect. The Group considers there is low risk of these consents not being granted and therefore no impairment loss is recognised at 30 June 2024 (2023: none).



3C Development Property

The Group, through its subsidiary Titanium Park Limited, undertakes the development of commercial and industrial property for sale. Land held by the Group for development is recognised initially at cost, or carrying value on the date it is designated for development if previously held as Investment property, or Property, plant and equipment. The balance of Development Property includes the costs of land plus costs such as roading and utilities infrastructure as well as consents from regulatory authorities needed to develop subdivisions and interest capitalised on borrowings used to finance development.

Development property is carried at the lower of its cost or its fair value less cost to sell. Fair value less cost to sell is determined by the Group based on contracted future sales prices, and estimates of market value of land not committed to future sale, taking into account sales activity of comparable properties and typical costs incurred in completing sales.

	2024 \$ '000	2023 \$ '000
Opening balance	13,833	11,831
Development costs capitalised	3,434	6,322
Less cost of development property sold	(751)	(4,320)
	16,516	13,833

At 30 June 2024, the Group has 7.4 hectares (2023: 8.1 hectares) available for development and sale.



3D Investment property

Investment properties are land and buildings owned by the Group and held for capital appreciation, or primarily for earning rental income under operating leases. Investment properties are recognised initially at cost then subsequently measured to fair value annually, with changes recognised in net surplus/(deficit).

Fair value is determined by independent, professional valuers Telfer Young Waikato who have experience in the type of Investment properties owned by the Group. Valuations are derived from comparable market data for similar properties.

Included within the Group's portfolio are properties that have been valued based on proposed future subdivision developments. These valuations require a significant degree of judgement and estimate to be made about future events in the process of determining a fair value. Such factors requiring estimate and judgment include assumptions in relation to the following key inputs:

- future private plan change (re-zoning) applications and similar resource consent applications being successful
- future costs of subdivision and development and future market sales prices
- timelines to develop and sell and market rates of return on property development

The outcome of these valuations can be materially sensitive to changes in one or more the key inputs and assumptions, which are reviewed annually by the Group's independent valuer.

	2024	2023
	\$ '000	\$ '000
Opening balance	92,620	84,450
Acquisitions & additions	153	49
Changes in fair value	1,817	8,121
2B	94,590	92,620



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

Section Four: About our obligations and commitments

This section details the future liabilities and commitments we have, and how we have measured and calculated them.

4A Income Tax

Income tax is recognised in net profit/(deficit) except to the extent it relates to items recognised in equity. Income tax expense for the period comprises current tax and deferred tax. Current tax is the estimated income tax payable based on the current period taxable income, plus any adjustments to income tax payable in respect to prior periods.

Deferred tax is the amount of income tax payable or recoverable in future periods in respect of temporary differences and unused tax losses. Temporary differences are differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax losses used in the computation of taxable profit. Deferred tax liabilities are generally recognised for all taxable temporary differences. Deferred tax assets are recognised to the extent it is probable that taxable profits will be available against which the deductible temporary differences or tax losses can be utilised.

During the year ended 30 June 2024, changes in income tax legislation were enacted meaning the Group will no longer be able to claim a deduction for depreciation on buildings for tax purposes, where buildings have useful lives of 50 years or more. This change takes effect from 1 July 2024. This change in legislation has resulted in an increase to deferred tax liability of \$6,522,000 that has been reflected in Tax Expense for the year ended 30 June 2024, and Deferred Tax Liabilities attributable to Property, Plant & Equipment as at 30 June 2024.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

Reconciliation of effective tax rate		2024		2023
		\$ '000		\$ '000
Net surplus/(deficit) before tax		3,618		18,581
Income tax at Group's tax rate	28.0%	(1,013)	28.0%	(5,203)
Effect of tax exempt income	(20.0%)	722	(20.5%)	3,812
Effect of expenditure non-deductible for tax	5.7%	(206)	1.9%	(354)
Change in recoverable depreciation of building assets	180.3%	(6,522)	(9.1%)	1,695
Adjustments in respect of prior periods	2.4%	(87)	0.4%	(72)
Total tax expense/(credit)	196.4%	(7,106)	0.7%	(122)

Tax Expense Composition		2024		2023
		\$ '000		\$ '000
Current tax		(1,002)		(3,308)
Deferred taxes		(6,104)		3,186
Total tax expense/(credit)		(7,106)		(122)

Movement in Deferred Tax Assets/(Liabilities)	1 July 2022	Recognised in Surplus	Recognised in OCRE	30 June 2023
Property, plant and equipment	(7,149)	2,206	(1,671)	(6,614)
Provisions	(58)	1,148	-	1,090
Employee entitlements	111	(8)	-	103
Other	59	(160)	-	(101)
	(7,037)	3,186	(1,671)	(5,522)

	1 July 2023	Recognised in Surplus	Recognised in OCRE	30 June 2024
Property, plant and equipment	(6,614)	(6,121)	-	(12,735)
Provisions	1,090	80	-	1,170
Employee entitlements	103	7	-	110
Other	(101)	(70)	-	(171)
	(5,522)	(6,104)	-	(11,626)



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

4B Trade and other payables

Trade and other payables are recorded initially at their fair value. All amounts are interest free, and expected to be settled in the next accounting period.

	2024	2023
	\$ '000	\$ '000
Trade payables and accrued expenses	1,989	2,948
Revenue received in advance	974	1,601
Thermal Explorer Regional Events Fund Agency Liability	246	305
Income tax payable	387	2,010
	3,596	6,864

4C Provision for Infrastructure Development

Due to the nature of property development undertaken by the Group in connection with the Titanium Park commercial and industrial business park, the Group has a number of actual and potential future obligations to construct (or contribute to the construction of) water supply and reticulation, waste water facilities and roading infrastructure around the Hamilton Airport precinct.

Provisions are recognised at the Group's best estimate of future costs in relation to commitments where a present obligation has arisen, discounted for the expected timing of the construction or contribution being made. The initial cost of a provision is capitalised as part of the asset to which it relates with subsequent changes in the provision due to discounting reflected in net surplus/(deficit).

	2024	2023
	\$ '000	\$ '000
Opening balance	5,634	1,651
Additional obligations and commitments capitalised	-	5,196
Provision utilised	(672)	(910)
Other changes recognised in net surplus/(deficit)	429	(303)
	5,391	5,634

Presentation in Financial Statements

Current Liability	-	556
Non Current Liability	5,391	5,078
	5,391	5,634

The total movement in provisions recognised in net surplus/(deficit) for the year ended 30 June 2024 was an expense of \$429,000 (2023: \$2,888,000).



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

4C Infrastructure Development (continued)

Contingent liabilities are recognised where there is less certainty about the timing, amount or likelihood of a future commitment, and when no present obligation exists. The Group's best estimate of the potential future commitment is disclosed where practicable, but not included within its balance sheet.

Contingent liabilities	2024 \$ '000	2023 \$ '000
Waipa District Council - waste and potable water upgrades	3,287	1,264
Northern Precinct - joint development obligations	6,022	-
Waka Kotahi State Highway 21 - intersection upgrade contribution	unknown	unknown

The potential costs in relation to the Waka Kotahi State Highway 21 Intersection cannot be reliably estimated as the eventual intersection design is dependent on future traffic flow and generation which are outside the control of the Group.

During the year ended 30 June 2024, the Group (via subsidiary Titanium Park Limited, with adjacent landowners) were successful in their application to re-zone 130ha of land adjacent to the airport. Under this agreement, TPL has incurred obligations to contribute to joint roading and water initiatives when called on by other parties to do so. TPL had not received any demand by year end.

4D Commitments

At 30 June 2024, the Group had contractual commitments for capital expenditure of \$351,000 (2023: \$1,033,000).

4E Events subsequent to balance date

Subsequent to balance date, the Group entered into an agreement with Jetstar for the resumption of international air services during 2025. This agreement is an indicator that property, plant and equipment assets in relation to the international terminal that had previously been revalued to a fair value of nil, are no longer impaired. The Group is in the process of calculating the amount of the impairment reversal however a reliable estimate of this cannot be made at this early stage.

Subsequent to balance date, the Group completed the inter-company sale and purchase of \$67.7 million of investment property from its parent company to subsidiary Titanium Park Limited in connection with its future Precinct North industrial development.



Section Five: About how we are funded and our shareholder value

This section gives information about our shareholders including their shareholdings and how their interest in the Group has grown in value.

5A Equity

Share Capital

The shareholding of Waikato Regional Airport Limited at 30 June 2024 was:

	Ordinary Shares	Percentage
Hamilton City Council	2,486,752	50.0%
Waipa District Council	777,110	15.6%
Waikato District Council	777,110	15.6%
Matamata Piako District Council	777,110	15.6%
Otorohanga District Council	155,422	3.2%
	4,973,504	100.0%

There were no changes in shareholding during the year (2023: none). All shares are fully paid and carry equal rights to vote and share the net assets of the Company. The shares have no par value, nor any fixed dividend rights.

Asset Revaluation Reserve

The accumulated, unrealised gains in asset revaluation are accumulated in the Asset revaluation reserve and are attributable the following asset classes:

	2024 \$ '000	2023 \$ '000
Land	70,273	70,273
Buildings	10,474	10,474
Airport Infrastructure	23,729	23,729
	104,476	104,476



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

5B Cash and Borrowings

Cash and cash equivalents comprise cash on hand and bank accounts held with reputable retail banks in New Zealand. This balance also includes overdraft facilities used for working capital purposes and set off facilities between account balances among Group entities.

Borrowings are longer term debt facilities held with retail banks in New Zealand used to finance capital and investment requirements.

Borrowings	2024	2023
	\$ '000	\$ '000
Current portion - due within 12 months	-	20,220
Non-current portion - due between 12 and 24 months	-	-
Non-current portion - due between 24 and 36 months	22,790	-
Total drawn borrowing facilities	22,790	20,220
Undrawn bank overdraft facilities	565	731
Undrawn term borrowing facilities	16,210	8,780
Total unutilised borrowing and overdraft facilities	16,775	9,511

The weighted average interest rate on borrowings at year end was 7.70% (2023: 5.84%). All borrowings and overdraft facilities are held with the Bank of New Zealand and are secured by way of a general security agreement and mortgages over certain land, buildings, and investment properties. The facilities have a maturity date of 17 November 2026.

Cash and cash equivalents	2024	2023
	\$ '000	\$ '000
Cash and bank/(bank overdraft) balances held by the Group	80	71
Cash and bank balances held in capacity as agent	314	601
Total cash and cash equivalents	394	672

The Group, via its subsidiary Hamilton & Waikato Tourism, held cash of \$314,000 at 30 June 2024 (2023: \$601,000) in an agency capacity on behalf of the Thermal Explorer Regional Events Fund. The corresponding liability is recognised as a component of trade and other payables in Note 4B.



Section Six: Corporate Governance and Management

Section Six provides details about remuneration provided to the Group's Directors and Key Management Personnel, as well as details of transactions that took place with related parties

6A Related parties

The following transactions took place with entities and individuals related to the Group

	2024	2023
	\$ '000	\$ '000
Remuneration		
Directors	313	242
Number of directors	7	9
Key management personnel	1,061	967
Number of personnel (full time equivalent)	4	4
Other		
Transactions in which directors declared an interest	240	267

Transactions carried out between the Group and its related parties arise from interests declared by directors. These transactions were for purchases of IT-related goods and services (2024: \$187,000, 2023: \$262,000) and utility infrastructure (2024: \$53,000, 2023: \$5,000) in the normal course of the Group's business on normal commercial terms.



Waikato Regional Airport Limited

Notes to the Consolidated Financial Statements

Year ended 30 June 2024

6B Directors Holding Office

	Director Fees	
	2024	2023
	\$ '000	\$ '000
Waikato Regional Airport Limited		
Barry Harris (Chair)	60	60
Margaret Devlin	33	33
Gerard Gilmore	33	33
Kate Searancke (retired November 2023)	14	33
Rena Smart	33	33
Titanium Park Limited		
Barry Harris (Chair)	33	-
Margaret Devlin	17	-
Gerard Gilmore	17	-
Kate Searancke (retired November 2023)	6	-
Rena Smart	17	-
Hamilton & Waikato Tourism Limited		
Richard Leggat	22	22
Steven Gow	14	14
Gus Gilmore (appointed October 2022)	14	10
Margaret Devlin (retired October 2022)	-	4
Mark Morgan	-	-

The Directors of the Parent Company (WRAL) are also the Directors of subsidiary Waikato Regional Airport Hotel Limited under a common Board of Directors. The Directors of the Parent Company (WRAL) formed a separate Titanium Park Limited Board of Directors from 1 August 2023.

In addition to Director Fees paid, Margaret Devlin received \$5,500 for Chairing the Group's Audit & Risk Committee in 2024 (2023: \$5,500).



6C Employee Remuneration

The numbers of employees outlined below received remuneration including salaries and performance bonuses exceeding \$100,000:

	2024	2023
\$410,000-\$419,999	1	-
\$390,000-\$399,999	-	1
\$240,000-\$249,999	1	-
\$230,000-\$239,999	1	-
\$220,000-\$229,000	-	1
\$200,000-\$209,999	-	1
\$150,000-\$159,999	2	-
\$140,000-\$149,999	1	2
\$130,000-\$139,999	1	-
\$120,000-\$130,000	1	1
\$110,000-\$119,999	-	2
\$100,000-\$109,999	3	2

6D Auditor

Pursuant to the Local Government Act 2002, KPMG is the auditor of the Group on behalf of the Auditor General. KPMG were paid \$224,000 for the audit of the Group and subsidiary financial statements (2023: KPMG, \$211,000).





INDEPENDENT AUDITOR'S REPORT

TO THE READERS OF WAIKATO REGIONAL AIRPORT LIMITED'S GROUP FINANCIAL STATEMENTS AND PERFORMANCE INFORMATION FOR THE YEAR ENDED 30 JUNE 2024

The Auditor-General is the auditor of Waikato Regional Airport Group (the Group). The Auditor-General has appointed me, Glenn Keaney, using the staff and resources of KPMG, to carry out the audit of the financial statements and the performance information of the Group on his behalf.

Opinion

We have audited:

- the financial statements of the Group on pages 5 to 12 and 16 to 30, that comprise the consolidated statement of financial position as at 30 June 2024, the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year ended on that date and the notes to the financial statements that include accounting policies and other explanatory information; and
- the performance information of the Group on pages 13 to 15.

In our opinion:

- the financial statements of the Group on pages 5 to 12 and 16 to 30:
 - present fairly, in all material respects:
 - its financial position as at 30 June 2024; and
 - its financial performance and cash flows for the year then ended; and
 - comply with generally accepted accounting practice in New Zealand in accordance with the Public Benefit Entity Reporting Standards applying the Reduced Disclosure Regime; and
- the performance information of the Group on pages 13 to 15 presents fairly, in all material respects, the Group's actual performance compared against the performance targets and other measures by which performance was judged in relation to the Group's objectives, for the year ended 30 June 2024.

Our audit was completed on 24 September 2024. This is the date at which our opinion is expressed.

The basis for our opinion is explained below. In addition, we outline the responsibilities of the Board of Directors and our responsibilities relating to the financial statements and the performance information, we *comment on other information*, and we explain our independence.



Basis for our opinion

We carried out our audit in accordance with the Auditor-General's Auditing Standards, which incorporate the Professional and Ethical Standards and the International Standards on Auditing (New Zealand) issued by the New Zealand Auditing and Assurance Standards Board. Our responsibilities under those standards are further described in the Responsibilities of the auditor section of our report.

We have fulfilled our responsibilities in accordance with the Auditor-General's Auditing Standards.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of the Board of Directors for the financial statements and the performance information

The Board of Directors is responsible on behalf of the Group for preparing financial statements and performance information that are fairly presented and that comply with generally accepted accounting practice in New Zealand.

The Board of Directors is responsible for such internal control as it determines is necessary to enable it to prepare financial statements and performance information that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements and the performance information, the Board of Directors is responsible, on behalf of the Group for assessing the Group's ability to continue as a going concern. The Board of Directors is also responsible for disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless there is an intention to liquidate the Group or to cease operations, or there is no realistic alternative but to do so.

The Board of Directors' responsibilities arise from the Local Government Act 2002.

Responsibilities of the auditor for the audit of the financial statements and the performance information

Our objectives are to obtain reasonable assurance about whether the financial statements and the performance information, as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion.

Reasonable assurance is a high level of assurance, but it is not a guarantee that an audit carried out in accordance with the Auditor-General's Auditing Standards will always detect a material misstatement when it exists. Misstatements are differences or omissions of amounts or disclosures, and can arise from fraud or error. Misstatements are considered material if, individually, or in the aggregate, they could reasonably be expected to influence the decision of readers taken on the basis of these financial statements and the performance information.

For the budget information reported in the performance information, our procedures were limited to checking that the information agreed to the Group's statement of intent.

We did not evaluate the security and controls over the electronic publication of the financial statements and the performance information.

As part of an audit in accordance with the Auditor-General's Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. Also:

- We identify and assess the risks of material misstatement of the financial statements and the performance information, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of the internal control.
- We obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- We evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- We evaluate the appropriateness of the reported performance information within the Group's framework for reporting performance.
- We conclude on the appropriateness of the use of the going concern basis of accounting by the Board of Directors and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements and the performance information or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- We evaluate the overall presentation, structure and content of the financial statements and the performance information, including the disclosures, and whether the financial statements and the performance information represent the underlying transactions and events in a manner that achieves fair presentation.
- We obtain sufficient appropriate audit evidence regarding the financial statements and the performance information of the entities or business activities within the Group to express an opinion on the consolidated financial statements and the consolidated performance information. We are responsible for the direction, supervision and the performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify in our audit.

Our responsibilities arise from the Public Audit Act 2001.

Other Information

The Board of Directors is responsible for the other information. The other information comprises the information included on pages 2 to 4 but does not include the financial statements and the performance information, and our auditor's report thereon.

Our opinion on the financial statements and the performance information does not cover the other information and we do not express any form of audit opinion or assurance conclusion thereon.



In connection with our audit of the financial statements and the performance information, our responsibility is to read the other information. In doing so, we consider whether the other information is materially inconsistent with the financial statements and the performance information or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on our work, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Independence

We are independent of the Group in accordance with the independence requirements of the Auditor-General's Auditing Standards, which incorporate the independence requirements of Professional and Ethical Standard 1: *International Code of Ethics for Assurance Practitioners* issued by the New Zealand Auditing and Assurance Standards Board.

Other than the audit, we have no relationship with, or interests in, the Group.

A handwritten signature in blue ink, appearing to read 'G. Keaney'.

Glenn Keaney
KPMG
On behalf of the Auditor-General
Tauranga, New Zealand



**The Mighty
Waikato**
Where magic runs deep

Hamilton City Council
Year End Report – July 2023 to June 2024

**Hamilton
& Waikato
Tourism**

Item 7

Attachment 3

Regional Insights

(Jul23–Jun24)



Activity overview

(Jul23 – Jun24)

Item 7



Attachment 3



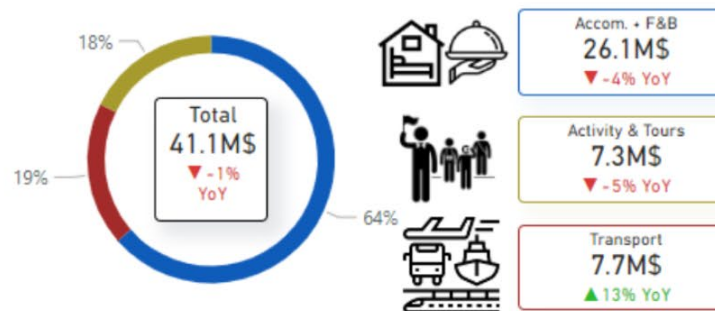
Visitor sector employment

Month Overview - Jun '24

Filled Tourism Jobs



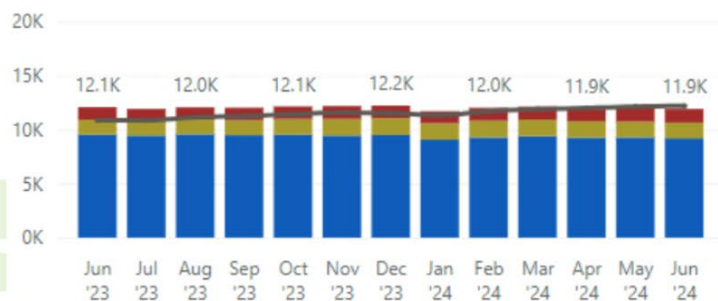
Tourism Employment Earnings



Monthly Trends - 13 Months to Jun '24

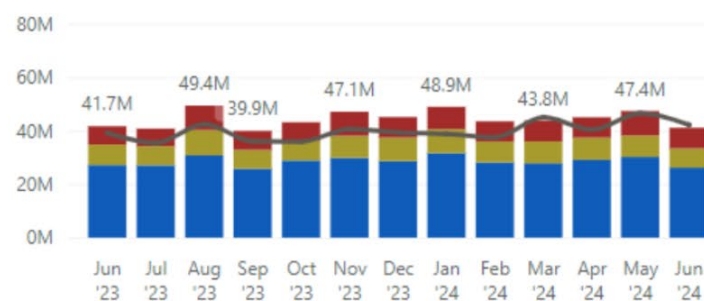
Filled Tourism Jobs

● Accommodation + F&B ● Activity & Tours ● Transport ● Total Previous Year



Tourism Employment Earnings

● Accommodation + F&B ● Activity & Tours ● Transport ● Total Previous Year



The Mighty Waikato

Where magic runs deep

Hamilton Insights

Commercial Accommodation

64.3% occupancy (NZ: 54.4%)

1.9 Average nights stayed

524,500 guest nights

Year End May 2024

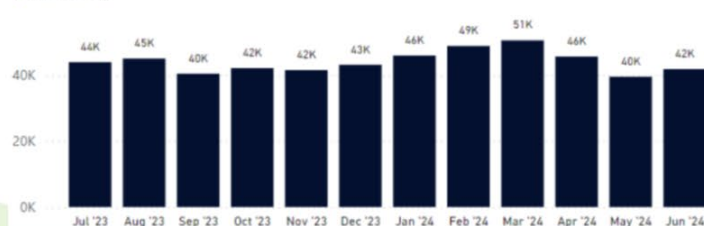
Monthly Average Occupancy Rate by TA

● Hamilton City



Total Guest Nights by TA

● Hamilton City



Accommodation Data Plan (ADP): year ending June 2024 (MBIE)

(Jul23-Jun24)

Visitor Spend

Total Domestic Spend (\$M) -
YE Jun '24

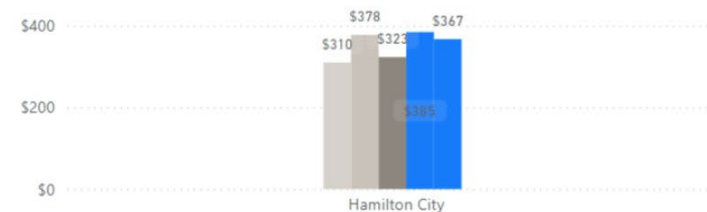
\$367.2

▼ -4.5%
YoY Change

6.9%
Market Share (12 Months)

4
RTO Rank

12 Months Ending Oct... ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



Total International Spend (\$M) -
YE Jun '24

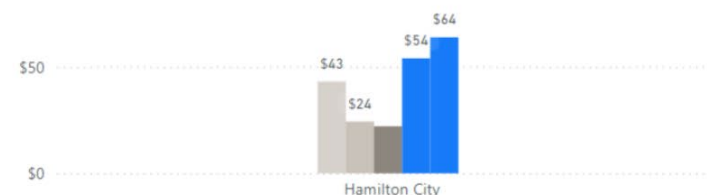
\$63.8

▲ 18.3%
YoY Change

3.2%
Market Share (12 Months)

6
RTO Rank

12 Months Ending Oct... ● 2020 ● 2021 ● 2022 ● 2023 ● 2024



The Mighty Waikato

Where magic runs deep

Tourism Electronic Card Transactions (TECT): year ending June 2024 (MBIE)

Item 7

Attachment 3

The Mighty Waikato

Where magic runs deep

Kia kaha



Find out more:
waikatonz.com

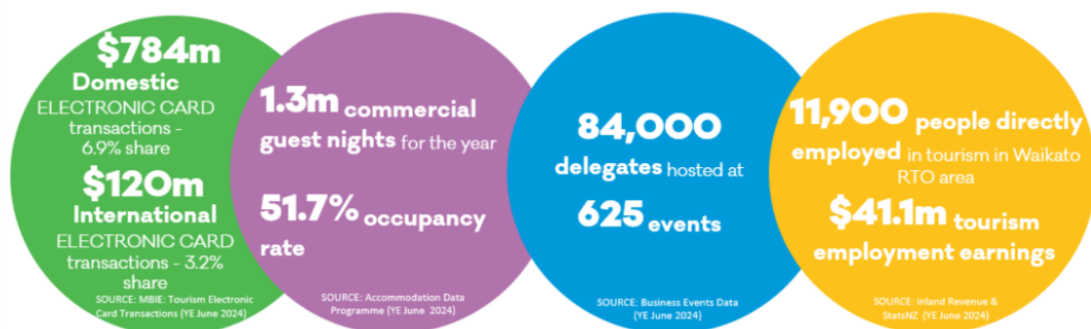
Report to Hamilton City Council 1 July 2023 – 30 June 2024

Hamilton & Waikato Tourism (HWT) is the region's Regional Tourism Organisation (RTO) whose role is to generate competitive economic benefit through visitor sector strategies focused on increasing visitor length of stay and spend.

Hamilton & Waikato Tourism is a subsidiary company under the Council Controlled Organisation (CCO) of Waikato Regional Airport Limited. It has a commercial board with Richard Leggat appointed as the Chair in December 2021.

HWT is funded through a public/private partnership with the region's tourism industry and six local authorities including Hamilton City, Matamata-Piako, Ōtorohanga, Waikato, Waipā and Waitomo. This report covers the financial year from 1 July 2023 through to 30 June 2024 – the final year of the three-year Service Level Agreement.

KEY HIGHLIGHTS (July 2023 to June 2024)





EXECUTIVE SUMMARY

Despite much of the year being disrupted through the Long Term Plan processes across six councils and uncertainty of the organisations ongoing viability, the team remained committed to delivering our regular mahi, ensuring we continue to build a visitor sector that provides economic, social and cultural wellbeing for our communities.

A range of domestic marketing campaigns have been activated during the year – Matariki, Winter Warmers, Berry campaign, Summer Magic, Summer Events Guide, Chinese New Year, Hamilton-Christchurch airport JV and Always-On activity. HWT PR/Media activity in the period including outlets such as Kia Ora, Cuisine, NZ Herald, Stuff, Escape (AU) and Malaysian Influencers.

We assisted with 20 regional conference bids in the year; two of which were international conference bids, with one of these won. We won ten regional bids, lost nine with one still pending. Lack of higher end and overall accommodation availability continues to be a factor in some decision making. The announcement of two hotels being developed in Hamilton has sparked interest in 2026 onwards. Amidst bidding for events, the team have provided advice, recommendations, support and guidance to 55 event professionals looking to host their business event in our region.

We continued to offer a range of capability building opportunities and support to businesses who operate in the visitor sector across the region. We have a range of new tools published on our website; held two industry symposia in the year; provided data and insights to key stakeholders; and visited operators for one-on-one support across the region.

During the year we have met and trained 1,874 travel trade (ie: travel agents, wholesalers). This included visits to countries such as Australia, America, England and Singapore, online presentations and webinars and key trade events such as eXplore and TRENZ. 146 travel sellers have also famil'ed the region from the following markets: North America, UK/Germany, Southeast Asia, Japan, Australia. In total 2,020 global travel sellers have been educated about/experienced what the Waikato has to offer to international travellers.

Collectively our paid campaigns and PR/Media activity reached more than 24.5million people throughout the year.

As mentioned above, the Long Term Plan process commanded a large amount of time during this reporting period. The process and time involved in advocating and lobbying for ongoing funding has been immense. We thank Hamilton City Council for reinstating our funding the full amount. Meanwhile, we have had reductions from all other councils. The organisation remains viable but with significant changes for the next financial year and Long Term Plan period.

PERFORMANCE TARGETS

Hamilton & Waikato Tourism (HWT) have eight performance targets which are set in the 'Schedule of Services for Local Government 2023-2024'. The results are provided below.

KPI	Result
INDUSTRY CONTRIBUTION <ul style="list-style-type: none"> Grow industry contribution to \$200,000 (Measure: HWT activity tracking and financial reports) 	<ul style="list-style-type: none"> Partnership \$154,000 Visitor Guide \$74,500 Symposium Tickets \$5,638 HCC Tiaki JV \$50,000 Total \$284,138 PLUS In-Kind \$83,491
COMMERCIAL ACCOMMODATION <ul style="list-style-type: none"> Grow <u>market share</u> of guest nights to 4% (currently 3.5%) (Measure: Accommodation Data Programme) 	<ul style="list-style-type: none"> 3.1% for YE June 2024
VISITOR EXPENDITURE <ul style="list-style-type: none"> Grow <u>market share</u> of domestic spend to 8% (currently 6.3%) Grow <u>market share</u> of international spend to 4% (currently 3.5%) (Measure: Tourism Electronic Card Transactions) 	<ul style="list-style-type: none"> 6.9% for YE June 2024 3.2% for YE June 2024
BUSINESS EVENTS <ul style="list-style-type: none"> Grow <u>market share</u> of total business events to 10% (currently 9%) Grow <u>market share</u> of total delegate days to 6% (currently 5%) (Measure: Business Events Data Programme) 	<ul style="list-style-type: none"> 8.7% as of June 2024 5.4% as of June 2024
MEDIA AND TRAVEL TRADE ACTIVITY <ul style="list-style-type: none"> 10 media outlets hosted 150 travel trade trained or hosted (Measure: HWT activity tracking) 	<ul style="list-style-type: none"> 22 media outlets hosted 1,874 trade trained and 146 trade hosted (total 2,020)
CAPABILITY BUILDING <ul style="list-style-type: none"> Provide support to operators to gain Qualmark; aim for 80 operators with Qualmark (currently 69) Deliver two industry symposia in the year, with target of 100 attendees at each event (Measure: Qualmark report and HWT activity tracking) 	<ul style="list-style-type: none"> 78 and 6 with Provisional Licences (as of 30 June 2024) Nov 2023 Symposium – 93 registered/84 attended April 2024 Symposium – 104 registered/90 attended
<ul style="list-style-type: none"> complete not quite met not met 	



DESTINATION MANAGEMENT

Destination management brings together different stakeholders to achieve the common goal of developing a well-managed, sustainable visitor destination. It is an ongoing process that requires destinations to plan and considers the social, economic, cultural and environmental risks and opportunities.

Adopting a destination management approach enables communities and destinations to respond to changing conditions and determine the type of tourism they would like to have and the benefits they would like to receive, taking an active role in managing these.

Destination management requires a holistic and integrated approach across the following 16 components:



The 12-page Destination Management Plan “[Snap Shot](#)” is available on our website. The document provides operators with a brief description of what the management plan entails and how their tourism activities contribute to achieving the common goal of developing a well-managed, sustainable visitor destination.

For each section of our report, we’ll indicate which of the 16 components this work is aligning to.

Insights overview

DATA,
RESEARCH &
ANALYSIS

ATTITUDES

MEASURING
SUCCESS

DISRUPTION IN DATA: MBIE has restored Tourism Electronic Card Transactions (TECTs) data as of 31 May 2024. This data will serve as an interim measure until the Monthly Regional Tourism Estimates (MRTes) are back online. As part of Stats NZ ongoing efforts to streamline data collection and production processes, Data Ventures (their commercial arm) was disestablished in December 2023, resulting in the discontinued visitation insights and services provided by Data Ventures.

New Zealand at a glance

- **Strong revenue and visitor numbers:** International tourism surged to become the second-highest national export earner behind dairy, reaching a total value of \$11.2 billion by YE March 2024.
- **Nearing pre-pandemic levels:** Compared to pre-pandemic times (adjusted for inflation), visitor spending has recovered to a significant 80% (\$8.9 billion). Visitor numbers are also on a strong comeback path, reaching 82% of pre-pandemic levels.
- **Shifting visitor trends:** Growth in visitor spending is keeping pace with the rise in visitor arrivals. This indicates a return of higher-spending visitors, such as those from China and those on business or holiday trips.
- **Normalisation of visitor types:** The proportion of budget-conscious visitors, like those staying with friends and family or Australian visitors, is decreasing after a temporary rise during the past two years. This trend suggests a return to pre-pandemic visitor demographics.



International Arrivals¹

Overseas visitor arrivals to New Zealand totalled 3.2 million for the year ended June 2024. This was up 676,000 (27 percent) on last year. The rise in visitor arrivals was mostly driven by China, the United States, and Australia. Despite the increase, overseas visitor arrivals for the year ended June 2024 were 17 percent lower than the record for the year ended June 2019 year of 3.9 million.

For the June 2024 year, Australia was the main source of visitor arrivals, followed by the United States, China, the United Kingdom, and India.

The Mighty Waikato at a glance

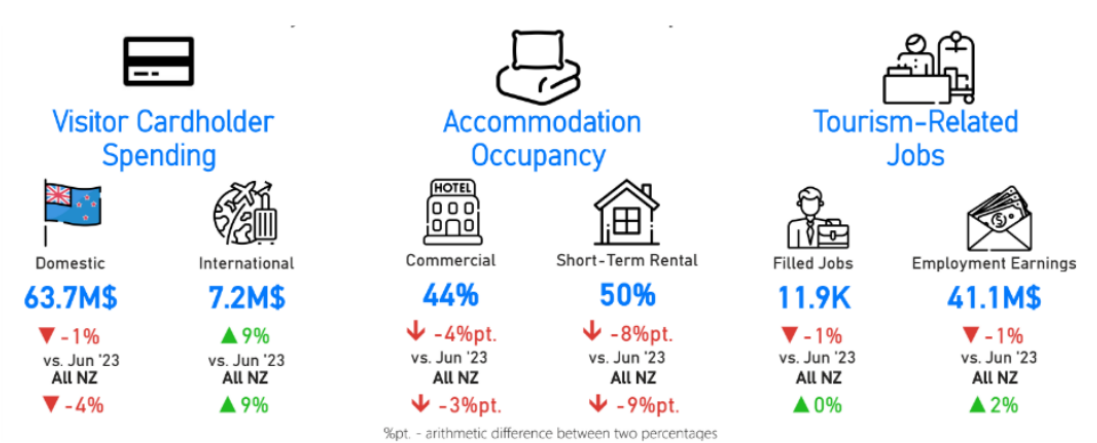
Tourism data for June shows mostly stable performance for the Mighty Waikato. Domestic visitor spending and tourism employment in selected industries remained consistent with June 2023. Although total accommodation usage declined slightly year-over-year (YoY), visitor spending increased moderately in the international visitor market.

International visitor spending rose by +9% YoY, despite a slight decline in overnight stays (guest nights: -4% YoY), indicating that international visitors are spending more on average.

While domestic visitor spending remained stable, year-end figures show a slight increase of +3%, marking the strongest year-end growth in domestic visitor spending among Central North Island RTOs.

Total guest nights in commercial accommodation dropped slightly, but the number of active establishments increased by +9% YoY, resulting in a -4%pt drop in occupancy.

In tourism-related employment, the number of filled jobs in ‘Accommodation and Food and Beverage Services’ fell by -4% YoY, while jobs in ‘Activity & Tour Services’ and ‘Transport Services’ grew moderately by +10% and +5%, respectively.



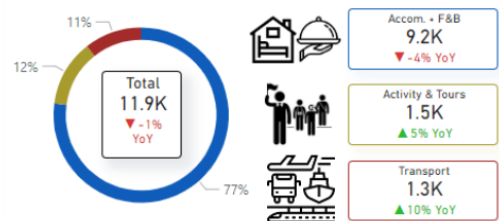
Economic Indicators for Waikato Region²

Growth: Transport services (coaches, cruises) led the surge with a +13% increase in employment earnings, injecting significant capital into the local economy.

Challenges: The accommodation and activity & tour sector, likely more reliant on discretionary spending, dipped slightly (-4% and -3%) in earnings. This suggests tourists might be spending less on extras like extended stays or restaurant meals.

Month Overview - Jun '24

Filled Tourism Jobs



Tourism Employment Earnings



Domestic Visitor Spend⁴

Monthly spend June 2024: Domestic visitors spent \$63.7 million in June, an increase of 5.4% on the previous month, and a slight decrease of 0.7% on the same time last year. Waikato ranked 4th highest among all 31 RTOs in terms of TECT spend. Waikato, Auckland and Bay of Plenty were the top spenders in the region. Waikato captured 7.7% of the domestic visitor spending market share.

Year-end spend June 2024: Domestic visitors spent a total of \$784 million in Waikato throughout the year, maintaining the same level as last year. This consistency secured Waikato a 6.9% share of the domestic visitor market. Visitors from within Waikato, Auckland, and Bay of Plenty contributed the most to this total.

Captured Monthly Visiting Cardholder Spend (NZ \$)

Previous 12 Month Period Latest 12 Month Period 2019



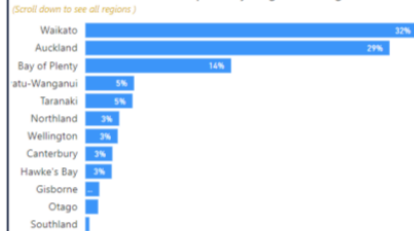
Market Share - Latest Period (%)



Last Month % TECT Visitor Spend by ANZSIC Product Category



Last Month % TECT Visitor Spend by Region of Origin

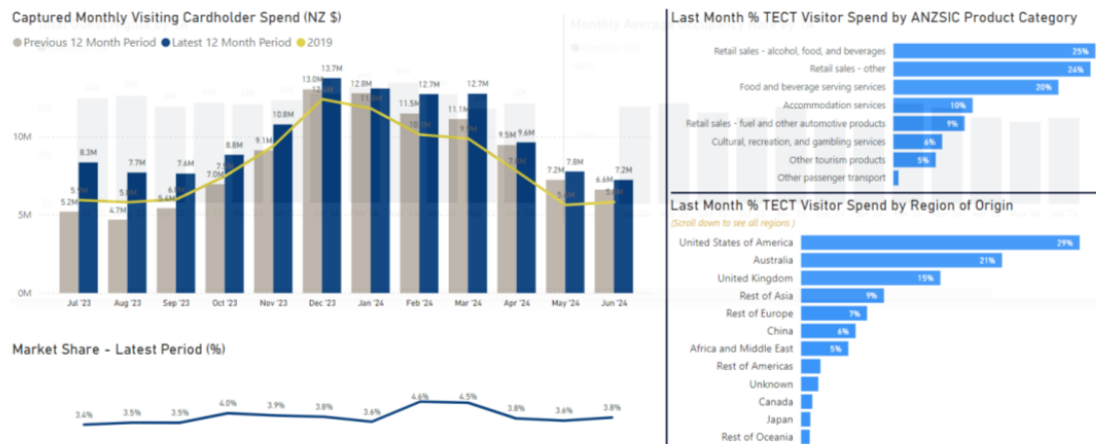




International Visitor Spend in Waikato Region⁴

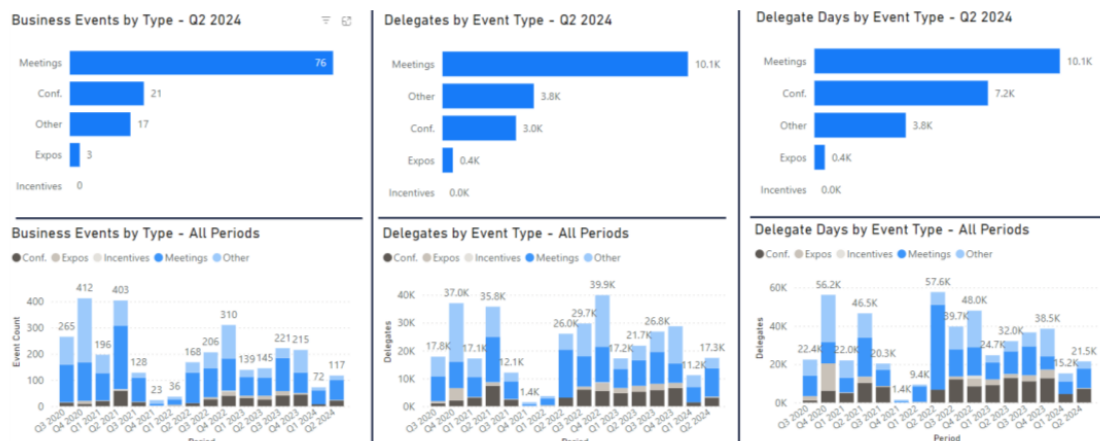
Monthly spend June 2024: International visitors contributed \$7.2m in June 2024 to Waikato's economy, a 9.4% increase from same time last year. Of all 31 RTOs, HWT ranked 5th highest in TECT spend. Waikato secured 3.8% of international visitor spend market share.

Year-end spend June 2024: International visitors delivered a significant boost to Waikato's economy in 2024, spending a total of \$120.1m. This represents a 43.6% increase compared to the previous year. Visitors from the United States, Australia, and the United Kingdom led the pack in terms of spending.



Business Events in Waikato Region⁶

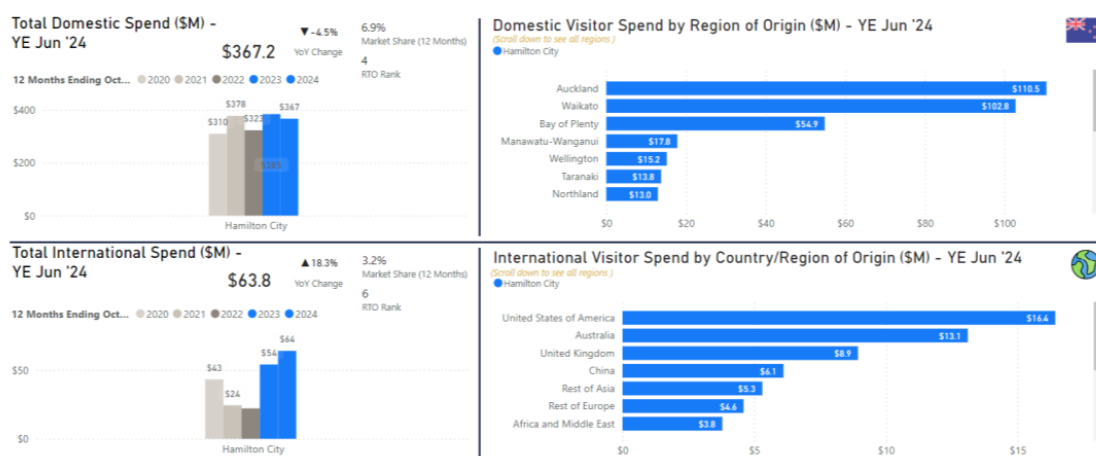
In Quarter 2 of 2024, Waikato's Business Events sector held 117 events, hosting 17,000 delegates which equated to 21,000 delegate days. Overall, Waikato achieved 7.2% market share of events in NZ. **Over the past 12 months,** Waikato hosted 8.7% of NZ events, 626 events in total. These events hosted 84,036 delegates, 7.1% market share.



Hamilton City TECT Visitor Spend⁴

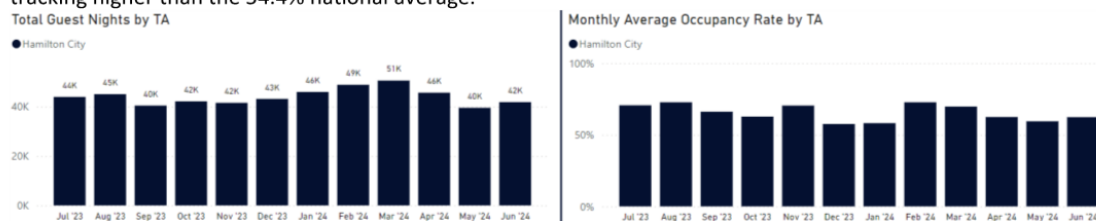
Domestic Spend: Domestic visitors spent \$367.2m in Hamilton City's economy year ending June 2024, reflecting a minor 4.5% decrease compared to the same period last year. Despite the decline, the region secured the 4th highest position among all 31 RTOs in terms of TECT spend. Visitors from Auckland, Waikato and Bay of Plenty contributed the most to Hamilton City's domestic visitor spending.

International Spend: International visitors contributed \$63.8m year ending June 2024 to the local economy, a significant 18.3% increase compared to the same time last year, collectively positioning the region 6th out of 31 RTOs in terms of TECT spend.



Commercial accommodation in Hamilton City

Hamilton city's commercial sector reported 524,500 guest nights for the year end June 2024. International visitors contributed 17% to the total guest nights. Hamilton City maintained a 64.3% occupancy rate for the year to June, tracking higher than the 54.4% national average.



1 – StatsNZ International Visitor Arrivals covers the number and characteristics of overseas visitors and New Zealand resident travellers (short-term movements) entering or leaving New Zealand. 2 – HWT Insights Dashboard is produced and monitored by Vistr Limited on behalf of HWT. Datasets are sourced and aggregated by Vistr from a number of industry standard sources along Vistr's proprietary datasets. 3 – Employment data of select tourism industries is used as an economic indicator of tourism's contribution to the regional economy. The data represents employment in select tourism industries, but not overall tourism employment. The number of filled jobs and the amount of employment earnings is presented by select tourism industries - Accommodation and Food and Beverage Services; Activity, Travel and Tour Services; Transport Services. 4 – The Tourism Electronic Card Transactions (TECTs) were established by MBIE as an interim replacement for the MRTs. The MRT series was disrupted by COVID-19, as the methodology for weighting the measured electronic card transaction spend up to the whole of industry spend became unusable. The TECTs instead aim to present the measured electronic card transactions (ECT) attributable to tourism but without any attempt to represent the total spend. This method is considered to be the best way to provide spend data to the industry while travel is severely affected by COVID-19 border restrictions. Users need to be aware of the limitations of this approach, as set out in this notice. 5 – Commercial accommodation data is based on the accommodation data programme which has varying levels of coverage both region by region and month by month. Hence all figures should be read as "figures from participating venues" as opposed to absolute. STR figures come from AirDNA were supplied or AIC data. 6 – The Business Events Data Plan (BEDP) is provided by Fresh Info. BEDP was co-funded by RTNZ and MBIE, with RTOs contributing annually for access. As per the ADP, venues are not obliged to provide their data.



Leisure, Media and Trade
Marketing

BRAND POSITIONING	TARGET MARKETS	ATTITUDES	MARKETING & PROMOTION (awareness)
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Domestic Campaigns

Matariki 2023

- Through June-July HWT were in market to promote visiting the Waikato during our newest public holiday and long weekend and throughout the period of Matariki.
- This campaign profiled experiences, accommodation and activities as well as all the fantastic events that took place through Matariki ki Waikato including several paid and free events. Working in partnership with Matariki ki Waikato activity targeted Waikato residents and key drive markets via digital channels, a printed supplement and print ads.
- This 2023 activity was primarily funded by central Government funding before the funding period ended. Future Matariki activity will be reduced.

Winter Warmers Campaign 2023 and 2024

- To encourage travel to the Waikato over the winter period, we ran two mini ‘Waikato Winter Warmers’ campaigns in August 2023 and June 2024, highlighting relaxing, indulgent winter escapes.
- The campaign targeted key drive markets, Auckland, Bay of Plenty and Taranaki, and reminded travellers that there is still plenty of ways to enjoy time in the Waikato over the winter period despite the cooler weather.

Hamilton – Christchurch Campaign

- Alongside Hamilton Airport and Air New Zealand we collaborated on a campaign to highlight the Christchurch to Hamilton route. This campaign was designed to encourage leisure travel to the Waikato, increase patronage on the Christchurch to Hamilton services and highlight what the Waikato has to offer leisure visitors.
- A series of out-of-home ads ran at Christchurch Airport and across Christchurch CBD with supporting digital ads on the NZ Herald site in September and early October.

Berry Campaign

- Identified as an opportunity in our Food & Beverage Development Plan, the Waikato is one of the largest berry growing regions in the country. There is also a growing trend regarding provenance and farm related experiences.
- A small campaign highlighting this was undertaken in Nov-Dec across Facebook to Waikato residents to build knowledge of what’s available here including PYO locations, dining establishments featuring berries on the menu, real fruit ice cream purveyors and fresh local berry retailers.
- This 2023 activity was primarily funded by STAPP funding before the funding period ended. Future Berry campaign activity will be reduced.

Always on Facebook

- Alongside our impact marketing campaigns, we continue to run a series of ads across Facebook and Google on an ongoing ‘always on’ basis.
- This ongoing activity has ads designed for a local Waikato audience as well as visitors from key drive and fly markets.
- The focus of ads is based around walking, experiences, cycling, food and events and features our HWT partners throughout.
- Matariki 2024 and Matariki ki Waikato was also featured as part of the always-on suite of online ads during June 2024.



Summer Magic Campaign

- Our Summer campaign – aimed at encouraging travel to the Waikato over the months of late January– March/April launched in mid-January.
- Targeting key drive and fly markets, Auckland, Bay of Plenty, Central North Island, Wellington and Christchurch, the campaign reminds travellers that there is plenty to do in the Waikato including a great line-up of events over the summer season.

Summer Events Guide

- As in previous years, we created a Summer Events Guide for 2024.
- This 2-page print supplement highlighted the key events throughout the region during January - April. Targeting our Waikato locals, this guide was inserted into the Waikato Times, Waikato Herald, Hamilton Press, Piako Post and Cambridge Edition on 26 January.
- We also published the digital version on our website as well as promotion on social media.

Chinese New Zealanders Chinese New Year

- HWT undertakes year-round digital marketing activity through Weibo, Little Red Book and Facebook to encourage visitation the Waikato by the Chinese New Zealanders community.
- Specific campaigns for Chinese New Year was also undertaken, with a focus on the Auckland market, to promote exploring the Waikato during this time period around the themes of family time, nature/seasonality, events and food.

Visitor Guide

- The 2024 Official Regional Visitor Guide was launched in December. The Guide contains a Hamilton City section and includes editorial content and advertisers. 60,000 copies will be distributed throughout the calendar year.

International travel trade

- 1,874 travel trade have been trained during the year including through in-market visits and Tourism New Zealand roadshows to countries such as Australia, America, England and Singapore, online presentations and webinars and key trade events such as eXplore and TRENZ. 146 travel sellers have also famill'ed the region from the following markets: North America, UK/Germany, Southeast Asia, Japan, Australia.
- In total 2,020 global travel sellers have been educated about/experienced what the Waikato has to offer to international travellers.

Media & PR

- Over 9 million people were reached through HWT PR/Media activity during the year including outlets such as Kia Ora, Cuisine, NZ Herald, Stuff, Escape (AU) and Malaysian Influencers.

Tiaki in Waitomo and Tiaki in Kirikiriroa Initiatives

Tiaki in Waitomo was launched in October 2023 and Tiaki in Kirikiriroa was launched in June 2024.

- The initiatives shine a light on the ability of tourism to make a meaningful and positive contribution to the environment, community wellbeing and cultural storytelling, as well as the economy.
- They explore the important mahi (work) being undertaken by tourism operators in both destinations to ensure the experiences they offer actively care for people and place, through a series of engaging videos and articles and 'how to' resources. By showcasing these stories and sharing the advice and tools developed, we aim to help inspire other locals, manuhiri (visitors) and industry alike to embrace Tiaki.
- Six Hamilton businesses were included in the written and video case study series: Hamilton Zoo, Hamilton Gardens, Novotel and ibis Hamilton Tainui, Hamilton Airport, Hayes Common and Weave Eatery, Hamilton Zoo, Bare Refill Grocery.



- Media coverage has included:
 - Business.Scoop (June 2024)
 - Waikato Business News (July 2024)
 - Tourism Ticker (June 2024)
 - Press release and series of six case studies in subsequent weeks
 - Profiled through HWT social media channels
- Tiaki Promise decals have been provided to Hamilton businesses for display/promotion

Online activities

- Waikatonz.com has been refreshed and new content added.
- Hamilton City was profiled through HWT's various social media channels including: Hamilton City, Hamilton Gardens, Garden Place, Hamilton art installations and artists, MADE, GLOBOX Arena, FMG Stadium Waikato, Te Awa River Ride, Hamilton Lake Domain, Parks in Hamilton City x 7, New Zealand Darts Masters 2023, Matariki Events 2023 and 2024, Summer Concert Tour, FIFA Women's World Cup 2023, FIFA Fan Festival, Wharenui Harikoa, Boon Street Art Festival 2023, Freestyle Kings LIVE, Hamilton Christmas Tree Lighting Concert, Gourmet in the Gardens, Balloons over Waikato, Hamilton Arts Festival Toi Ora ki Kirikiriroa, Events in Hamilton City x 79, Waikato Museum, SkyCity Hamilton.
- Quarterly e-newsletters were distributed to our consumer, trade and media databases featuring: Hamilton Gardens, MADE, Waikato Museum, Hamilton Airport, SkyCity Hamilton, Walks and Parks in Hamilton, Hamilton Zoo, FMG Stadium Waikato, Novotel Tainui Hamilton, Eateries in Hamilton x 10, Freestyle Kings LIVE, Wharenui Harikoa, Summer Concert, Z Manu World Champs, Hamilton Arts Festival Toi Ora ki Kirikiriroa 2024, Balloons over Waikato, FIFA Women's World Cup 2023, NZ Darts Masters 2024, Tainui Waka Kapa Haka Festival, Christmas events, Gourmet in the Gardens Matariki Ki Waikato Festival and Matariki events.
- Hamilton City was profiled through HWT's Weibo and Little Red Book Chinese social media channels featuring: Cream Eatery, Jansen Park, Hamilton Zoo, Waikato Museum, Hamilton Gardens, Bowl and Social SkyCity Hamilton, Hamilton Christmas Tree Lighting Concert, Matariki events, Taitua Arboretum, Balloons over Waikato, SkyCity Hamilton, Novotel Hamilton Tainui, Gourmet in the Gardens, Chinese Lantern Festival.



Events and Incentives

BRAND
POSITIONING

AMENITIES,
SERVICES &
INFRASTRUCTURE

TARGET
MARKETS

ATTITUDES

MARKETING &
PROMOTION
(awareness)

Business Events

We assisted with 20 regional conference bids over the last financial year with two of these being international conference bids, one of which we won. In totality, Waikato won ten regional bids, lost nine and have one still pending. We worked on 55 service requests for event professionals around Aotearoa and conducted four regional bespoke site visits each spanning over one to two days. We ran 4 buyer famils, one of these being a regional group famil, and were involved in two additional international Tourism New Zealand business event famils.

We attended nine tradeshow over the year, showcasing the Waikato as a business events destination of choice to New Zealand and Australian buyers. These events included Office PA Planner Show, AuSAE Linc Conference, Corporate PA Summit, Business Events Expo, Association Event Managers Conference, MEETINGS, AIME, AuSAE IF and Association X.

AuSAE Linc Conference was held in Hamilton 10-12 September 2023 which saw just over 100 Association executives' event and explore in our region. Forty-one delegates partook in one of the three pre-Conference famil activity options hosted by convention bureau. Alongside six of our partners we hosted our annual Wellington Soiree in November at Flamingo Joes on Wellington waterfront. This saw us provide an opportunity for our region to network and do business with 31 Wellington based event professionals. We jointly hosted a dinner for Christchurch based PCOs and had sales calls in Wellington and Christchurch. Jointly with industry we hosted local event professionals at the Hamilton Arts Festival and a University of Waikato academic's lunch. Internally, with our HWT marketing team, we hosted four HWT Partner breakfasts over the course of the year.

We ran an 'always on' and retargeting business events online campaigns and distributed three industry e-dm to our international and national database of 2,945 event professionals. We took advertorial space in Waikato Business News Publication in August and November 2023 talking to our local Waikato business events audience and had a regional feature in Meeting Newz, New Zealand's leading business events publication.

Thermal Explorer Regional Events Fund

The four regions of the Thermal Explorer Highway collective including Waikato, Rotorua, Taupō and Ruapehu were approved \$3.75 million for regional events in December 2020. The Regional Tourism Organisations (RTOs), alongside their council partners, developed a collaborative regional events investment plan to drive additional domestic visitation into their regions. The funding is available for activity through until June 2025.

Hamilton & Waikato Tourism were selected as the Lead Entity for the Regional Events Fund across the four regions. The collaboration between Waikato, Rotorua, Taupō and Ruapehu has led to a strong and compelling event proposition for our four regions.

Sixteen funded events were held across the Waikato region from end of June 2023 to start of July 2024.

With capability building, connection and storytelling being the focus this year, the Panel ran their second and third series of 'Roadshow' workshops in Spring 2023 and Autumn 2024. Each roadshow took place in each of the four regions with focus on Sponsorship, Funding and Event Marketing and Event Measurement and Strategic Growth Planning respectively. 40 events people completed the St Johns Mental Health First Aid Course with REF covering the cost of this. The first two event Case Studies of four scheduled were completed as were four e-newsletters. REF was approached by NZEA to lead a webinar to councils and RTOs across the country sharing the ThermEX REF journey as a successful example of IMA funding at the time the government's new REPF funding was released.



Development and support



Regenerative Tourism

We have introduced a Regenerative tourism section of waikatonz.com for operators, providing advice and resources to assist operators on their journey. Online tools on website include:

- Everyday Sustainability video series
 - Reducing Waste
 - Sustainable Food
 - Protecting Nature
 - Supporting Communities
- Tiaki Promise in Waitomo Case studies
- Mighty Waikato Sustainability Quick-start Guide
- The most recent resource developed includes a range of tools to help businesses integrate Tiaki easily into their operations and share care for people and place messaging with their manuhiri (visitors) including Tiaki in Kirikiriroa case studies, a helpful How-To Guide and informative bite-sized videos

Data, Research and Analysis

HWT have officially launched the public facing Waikato Destination Insights Dashboard. This interactive dashboard, powered by Vistr Destination Intelligence, is designed to empower the tourism sector with valuable data and trends.

HWT continues to provide bi-monthly district Insights reports, providing up to date insights around visitation, expenditure, economic indicators, accommodation and business events.

Capability Building for the Industry

The team have provided a variety of support services to our tourism operators. This support has been through attendance at capability building workshops and events, newly developed online tools on our website and by one-on-one support with the HWT team.

The Industry section on our website provides access to the latest news, industry events, and business support and tools. Most recently added resources include:

- A series of videos on:
 - Value Proposition – Making Your Business Stand Out
 - Successful Product Pricing
 - Understanding Commissions & integrating Them into Your Pricing
 - Product Booking Systems
- How to make the most of Tourism New Zealand
- Qualmark

HWT hosted two online capability building webinars, including:

- Google Analytics on 18 July 2023 for 38 registered attendees
- AI tools for tourism business on 21 August 2023 for 52 registered attendees



Specific Hamilton operators benefited from one-on-one visits/support, include:

- Clark Lane Distillery
- Kosh Short Term Rental Management
- River Riders
- Bare Refill
- Hayes Common
- Boulder Co

HWT hosted a custom designed Ambassador Workshop specifically for the I-Site staff on Thursday 9 November 2023 at the Waikato Museum. The content encompassed multiple districts including Hamilton City, Matamata-Piako, Waipā, Ōtorohanga, Waitomo and Waikato Districts. I-Site staff were also taken on a personal guided tour around Waikato Museum exhibits that related to the material shared within the workshop.

HWT hosted two successful Tourism Industry Symposiums:

- The first, held on 15 November 2023, at the Red Barn in Karapiro, drew 81 attendees who learned from industry experts at HWT, Aotearoa Circle, and Tourism New Zealand. This event, showcasing new regional offerings like the **Made**, Pōkeno Whisky, and the Ōtorohanga Kiwi House redevelopment, concluded with complimentary drinks and networking. To ensure attendee commitment and cover catering costs, a new attendance fee was implemented for the first time, receiving positive feedback with steady attendance and no negative comments.
- Building on this success, the HWT held another Symposium on 20 April 2024, at Novotel Tainui in Hamilton City. This event attracted 104 registrations and featured keynote speakers from industry leaders Rebecca Ingram (Tourism Industry Aotearoa), Billie Moore (NZ Airports Association), and Kiri Goulter (Regional Tourism New Zealand). Registrants also gained insights into exciting new regional offerings, with presentations from **Waikato Regional Theatre**, Te Puna Wai Tours, and Clements Hotel Development.

CONCLUSION

During the coming new financial year, we will be adjusting our work to align to new (overall reduced) funding levels. We continue with the aim of the visitor sector enriching our communities; our focus and activity for the financial year includes:

- destination marketing with focus on domestic visitors;
- proactively work to ensure our region is highly regarded with event organisers; attracting event organisers and conferences to our region
- assisting operators become 'trade ready'
- assist/encourage operators to embed Regenerative Tourism and sustainability measures into their activity
- continuing to support our industry to develop capability; including our industry symposium
- delivering capability building opportunities with the Regional Events Fund for Waikato, Rotorua, Ruapehu and Taupō during the last 12 months of the Regional Event Fund
- continue to lobby and advocate for the visitor sector with Government
- continue to partner with neighbouring regions on collaborative activities

On behalf of the board and management of Hamilton & Waikato Tourism, we thank Hamilton City Council, our local government partners and the industry for their continued partnership. Your proactive support has been appreciated by the tourism sector and our communities.

Nicola Greenwell

General Manager

Hamilton & Waikato Tourism

Report to Hamilton City Council

1 July 2023 – 30 June 2024

3 September 2024

APPENDIX 1

Marketing activity for Kirikiriroa Hamilton

A summary of specific media, trade and leisure marketing for Hamilton is detailed below:

Target market	Campaign or activity	Kirikiriroa Hamilton experiences profiled
Media – domestic & international famils	Media hosting and famils profiling Hamilton: <ul style="list-style-type: none"> • AU Women's Weekly • AU Broadcast, Roads Less Travelled • WHO Magazine • Malaysian Influencer • Kia Ora Magazine famil • Cuisine Magazine famil • NZ Herald famil 	Hamilton Gardens, The Green Restaurant, MADE, Fruney, Rudi's Bakery, Ramada Hamilton, ibis Tainui Hamilton, Grey Street Roasting, Thyme Square, Sage Restaurant, Frank Food, Te Awa River Ride.
Media - domestic	Hamilton was profiled as part of regional promotions in the following publications: <ul style="list-style-type: none"> • Kia Ora Magazine • Cuisine Magazine • Our New Zealand magazine • Qualmark regional highlight • Motorhomes, Caravans & Destinations Magazine • Stuff.co.nz • NZ Herald • Waikato Herald • TNZ Māori Storytelling Project • NZ Food Story • NZ Women's Day • Tencent Sports China – FIFA coverage • Stadium Astro - FIFA coverage • ESCAPE • Waikato Business News • Tourism Ticker – sustainability series 	Hamilton City, Duck Island Ice Cream, Browsers Bookshop, The Gallagher Academy of Performing Arts, Hamilton Gardens, Hamilton Arts Festival Toi Ora ki Kirikiriroa, Waikato Museum, Banh Mi Caphe, ibis Tainui Hamilton, Maakona, FMG Waikato Stadium, Claudelands Events Centre, Jansen Park, Hamilton Zoo, SkyCity Hamilton, Balloons over Waikato, Waterworld, Victoria on the River, Tongue Of The Dog Sculpture, Gothenburg Hamilton, Hamilton City Holiday Park, Novotel Tainui Hamilton, Te Ahurei Māori Tourism, MADE, Waikato Farmers Market, Riverbank Lane, Cafe Kopi, Rudi's Bakery, Meyer Cheese
Travel Trade – training & events	International trade events and webinars profiling/attended by Waikato: <ul style="list-style-type: none"> • Tourism NZ SEA Roadshow • ECNI North America Roadshow • Tourism NZ North America Roadshow • Tourism NZ UK/Europe Roadshow • ECNI UK/Europe Sales Calls • Tourism NZ North America North Island Webinar • Tourism NZ Korean Agents Event • Central North Island AU sales calls • ITO/RTO Event • Australia & New Zealand Holidays Webinar • ECNI eXplore Show • TRENZ 	Trade-ready products: Hamilton Gardens, Riverside Adventures (Te Awa River Ride), Novotel Tainui Hamilton, Ibis Tainui Hamilton, Distinction Hamilton, Ramada Hotel, Heartland Ambassador Hotel, Ventura Inn & Suites.

Travel Trade – famil hosting	<p>Hosted in region:</p> <ul style="list-style-type: none"> • ID Tours • General Travel • Ahipara Luxury Travel • GSN Pacific • Pacific Destinations • AAT Kings • TNZ Japan (TRENZ famil) • Live It Up Lifestyle Adventures • Audley Travel • Goway Travel • Custom Travels • TNZ SEA Agents • Get Your Guide • Delta Vacations/ ANZCRO • Travelmore (TRENZ famil) • Trilogy (TRENZ famil) • NZ Fine Touring • Down Under Answers Travel Group ECNI 	Trade-ready products: Hamilton Gardens, Novotel Tainui Hamilton, Ibis Tainui Hamilton, Distinction Hotel, Shanghai Restaurant SkyCity Hamilton, Heartland Ambassador Hotel Hamilton,
Domestic consumer -Local, Hamilton & Waikato	<ul style="list-style-type: none"> • Matariki 2023 - July 2023 • Always On Facebook • Always On Search • Summer Events Guide • Berry Month • Waikato to Taranaki Way • Matariki June 2024 	Te Awa River Ride, Hamilton City River Walks, Duck Island Ice cream, MADE, Grey Street Kitchen, Wharenuī Harikoa, Hamilton Arts Festival Toi Ora ki Kirikiriroa, Balloons over Waikato, Seddon Park, Taitua Arboretum, SkyCity Hamilton, Hayes Common, Bowl and Social, Hamilton Zoo, Hamilton Lake, ANZ Premiership Netball, Freestyle Kings LIVE, FMG Waikato Stadium, NZ Darts Masters 2024, Banh Mi Caphe, Waikato Farmers Market, Weave Eatery, Hamilton Gardens, Summer Concert 2024, Blackcaps v South Africa 2nd Test, ibis Tainui Hamilton, Novotel Tainui Hamilton, Matariki ki Waikato events.
Domestic consumer - External Drive & Fly Markets	<ul style="list-style-type: none"> • Winter Warmers • Always On Facebook • Hamilton – Christchurch Campaign • Summer Magic 	Hamilton Gardens, Hamilton Zoo, Novotel Tainui Hamilton, Seddon Park, Hamilton Arts Festival Toi Ora ki Kirikiriroa, Balloons over Waikato, Te Awa River Ride, ibis Tainui Hamilton.
Domestic consumer – Chinese New Zealanders	Ongoing campaign activity has continued through our Weibo social media channel, blogs, community forums etc	Cream Eatery, Jansen Park, Hamilton Zoo, Waikato Museum, Hamilton Gardens, Bowl and Social, Matariki Events, Hamilton Christmas Tree Lighting Concert, Maanawatia a Matariki, Matariki at the Museum, Taatai-o-Matariki, Matariki in the City, Stories of the Stars, Classics Museum, Taitua Arboretum, Wonder Horse, Balloons over Waikato, SkyCity Hamilton, Novotel Hamilton Tainui, Gourmet in the Gardens, Chinese Lantern Festival
Domestic & International consumer	2024 Hamilton & Waikato Regional Visitor Guide	Hamilton City profiled in 'Regional Highlights' section and 'Hamilton' section. Hamilton based tourism operators advertised in their respective sections. Events based in Hamilton have also been profiled in the 'Events' section.

<p>Domestic & international consumer, travel trade and media</p>	<p>Quarterly e-newsletters distributed to our consumer, trade and media databases featuring: Hamilton Gardens, MADE, Waikato Museum, Hamilton Central Business Association, Hamilton Airport, SkyCity Hamilton, Jansen Park, Hamilton Zoo, FMG Stadium Waikato, Claudelands Oval, Freestyle Kings LIVE, Wharenui Harikoa, Summer Concert, Z Manu World Champs, Hamilton Arts Festival Toi Ora ki Kirikiriroa 2024, Meatstock, Balloons over Waikato, FIFA Women's World Cup 2023, Christmas events, Gourmet in the Gardens, Palate Restaurant, Lykke Café, Ernest, Thyme Square, Hayes Common, Bahn Mi Caphe, Kopi Café, Mr Pickles Bar & Eatery, Gothenburg Restaurant, Ibis Hamilton Tainui, Eatburger Skycity Hamilton, Black Ferns vs USA, Tainui Waka Kapa Haka Festival, GLOBOX Arena, Bowl & Social, Super Rugby Pacific Chiefs Home Games, Shanghai Restaurant, NZ Darts Masters 2024, Blackcaps V England 3rd Test, Matariki Ki Waikato Festival, Maanawatia A Matariki At Hamilton Lake, Matariki At The Museum At Waikato Museum, Novotel Tainui Hamilton, Jetpark Hotel Hamilton, The Great NZ Food Show 2024, Matariki In The City, Hamilton Lake Domain, Badjelly The Witch Glow Show, Tiaki In Kirikiriroa, Duck Island Ice Cream</p>
<p>Domestic & International consumer</p>	<p>Kirikiriroa Hamilton profiled through HWT's website and various social profiles including Facebook, Instagram, Twitter & YouTube, including: Hamilton City, Garden Place, Creative Waikato, MADE, GLOBOX Arena, FMG Stadium Waikato, Te Awa River Ride, Hamilton Street Art, Jubilee Park, Claudelands Park, Taitua Arboretum, Hamilton Lake Domain, Hamilton City River Walking track, Jansen Park, Waiwhakareke Natural Heritage Park, Hamilton Zoo, Victoria on the River, Hamilton Lake Domain, Ancient Egyptian Garden, Gallagher Academy of Performing Arts, The University of Waikato, Riff Raff Statue, Grey Street Kitchen, Surrealist Garden, Days Park, Hamilton City central jetty, Hamilton River Walk, Distinction Hamilton Hotel, Hertz Hamilton, Ramada Hamilton City Centre, Maakona at ibis Hamilton Tainui, Heartland Ambassador Hotel, Restaurant on Alma, Hamilton Gardens Audio Tour.</p> <p>Events featured on social media: New Zealand Darts Masters 2023, Matariki Events 2023 & 2024, Fantastic Mr Fox, Ice Skating Fun, The Secret Circus, The Unbelieve-a-Bubble Science Show, Wonderland Glow Show, Hairspray - The Broadway Musical, New Zealand Dance Company Present Night Light, TOMO, Scott Bradlee's Postmodern Jukebox: Life In The Past Lane, Hamilton Women's Lifestyle Expo, Bunnings NPC - Waikato vs Taranaki Bulls, "Hello! We're The Wiggles" LIVE in Concert, Magician: Dustin Tavella (USA), Hamilton Dog Fair, 7 Days Live, Classic Harmony, Disney's "The Little Mermaid Jr", Piaf: The Legend – Hamilton, The Waikato Home & Garden Show 2023, Elton John vs Billy Joel 'NZ Tribute', Gráda, Pink Walk and Run, Zombie Walk, Waikato A&P Show 2023, Boon Street Art Festival 2023, Pacific Championships Men's Cup Final, Queen: It's A Kinda Magic, Pacific Rose Bowl Festival, Movie Magic: Best of John Williams, Lugton's Round the Bridges, Hamilton Christmas Tree, First Credit Union Christmas Parade, Christmas at the Lake, The Bubble Show, Blackcaps V Pakistan - T20i, Hamilton Community Planting Event, Summer Concert Tour, FIFA Women's World Cup 2023™, FIFA Fan Festival™, Wharenui Harikoa, Boon Street Art Festival, Freestyle Kings LIVE, Hamilton Christmas Tree Lighting Concert, Gourmet in the Gardens, Balloons over Waikato, Hamilton Arts Festival Toi Ora ki Kirikiriroa, The Z Manu World Champs Kirikiriroa Hamilton, Waitangi Day Festival 2024, Russell Howard, The Extravaganza Fair Summer Tour, Blackcaps V South Africa – Test, Super Rugby Pacific - Gallagher Chiefs vs Crusaders, Hamilton Vintage Market, Meatstock Hamilton, Plant Extravaganza, Glenbrook Vintage Rail Excursions, Tutus On Tour, Hamilton Half Marathon, The Last of Summer Carnival, Aramex Kiwi Walk & Run Series, Madagascar The Musical, Avis Magic V Mg Mystics - Hobbiton Movie Set Cup, Dragon 50th Anniversary Tour, Tainui Waka Kapa Haka Festival 2024, Super Rugby Pacific - Gallagher Chiefs Home Games, 1999 The Ultimate Prince Experience, Black Ferns v USA, Sweeney Todd: The Demon Barber of Fleet Street, Showquest Waikato, Heath Franklin's Chopper, Matthias Balzat: Joie de Vivre, French Film Festival, NZ Careers Expo, Captain Festus Mcboyle and His Travellin' Variety Show, ANZ Premiership - Avis Magic vs Ascot Park Hotel Southern Steel, Waikato Baby Expo 2024, Shapeshifter 25 Year Anniversary Tour, L.A.B, Stan Walker & Corrella, Pink Walk/Run, William Barton and the Brodsky Quartet.</p>



Event activity for Kirikiriroa Hamilton

A summary of specific event activities for Hamilton is detailed below:

Activity	Campaign or activity	Kirikiriroa Hamilton experiences profiled
Business Events - Famils & Hosting	<p>Business events have hosted the following:</p> <ul style="list-style-type: none"> Wellington Soiree Christchurch buyers' dinner Regional Famil AuSAE Linc Conference – host region AuSAE Linc famils <ul style="list-style-type: none"> Cycling Te Awa River Rid Hobbiton Movie Set Hamilton Gardens Hamilton Arts Festival local hosting Buyers' dinner at Meetings 2024 4x partner breakfasts Regional networking drinks WLG Anaesthetist Conference site visit Tom, Dick & Harry site visit NZ Airports Hui site visit Occupational Therapy site visit 2 TNZ pre-MEETINGS BE famils Open spaces forum 	<p>Claudlands Conference & Exhibition Centre, Hamilton Gardens, University of Waikato, Novotel Tainui Hamilton, Ibis Tainui Hamilton, SkyCity Hamilton, Atrium @ Wintec, Albert Court Motor lodge, FMG Stadium Waikato, Distinction Hotel Hamilton, Waikato Museum, Good George Brewery, MADE Eatery, Waikato Regional Theatre, K'aute Pasifika Fale, Vidcom, Montana Food & Events</p>
Business Events- Attended Events	<p>Events we have attended to promote the region:</p> <ul style="list-style-type: none"> Meetings 2024 Association X AuSAE Linc AuSAE IF Office & PA Show Corporate PA Summit BE Expo Event Managers Conference (Associations) AIME AuSAE networking lunches AKL, WLG 	<p>Claudlands Conference & Exhibition Centre, Hamilton Gardens, University of Waikato, Novotel Tainui Hamilton, Ibis Tainui Hamilton, SkyCity Hamilton, Atrium @ Wintec, Distinction Hamilton, Ramada by Wyndham Hamilton, Heartland Ambassador, K'aute Pasifika Fale, Vidcom, MADE Eatery, Ruakura Superhub, Peacockes Bridge project</p>
Business Events - Marketing Activity	<p>Business Events have marketed the region in collateral as follows:</p> <ul style="list-style-type: none"> 2 x Waikato Business news adverts Always on campaign Retargeting campaign Meeting news regional feature 3 x EDM 3x seasonal features BEIA website New regional moving footage Event organiser e-toolkit 	<p>University of Waikato, Hamilton Gardens, Claudlands Conference & Exhibition Centre, Novotel Tainui Hamilton, Gothenburg, SkyCity Hamilton</p>

Thermal Explorer Regional Events Fund - Activity	<p>Capability building provided to Waikato, Rotorua, Taupō & Ruapehu regions via REF:</p> <ul style="list-style-type: none"> • Sept-Oct 2023 roadshow • March 2024 roadshow • St Johns online mental first aid course (40pax) • 4x e-dms • 1x Waikato case study • NZEA webinar - hosted 	<p>Boon Arts, The Meteor, Classic Events, Hamilton Arts Festival, Hamilton Arts Trust, Hamilton City Council, Hospitality NZ, Lime & Soda, MediaPa, ForumPt2, Showing Waikato, Waikato Equestrian Centre, Waikato Sound & Lighting, H3 Group, Waikato Chamber of Commerce, Hamilton City Council Visitor Destinations, Hamilton Gardens, Hamilton i-SITE</p>
Thermal Explorer Regional Events Fund – Funded Events	<p>Event funding provided to Waikato events:</p> <ul style="list-style-type: none"> • July 2023: PENZ Taka & EONZ kanohi ki te kanohi • August 2023: New Zealand Darts Masters • September 2023: Waves Conference • October 2023: Olympic Weightlifting New Zealand National Championships New Zealand Fitness Festival Sika Show • November 2023: Waitomo Trail Run Future Roads Conference Autorama The Great Kiwi Summer Festival • February 2024: Z World Manu Championships Hamilton Arts Festival - Toi ora ki Kirikiriroa • March 2024: NZ Planning Institute Annual Conference The Middle-earth Halfling Marathon • April 2024: Aramex Kiwi Walk and Run Series (Hamilton Gardens) Long Course Weekend 	



Development activity for Kirikiriroa Hamilton

A summary of specific development and capability building activities for Hamilton is detailed below:

Activity	Campaign or activity	Kirikiriroa Hamilton experiences involved
Development Support	<p>There were six operator capability building activities held during the FY:</p> <ul style="list-style-type: none"> • I-site specific Ambassador Programme • Google Analytics 4 Workshop • AI tools for tourism businesses Webinar • One-on-One Consultations with a Tourism Specialist • Tiaki Promise in Kirikiriroa Project • Everyday sustainability videos • Go With Tourism Careers Expo <p>The team have provided development support to operators within Hamilton City.</p>	<p>Hamilton I-Site, MADE Stark Property, Hamilton Gardens, Hamilton Zoo, H3/Claudlands, Hamilton City Business Association, Hayes Common, Weave Eatery, Bare Refill Grocer, Novotel and ibis Tainui, Cream Eatery, Hospitality NZ, Marsden Hotel Group, YWCA of Hamilton, Classic Events, Leisure Time Group, Ulster Lodge Motel, Gothenburg Restaurant, River Riders, Chartwell Shopping Centre, Wintec, Oku Tea, Capstone Hotel Management, RTNZ, Escape HQ, Clark Lane Distillery, Kosh Short Term Rental Management, River Riders, Agri-Travel, Boulder Co,</p>
HWT held events	<p>HWT have held the following events for industry:</p> <ul style="list-style-type: none"> • 4 x HWT partner breakfasts • Tiaki Promise Networking Event • 2 x HWT Symposiums • 4 x Tiaki Promise Working Group meet ups 	<p>H3, ACLX, Novotel Tainui, ibis Tainui, MADE Stark Property, Bare Refill Grocer, University of Waikato, Soda Inc, VR Group, Heartland Ambassador Hamilton, New Zealand School of Tourism, Confinement Escape Rooms Hamilton Limited, The Meteor Theatre, Rudis Bakehouse, Ulster Lodge Motel, Montana Food & Events, Montana Group, Vidcom, VisitorPoint, Te Waka, Gothenburg, Creative Waikato, Ramada Hamilton, SkyCity Hamilton, Hamilton Gardens, Hamilton Zoo, Hayes Common, Weave Eatery, Hamilton City Council, Soul Gallery, Texas Radio, Hamilton City Business Association, Cream Eatery, Waikato Museum, Hamilton Arts Festival, Quest Hamilton, AJV Global, Maverick Digital, Waikato Regional Theatre, AraBello, Restaurant Association of New Zealand, Ride Your Trike NZ, AgriTravel, ForumPoint2, Helicorp, Everest People, ABC Business Sales, Kerr and Ladbroke Catering,</p>

Council Report

Item 8

Committee: Economic Development Committee

Date: 24 October 2024

Author: Blair Bowcott

Authoriser: Blair Bowcott

Position: General Manager Strategy, Growth and Planning

Position: General Manager Strategy, Growth and Planning

Report Name: General Manager's Report

Report Status	Open
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Purpose - *Take*

1. To inform the Economic Development Committee on progress on the targeted outcomes detailed in the economic development agenda for the current Triennium.

Staff Recommendation - *Tuutohu-aa-kaimahi*

2. That the Economic Development Committee receives the report.

Executive Summary - *Whakaraapopototanga matua*

3. At the 16 March 2023 Economic Development Committee, I outlined the outcomes and plans for our economic agenda this Triennium (see [here](#), Item 6). The document outlined that the purpose of the Committee is:
 - i. 'Governance of Hamilton's economic agenda and investment development opportunities consistent with Council's vision for the city and to enhance the wellbeing of Hamiltonians'.
4. Staff then developed and refined a monitoring report, ensuring the accountability and measurement of tasks is clear which is **Attachment 1** of this report.
5. Staff consider the decisions in this report have low significance and that the recommendations comply with Council's legal requirements.

Discussion – *Matapaki*

Targeted outcomes

6. Since the 13 August 2024 Economic Development Committee meeting, additional progress towards outcomes for programmes that report into this committee include:
 - i. Tourism, events, and visitation bolstered their outcome to secure a portfolio of aeronautical opportunities with the addition of trans-Tasman flights at Hamilton Airport from June 2025;
 - ii. The economic development team has led work alongside neighbouring districts to establish a programme within the Futureproof framework to formalise their partnership; and

- iii. Work towards their employer engagement outcome is also nearing completion, with 70 of a targeted 75 meetings completed.
- 7. To enhance the reporting standards to the Committee concerning the Tourism, Events and Visitation activity reports from the H3 destinations , Waikato Museum, Hamilton Gardens and Te Kaaroro Nature Precinct will change from quarterly reporting to six monthly and year end reporting. The next 6-monthly activity report will be presented to the 27 March 2025 Committee meeting.

Financial Considerations - *Whaiwhakaaro Puutea*

- 8. There are no financial implications in relation to the information provided in this report.

Legal and Policy Considerations - *Whaiwhakaaro-aa-ture*

- 9. Staff confirm that recommendation complies with the Council's legal and policy requirements.

Climate Change Impact Statement

- 10. Staff have considered the key considerations under the Climate Change Policy and have determined that an adaptation assessment and emissions assessment is not required for the matter(s) in this report.

Wellbeing Considerations - *Whaiwhakaaro-aa-oranga tonutanga*

- 11. The purpose of Local Government changed on 14 May 2019 to include promotion of the social, economic, environmental, and cultural wellbeing of communities in the present and for the future ('the 4 wellbeings').
- 12. The subject matter of this report has been evaluated in terms of 'the 4 wellbeings' during the process of developing this report as outlined below. The recommendations set out in this report are consistent with that purpose.
- 13. There are no specific social, environmental, or cultural wellbeings associated with this report.

Economic

- 14. The work of Council's Economic Development team directly supports the Economic Development Committee, which is responsible for Governance of Hamilton's economic agenda and investment development opportunities consistent with Council's vision for the city and to enhance the wellbeing of Hamiltonians.
- 15. Promoting Hamilton's value proposition forms the basis of efforts to promote new investment and job creation in the city.

Risks - *Tuuraru*

- 16. There are no known risks associated with the decision sought by this report.

Significance & Engagement Policy - *Kaupapa here whakahira/anganui*

- 17. Having considered the Significance and Engagement Policy, staff have assessed that the recommendation of this report has a low level of significance.
- 18. Given the low level of significance no engagement is required.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Outcomes Tracker - 24 October 2024

2024 Targeted Outcomes – 24 October Update



<u>Strategic Property</u>		<u>Growth Programmes</u>	
Commercial Accommodation	Progress	Central City Transformation	Progress
Secure a developer for a new 4+ star hotel	+	Work with key developers ahead of formal consent process	+
• Complete an open procurement process		• Guide internal discussions about development intentions	
Complete a development agreement to deliver a new 4+ star hotel	+	Ensure internal and external investment efforts are aligned	+
• Conditional development agreement currently in place		• 2024-34 Long-Term Plan, Development Response Plan, IAF Housing	
Municipal Endowment Fund (MEF)		Success of Hamilton Central Business Association outcomes	+
Invest and deploy MEF capital	+	• Support with BID Policy review, Service Level Agreement renewal	
• Implemented investment strategy (term deposits, balanced funds)		Greenfield Growth	
Promote transformational development opportunities	+	Increased investment and employment from industrial users	+
• Affordable housing and hotel developments		• Focus on Ruakura and Rotokauri Northwest	
Strategic Property		Support Waikato-Tainui aspirations at Ruakura Superhub	+
Manage Council-owned sites identified for development	+	• Partner to achieve commercial, community, environmental outcomes	
• Opoia Paa Carpark, Heaphy/Brooklyn, Artpost, Victoria on the River			
Asset evaluation	+		
• Comprehensive review of property holdings			
<u>Tourism, Events and Visitation</u>		<u>Economic Development Programme</u>	
H3 Venues	Progress	Proactive Employer Engagement	Progress
Generate visitation and social activation through our venues	+	Engage with at least 75 business from key growth sectors	+
• All attendance targets have been met		• Nearing 70 completed engagements by the end of October 2024	
Attract events based on venue performance and customer satisfaction	+	Expand engagement to commercial real estate partners	+
• Deliver on being best in business, dedicated hosts, and a tight team		• Share insights and identify opportunities to collaborate	
Visitor Attractions		Investment Promotion	
Enhance our position as an interesting, educational and inspiring city	+	Lead the Tech in the Tron project to attract tech sector growth	+
• All visitation targets have been met		• Show measurable growth in project reach and tangible results	
Consistently deliver a balanced portfolio of programmes	+	Deliver events to showcase the city to talent and businesses	+
Hamilton Airport		• Partner with commercial developers, business leaders	
Operate an efficient and compliant airport	+	Shaping Narratives	
• Enhance the visitor experience		Promote Hamilton's economic development story	+
Maintain aeronautical operations and diversify revenue	+	• Deliver media opportunities, create printed and digital content	
• Explore, secure a portfolio of aeronautical/non-aeronautical opportunities		Align with metro spatial plan partners on growth messaging	+
Deliver environmentally sound and sustainable operating practices	+	• Work with Future Proof and regional economic development leaders	

Council Report

Committee: Economic Development Committee

Date: 24 October 2024

Author: Mike Bennett

Authoriser: Blair Bowcott

Position: Economic Development Programme Manager

Position: General Manager Strategy, Growth and Planning

Report Name: Strategic and General Update

Report Status	<i>Open</i>
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Purpose - *Take*

1. To inform the Economic Development Committee of both strategic matters and general updates that staff want to bring to Members' attention.

Staff Recommendation - *Tuutohu-aa-kaimahi*

2. That the Economic Development Committee receives the report.

Executive Summary - *Whakaraapopototanga matua*

3. This report informs the Economic Development Committee members on activities, actions or projects for which the Committee and the relevant General Managers have responsibility. The Economic Development Programme update focuses on the collaboration between Council's economic development team and counterparts at other Waikato Territorial Authorities to include the Waikato Regional Council (WRC).
4. Te Waka, the previous regional economic development agency, ceased operations in June 2024. The ensuing months have seen the launch of sub-regional and regional initiatives, and a renewed focus on partnership among economic development programmes.
5. This report discusses the ongoing economic downturn faced by Hamilton households and businesses. However, Hamilton's economy continues to perform well due to our broad and well-balanced foundation. We continue to be well-positioned for when conditions improve.
6. The report also picks up on a discussion at the 13 August 2024 Economic Development meeting on falling house prices as an economic indicator versus a positive trend, and to investigate this issue more deeply.
7. Staff consider the matters in this report to have low significance and that the recommendation complies with the Council's legal requirements.

Discussion - *Matapaki*

ECONOMIC DEVELOPMENT PROGRAMME

Sub-regional economic development

8. A long-held view within economic development is that a significant share of job creation and investment, sometimes as much as 80%, is from businesses already present in a community.
9. For this reason, successful economic development efforts are typically shaped and led at the local level, with a range of stakeholders working together.
10. Hamilton's economic trade area reaches across city boundaries, so Council's economic development staff have spent the last 18 months developing a partnership with our counterparts at Waikato District Council and Waipaa District Council.

Future Proof

11. This led to discussions with members of the Future Proof partnership to progress a work programme within their sub-regional framework that could bring an economic development lens to their work.
12. It is an approach that has worked well for land use planning and legislative advocacy and is a natural fit for economic development in our sub-region, particularly given that the Future Proof area represents nearly 75% of the Waikato's population, employment, and Gross Domestic Product (GDP).
13. The role of this sub-regional alliance is about retaining a local focus on what our individual communities need, while also leveraging the strengths and opportunities we share as neighbours to build our reputation as a location of choice for business and talent.
14. The work programme is being shaped alongside Rob Brodnax, Futureproof Implementation Advisor, and will be brought to the partnership later this year.
15. It is expected that our work programme will support key Future Proof transformational moves for change, including:
 - i. Iwi aspirations
 - ii. a vibrant metro core, lively metropolitan and town centres
 - iii. strong and productive economic corridors; and
 - iv. thriving communities and neighbourhoods.
16. A key deliverable is anticipated to be the creation of a sub-regional economic prospectus that showcases our collective value proposition for new investment.
17. Project-based work will also feature in the workplan, including a workforce distribution study that has begun under Hamilton City Council's (HCC)'s leadership and an in-terminal marketing effort to showcase innovative local businesses that is being advanced with Hamilton Airport and its shareholders.
18. Although Matamata-Piako District Council does not currently have any economic development staff, their membership in Future Proof has extended into this work programme as they develop a strategy and approach.

Regional economic development

19. As part of their 2024-2034 Long-Term Plan consultation, Waikato Regional Council (WRC) received submissions about their delivery of regional economic development activities.
20. Noting at the time that a majority of submitters (68%) preferred that WRC stop funding Te Waka with a strong view that careful consideration needed to be given to where funds were spent, and that the Te Waka had not delivered tangible value for money.

21. However, in May 2024 Te Waka announced the cessation of operations from 30 June 2024. This announcement came prior to WRC's deliberations, leading to a removal of \$750,000 in annual funding from WRC's budget that had been proposed for consideration.
22. Although a funding decision was no longer required, during deliberations WRC agreed that there was value in local economic development creating a collective voice for regional opportunities and implementation.
23. WRC directed staff work with key stakeholders to develop the appropriate structure to support that work going forward, and to report back at their 26 September 2024 meeting.

Waikato Regional Council decision

24. HCC's economic development staff partnered with our peers across other Waikato councils to outline an approach that was provided to WRC in advance of their 26 September meeting.
25. At that meeting, WRC considered three options:
 - i. the status quo – with no involvement from WRC;
 - ii. establish a new regional agency operating as a council-controlled organisation (CCO); and
 - iii. a partnership approach led by local economic developers that empowers and enables regional coordination.
26. WRC Councillors opted for the third option, reporting that this was consistent with the views of the majority of stakeholders they had heard from.
27. WRC also agreed to allocate up to \$100,000 from prior year surplus to inform regional development activities. This includes preparing high-level profiles of Territorial Authorities and other economic geographies, a decision framework to identify roles and responsibilities, strategies and implementation plans.
28. It is expected that a better understanding of the local or sub-regional economic geographies and their interdependencies will be useful for highlighting our individual strengths and enabling a compelling shared story.

Next steps

29. HCC staff and counterparts across the region support WRC's decision to progress our approach because it reinforces the lead role that local economic development has and builds on our commitment to working with each other in a transparent, equitable and respectful environment.
30. This grassroots approach also affirms the value of having a clear framework for identifying the economic development outcomes that are prioritised by individual communities, which forms the core of a partnership-based approach that is proactive and positive.
31. City and district economic development practitioners from across the region will be convening a series of meetings to develop and present a model to WRC that progresses a business case for consideration as part of WRC's upcoming annual plan.
32. The model will draw on our efforts and local expertise, drive collaboration and shared success, form the basis of shared sub-regional and regional goals, and facilitate investment promotion with a unified voice.
33. Our model will not support the creation of another regional economic development entity, which is viewed as a costly return to what has been tried and has not worked.
34. We look forward to working in partnership with WRC to ensure that local outcomes remain at the core of our shared economic development work.

GROWTH PROGRAMMES

35. This update provides a summary of growth programmes work related to economic development activity in the Central City and Ruakura.

Central City Transformation

36. Council is committed to driving economic growth and building our central city to be a real hub for employment, tourism, and commercial opportunities.
37. There are several commercial refurbishments underway throughout the central city and surrounding area. Works to refurbish the four-storey mixed-use building at **153 Victoria Street**, opposite the Waikato Regional Theatre development, were recently completed. This included upgrades to the canopy to improve street amenity.
38. Meanwhile, the refurbishment of the six-storey building at **18 London Street** by Stark Property continues. This will provide 700m² per floor of A-grade office space upon completion in the last quarter of 2024.
39. There are also a number of upcoming commercial developments in the central city that could commence by the end of this year, including Building B at **Union Square**, fronting Alexandra Street.
40. Resource consent was recently granted for the refurbishment of Hamilton's tallest building, the Mistry Centre, on Ward Street in the central city, into a hotel. It was recently announced that this will be operated by **Pullman Hotels**. Securing a new of 4- or 5-star hotel in the central city has been an economic priority for Council for some time.
41. The Pullman Hotel would provide for two levels of underground carparking, three levels of office and retail, and 191 hotel rooms across 13 storeys. On its expected completion in 2026, it would create 100-120 new full-time jobs.
42. The overall structure of the **Waikato Regional Theatre** is beginning to form, giving passersby an insight into the true size and scale of the facility. The theatre development represents a significant opportunity to realise transformational outcomes in the central city. Council is currently planning the work to rejuvenate the surrounding areas of the theatre precinct including the adjacent Embassy Park.
43. This commercial development activity across various sectors, as well as other developments such as the proposed \$120.0 million Templeton Hotel and residential development throughout central Hamilton, are a clear sign of confidence in the future of Hamilton and our central city.

Greenfield – Ruakura

44. Stage One of Ruakura Superhub is well advanced, with 31ha of development land already committed by a range of national and international tenants spanning the inland port, large scale distribution centres and cold store facilities, logistics operators and service centre.
45. In March 2024, Tainui Group Holding (TGH) announced they had signed a lease agreement with Sime Darby Motors NZ (Sime Darby). In recent weeks, Council has received a resource consent application from Sime Darby to construct a new truck dealership with an onsite workshop and servicing/maintenance of vehicles on site. The activity will have 60 staff total with 10 visitors expected per day. The workshop will be 2,448m², with an 893m² office and showroom and 308m² as a parts room. The workshop will have four bays for truck repairs, five bays for servicing, and a single wash bay.
46. A key enabling project for Ruakura is the construction of the Eastern Transport Corridor (ETC) which, if funded, would unlock full development capacity of the inland port, logistics and

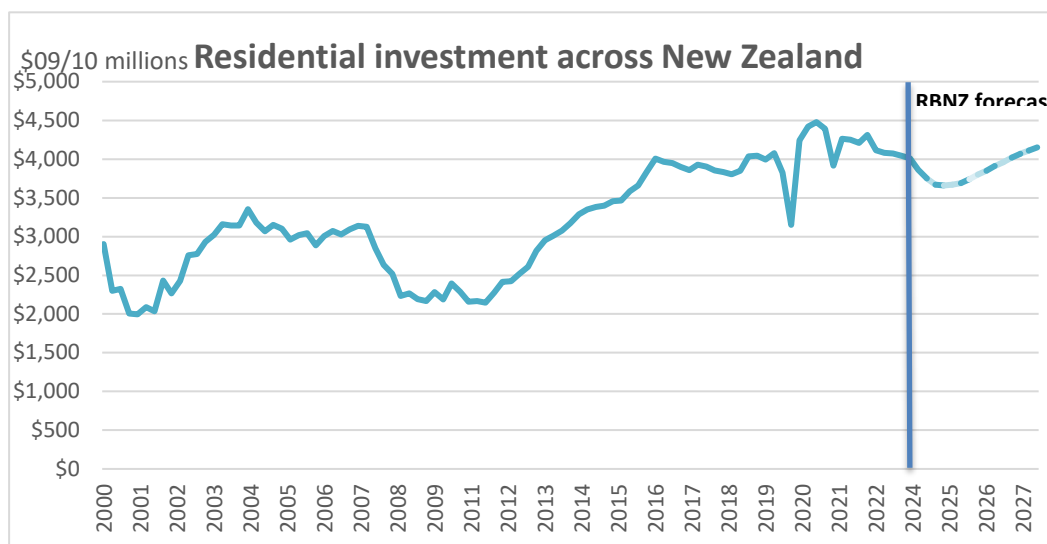
industrial precinct, which are currently limited due to roading capacity. The final draft business case will be presented to the 28 November 2024 Infrastructure and Transport Committee for approval prior to submitting to New Zealand Transport Agency (NZTA) for approval.

DATA ANALYTICS, ECONOMICS AND POLICY

47. The ongoing economic downturn has created challenges for many Hamilton households and businesses, but our economy continues to show strength through adversity with growth in businesses and jobs. Hamilton's economy has a broad foundation that is well balanced rather than reliant on a single industry. When the national or global economy creates unfavourable conditions for some sectors, the other sectors retain the strength of our economic base. We continue to be well positioned for when conditions improve. **Attachment 1** of the staff report provides an overview of this section.

Economic update latest data and context

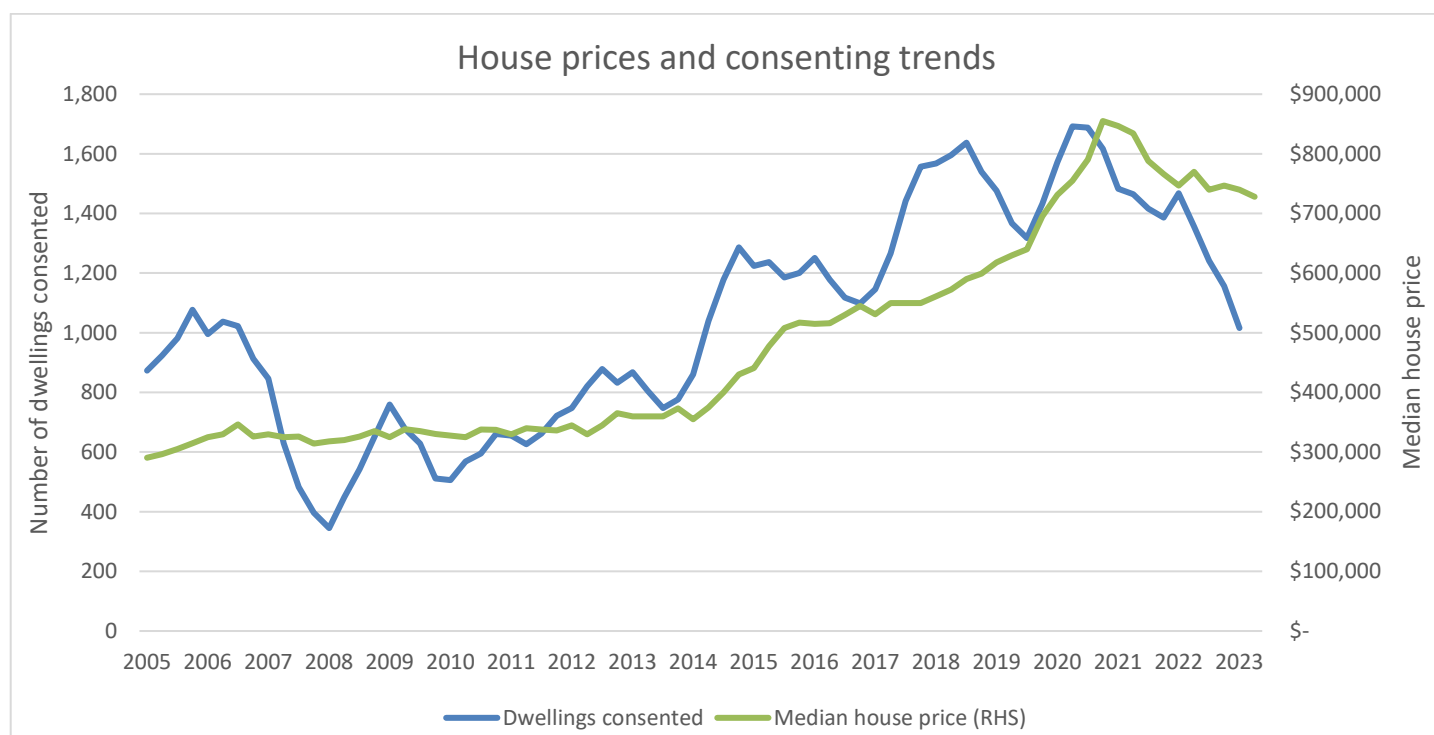
48. In August 2024, the Reserve Bank of New Zealand (RBNZ) unexpectedly dropped the official cash rate (OCR) to 5.25%. While there were increasing calls to drop rates, no expert picked the move to come in August, with most picking November 2024 or February 2025.
49. Internationally, cash rates are also falling. The Bank of Canada and the European Central Bank both cut rates by .25 basis points in June, with the Bank of England following in August. The Federal Reserve (USA) cut .50 basis points in September and signalled another .50-basis point cut by the end of the year. The Reserve Bank of Australia continued to hold rates as their forecasts show inflation being over the target range until 2026.
50. The pace and scale of Federal Bank cuts may influence the scale of RBNZ's next cuts and will likely have some impact on exchange rates, making the New Zealand dollar stronger against the US dollar. This will impact returns for our exporters.
51. Hamilton's median house price fell in the June 2024 quarter to \$728,000, down from \$740,000 in the March 2024 quarter. The fall appears to have been driven by a significant fall in infill prices which went from \$710,000 in the March quarter to \$671,000 in the June quarter. The number of sales was almost identical across both quarters in both greenfield and infill.
52. Note that an error was found in our data that caused some attached dwellings to be missed. It has since been corrected but this has resulted in lower median house prices for the past two years.
53. It is also worth noting that our database includes all sales made in Hamilton rather than just those made through a real estate agent, for example private sales. As a result, our median house price tends to be lower than the Real Estate Institute of New Zealand (REINZ) sales data.



54. It is important to look at this downturn in construction from a wider lens – up close it looks terrible, but from a zoomed out, long-term perspective, it is a dip rather than a cliff face. Hamilton continues to attract interest from businesses and individuals looking for new markets or strategic advantages.

The 'Catch 22' of house prices

55. At the August 2024 Economic Development Committee meeting there was a discussion about falling house prices as an economic indicator versus a positive trend.
56. At the last meeting it was rightly pointed out that house prices being static (or falling) was a good thing in terms of affordable housing. It was also rightly pointed out that housing in New Zealand is an economic indicator because so much of our wealth is tied up in housing.
57. There are more opportunities and options for first home buyers in a slow-moving housing market. However, in New Zealand, if the market is moving sideways instead of up, the economy is usually experiencing negative pressure.
58. In the current period of house price decline and slow growth, interest rates are incredibly high as is the cost of living. High interest rates limit the amount people can borrow and the high cost of living limits the amount people could save towards a house deposit. For Council, house prices are important because they are strongly linked to consenting activity and development contributions revenue. When house prices are falling, there is no desire to build new, particularly when costs are high. If supply falls but demand remains, particularly where there is high population growth, there will eventually be extreme pressure on prices. A constant increase in prices gives developers and builders certainty to progress with the creation of sections and building of new homes. It also gives buyers (and their banks) confidence to invest in a new build. It is worth noting that a "constant increase" does not mean prices need to increase at the rates we saw in 2021, just that they increase with some degree of certainty.
59. The following graph shows house price and consenting trends. The graph shows that generally consenting increases with house prices. Often a small downward shift in prices leads to a much bigger dip in consenting. Over the past year we can see the impact of economic uncertainty and feasibility challenges pull down consenting as costs have escalated but sales prices have not responded.



Financial Considerations - *Whaiwhakaaro Puutea*

60. The topics covered in this report are funded by existing budgets. There are no financial implications in relation to the information provided in this report.

Legal and Policy Considerations - *Whaiwhakaaro-aa-ture*

61. Staff confirm that the matters covered in this report comply with the Council's legal and policy requirements.

Climate Change Impact Statement

62. Staff have considered the key considerations under the Climate Change Policy and have determined that an adaptation assessment and emissions assessment is not required for the matter(s) in this report.

Wellbeing Considerations - *Whaiwhakaaro-aa-oranga tonutanga*

63. The purpose of Local Government changed on the 14 May 2019 to include promotion of the social, economic, environmental, and cultural wellbeing of communities in the present and for the future ('the 4 wellbeings').
64. The subject matter of this report has been evaluated in terms of 'the 4 wellbeings' during the process of developing this report as outlined below.
65. The recommendations set out in this report are consistent with that purpose.

Social

66. Social wellbeing is defined as the capacity of individuals, their whaanaus, iwi, hapuu and a range of communities to set goals and achieve them.
67. Thriving businesses in the hospitality, retail and community sectors promote better outcomes for the community at large and help to sustain a more vibrant Hamilton with greater social interaction.

Economic

68. Economic wellbeing is defined as the capacity of the economy to generate employment and wealth necessary for present and future financial security.
69. The Economic Development Committee is responsible for the Governance of HCC's economic agenda and investment development opportunities, with the goal of enhancing the wellbeing of Hamiltonians.
70. Council is committed to driving economic growth and building our central city to be a real hub for employment, tourism, and commercial opportunities. Our sector-based approach to economic development focuses resources on both established industries and those that can diversify an economy.
71. The economic development programme continues to focus on three key growth sectors – manufacturing; agritech, technology and innovation; and logistics – as well as supporting the needs of our education and healthcare sectors. This approach will represent our balanced economy, employment base, and growth potential.

Environmental

72. Environmental wellbeing is defined as the capacity of the natural environment to support, in a sustainable way, the activities that constitute community life.
73. The Council's Central City Transformation Plan considers connections between the central city and the river to restore and protect the balance of the environment.

Cultural

74. Cultural wellbeing is defined as the capacity of communities to retain, interpret, and express their shared beliefs, values, customs, behaviours, and identities.
75. Our city values, respects, protects, and promotes the treasured status of tangata whenua, which acknowledges our shared history and celebrates our cultural identity and heritage.
76. Businesses in the hospitality, retail and community sectors endorse and enhance the cultural identity of the city. Event activity helps promote cultural events and awareness of our heritage and history for Hamiltonians and visitors to the city to enjoy and participate in.

Risks - *Tuuraru*

77. There are no known risks associated with receiving the report.

Significance & Engagement Policy - *Kaupapa here whakahira/anganui*

78. Staff have considered the key considerations under the Significance and Engagement Policy and have assessed that the matter(s) in this report has/have a low level of significance.
79. Given the low level of significance determined, the engagement level is low. No engagement is required.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Economic update slides - October 2024



Economic update
October 2024

Commercial & Analytics Unit

 **Hamilton City Council**
Te kaunihera o Kirikiriroa

1

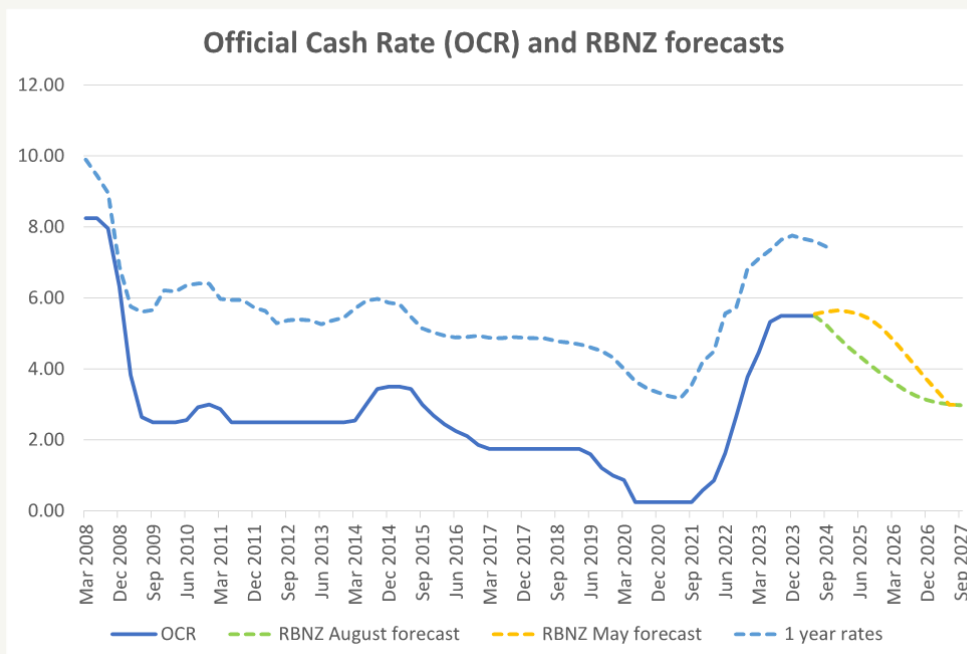
The context

- Economic growth was -0.2% in the June 2024 quarter for the NZ economy – better than RBNZ and market forecasts. There was also an increase in business investment.
- Hamilton's GDP growth was positive... just.
- Job and business growth is up but so is unemployment.
- Net migration is falling, although the arriving migrant numbers are not falling as fast as kiwi departures are increasing.
- RBNZ dropped the OCR to 5.25% in August – an unexpected turn given they had indicated in May that the OCR might rise. This resulted in increased optimism, but this is yet to flow through to the data.
- Interest rates for longer-term rates fell in the lead up to the announcement and most rates have fallen since. In some cases, fixed term rates are now 1.5 percentage points lower than early August.
 - It will take about 6 months for falls to start to impact household budgets as fixed-term loans roll onto lower rates. For some, the current interest rates will be higher than what they were on.

24 October 2024

2

The big RBNZ pivot



- While many commentators were calling for cuts, no one expected the RBNZ to move in August.
- It was a complete reversal of their May statement.
- Interest rates were falling prior to the announcement but have since shifted about 1.5 percentage points (150 basis points).
- The RBNZ is forecasting the OCR to fall below 5% by the end of 2024, to below 4% by the end of 2026.
- The RBNZ have said that they will continue monitor inflation levels as they move forward.

24 October 2024

3

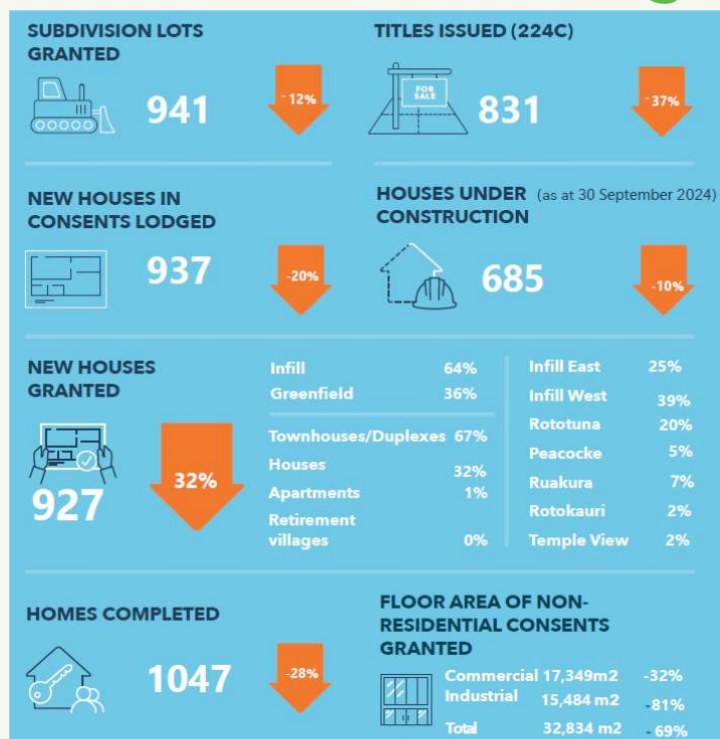
The impact on mortgage rates

- Bank competition for the best rates have increased since the OCR cut.
- One year ago, a one-year rate was 7.6%. In September 2024, the best rate is 5.99% for 18 months.
- The impact of the movement in monthly payments:
 - \$350,000 mortgage
 - At 7.6% repayments were \$2471 each month
 - At 5.99% repayments would be \$2096 per month
 - \$500,000 mortgage
 - At 7.6% repayments were \$3530
 - At 5.99% repayments would be \$2995
- Falling interest rates will influence consumer spending and house prices but will be tempered by job insecurity concerns and debt-to-income limits.
- Lower interest rates will also encourage non-residential investment once economic growth improves.

24 October 2024

4

Hamilton Consenting – year to September 2024



24 October 2024

- Consenting continues to be very weak across all areas
 - June data for all TAs shows this is a national trend
- Lots granted in the September quarter were high as lots lodged in the lead up to the new DC charges were granted.
 - 520 lots were granted in September compared to 941 for the entire 12-month period.
 - The pipeline of greenfield sections is large.
- Dwelling consenting has fallen further – this is the lowest since 2015 and consents lodged suggest this number will fall further.
 - Interest rate cuts will improve feasibility through the ability of developers and buyers to borrow more and better rates, reducing costs and improving potential profits.

5

Hamilton Economic Indicators - year to June 2024

Year to June 2024 compared to previous 12 months

GDP GROWTH



Hamilton	+ 0.1%
Waikato	- 0.1%
New Zealand	- 0.2%

EMPLOYMENT (Place of residence)



Hamilton	+ 2.8%
Waikato	+ 1.9%
New Zealand	+ 2.1%

SPENDING



Hamilton	+ 0.9%
Waikato	+ 3.0%
New Zealand	+ 1.9%

UNEMPLOYMENT



Hamilton	6.3%
Waikato	5.0%
New Zealand	4.2%

GUEST NIGHTS



Hamilton	+ 0.2%
Waikato	+ 2.6%
New Zealand	+ 5.3%

COMMERCIAL VEHICLE REGISTRATION



Hamilton	- 30%
Waikato	- 27%
New Zealand	- 22%

MEDIAN HOUSE PRICE



(June 2024 quarter)
\$749,000

HOUSE SALES



Hamilton	+ 6.2%
Waikato	+ 15.6%
New Zealand	+ 12.1%

24 October 2024

- Hamilton still has many positive economic indicators, but economic growth is close to zero.
- Business and employment growth continue to outpace the rest of New Zealand with annual business growth of 2.5% in Hamilton compared to 1.5% nationally.
- Unemployment continued to increase, reaching 6.3% in the June quarter.
- As noted last time, employment and unemployment growth are possible at the same time. More people in Hamilton are getting jobs, but more people are looking for work who were not previously in the labour force. Unemployment grows when the labour force grows faster than job growth.
- Hamilton house prices fell in the June quarter, as did prices nationally. The RBNZ May statement of potential OCR increases was a likely factor.
- Note that house price data has been updated, resulting in a fall in the median house price over the past two years.

6

The outlook for the economy

- The OCR will fall to 4% in 2025 and stabilize around 3% by 2027.
- Expectations are the rest of 2024 to be recessionary with the economy improving throughout 2025.
- Spending and consumption is also expected to remain negative for the rest of the year before improving in mid 2025.
- Continued soft consenting, improving in 2025
 - Developers will still be cautious and their financing costs are still very high.
 - Interest rate falls will improve feasibility, along with expected slow increase in house prices.
- Things should improve in 2025 but won't return to the high-octane growth seen in 2021

24 October 2024

7

Council Report

Item 10

Committee: Economic Development Committee

Date: 24 October 2024

Author: Nicolas Wells

Authoriser: Blair Bowcott

Position: Strategic Property Manager

Position: General Manager Strategy, Growth and Planning

Report Name: Strategic Property Update - October 2024

Report Status	Open
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Purpose - *Take*

1. To inform the Economic Development Committee of:
 - i. the financial performance and position of the Municipal Endowment Fund (MEF) at 30 September 2024 (2024/25 FY Q1); and
 - ii. the matters concerning the Opoia Paa Carpark and Hinemoa affordable housing development.

Staff Recommendation - *Tuutohu-aa-kaimahi*

2. That the Economic Development Committee receives the report.

Executive Summary - *Whakaraapopototanga matua*

3. This is the regular report on the financial performance and position of the assets of the Municipal Endowment Fund (MEF). It covers the first quarter (Q1) of the 2024/25 financial year from 1 July 2024 to 30 September 2024.
4. The MEF has a current value of \$55.61 million comprised of property assets totalling \$22.01 million and reserves of \$33.60 million.
5. On 14 September 2023, the Economic Development Committee approved developing the land *in principle*, subject to engagement with mana whenua and agreed that a ground-penetrating radar survey would help identify archaeological features and appropriate location for any development on the land. This work has been completed. The consultant's report is included as **Attachment 2** to this report. The sub-ground archaeology identified on the Opoia Paa Carpark site is shown on the annotated aerial included as **Attachment 3**.
6. On 11 May 2023, the Economic Development Committee approved, *in principle*, the MEF providing \$10.06 million loan funding towards the Bridge Housing Trust (Bridge) Hinemoa development – a 42-unit, affordable housing development at **340 Tristram Street, Hamilton**.
7. Westpac Bank has agreed to provide the remaining development finance and is arranging a tri-party loan agreement (Bridge, Hamilton City Council, Westpac) which will see Council and Westpac sharing first-ranking security arrangements.

8. Staff consider the matters in this report have a low significance and that the recommendation complies with the Council's legal requirements.

Discussion – *Matapaki*

Municipal Endowment Fund 2024/25 FY Q1

9. Council's Municipal Endowment Fund (MEF) is divided into 3 parts:
- The **Municipal Endowment properties** consist of ground leases where Council owns the land only but the improvements and leasehold interest in the land are owned by the lessee. Typically, this asset class returns a low yield. Council has previously encouraged lessees to freehold these properties to free up Council's capital for investment in higher yielding property assets;
 - The **Municipal Investment properties** consist of property assets purchased to generate the maximum possible yield. They include two industrial properties, and two groups of suburban shops; and
 - The **Municipal Endowment Reserve** (\$33.60 million) is invested in term deposits and mixed funds. The reserve is invested in accordance with an independently designed framework that is intended to diversify the investment portfolio, support liquidity, and preserve capital over the long term, as follows:

Term Deposits - \$27.0 million

Provider	Amount	Term	Maturity	Expected Return
ANZ	\$10.0 million	3 months	19 November 2024*	5.82%
ANZ	\$10.5 million	1 month	18 October 2024*	5.36%
BNZ	\$6.5 million	1 month	30 October 2024*	5.25%

* Term deposits will be rolled over for the same period upon maturity. Term deposit rates in general have been improving as interest rates climb, and the Finance Manager recommends continuing with this strategy at this stage.

Mixed Funds - \$6.0 million

Provider	Amount	Return*	Expense ratio
Milford Balanced Fund	\$6.0 million	7.78%	1.05%

* Since Inception Return – noting that this figure is based on past historical return averages and does not indicate or guarantee future returns.

Milford Balanced Fund			
Description	Units	Price	Value
Initial investment	2,131,135.90	\$2.8154	\$6,000,000
Value on 30 June 2024	2,140,861.76	\$3.3410	\$7,152,619
Change in fair value movement – gain/(loss) – note unrealised			\$1,152,619

10. Since the last quarterly update, the overall value of the MEF has decreased by \$1.465 million from \$57.075 million to \$55.61 million. This is due to the annual revaluation of the property assets writing down the value by \$1.831 million, offset by \$366,319 revenue gains attributable to accrued interest income and interest received on maturing term deposits in the period (2024/25 FY Q1), which is credited to the MEF. The profit and loss statement is the **Attachment 1** to this report.

Opoia Paa Carpark

Background

11. The history of the Opoia Paa Carpark land is extensively described in staff reports linked here:
 - [Council 7 September 2023](#) “Sonning Carpark- Application to Change Name” – see Item 8
 - [Economic Development Committee 14 September 2023](#) “191-197 River Road - Sonning Carpark – Development Options” – see Item 9.
12. At the 14 September 2023 Economic Development Committee meeting, staff presented a report that identified and evaluated six high-level options for developing the land, ranging from *status quo* (least aspirational) to full development of the land (most aspirational).
13. The Committee approved *in principle* to develop the land, including consideration of all the options in the report, subject to:
 - i. *engaging with mana whenua concerning ... their aspirations for the site and its cultural significance;*
 - ii. *partnering with mana whenua to confirm the development outcomes and parameters being sought; and*
 - iii. *completing a high-level development masterplan, or bulk and location document set, for the land.*

Current Status

14. On 2 July 2024 staff and Elected Members met with Ngaati Wairere and agreed to carry out a sub-ground survey of the Opoia Paa site (carpark and Jesmond Park) to conclusively determine what archaeological features remain. The survey will assist in guiding subsequent discussion with Ngaati Wairere about appropriate location and scale for development on the land.
15. The survey was completed by Archaeology Solutions Limited (ASL) in September 2024 using a multi-method remote sensing approach combining geomagnetic and ground-penetrating radar techniques. A copy of the ASL report is included as **Attachment 2**.
16. The sub-ground archaeology identified on the Opoia Paa Carpark site is shown on the annotated aerial photograph included as **Attachment 3**.
17. The ground penetrating radar survey has identified seven sub-ground features running broadly parallel to the Waikato River and River Road:
 - i. Three lines of “defensive ditches” closest to the river. These occupied what would have originally been the highest point of the site and would have been similar to the Miropiko Paa earthworks approximately 550 metres to the north. These are shown in **red** on **Attachment 3**.
 - ii. Three lines of “field boundaries” parallel to and midway between the defensive ditches and the top of the gully bank. It is assumed that these features formed part of an area for agriculture outside a defensive perimeter. These are shown in **green** on **Attachment 3**.
 - iii. The top of the bank of a gully parallel to the field boundaries. This gully would have sloped away from the Paa towards River Road.
18. It was intended to present the findings of the survey to Ngaati Wairere at a Hui at Hukanui Marae on 14 September 2024, however that hui was cancelled.
19. The archaeologist presented his report and explained the findings to a small group of senior Ngaati Wairere representatives on 18 September 2024 – they in turn reported back to Ngaati Wairere as a whole.

20. Ngaati Wairere are excited by the results of the archaeological survey. As a next step they have asked to meet with Council staff to discuss the archaeological report and its implications for the future of the site.
21. That meeting is scheduled to occur before the Economic Development Committee meeting on 24 October 2024. A verbal update will be provided at the meeting.

340 Tristram Street – Bridge Housing – Municipal Endowment Fund (MEF)

Background

22. The Bridge Housing Charitable Trust (Bridge) owns the land at **340 Tristram Street, Hamilton**, and intends to build a 42-unit affordable housing complex called the Hinemoa Development.
23. Bridge supplied Council a proposal setting out their intentions, which provided a starting point for negotiating the detail of funding arrangements with the MEF. Bridge requested:
 - i. a capital investment, by way of loan, of \$10.0 million from the MEF – to be matched by Bridge and not-for-profit partners. The MEF would attract an appropriate return consistent with the MEF Policy;
 - ii. a funding contribution of \$60,000 from the MEF – to be matched by Bridge – to progress detailed designs and consenting applications.
24. On 11 May 2023, the Economic Development Committee approved *in principle* the MEF investing in an affordable housing development at **340 Tristram Street**, Hamilton, subject to:
 - i. *a maximum financial investment from the MEF of \$60,000 to progress detailed designs and consent applications;*
 - ii. *a maximum financial investment from the MEF of \$10.0 million to contribute towards the cost of building an affordable housing development at 340 Tristram Street, Hamilton;*
 - iii. *suitable security, full repayment, and return on investment guarantees;*
 - iv. *an acceptable development and investment timetable; and*
 - v. *proof of concept, funding viability and commitments from all funders.*
25. On 21 December 2023, Bridge lodged a resource consent for the Hinemoa Development, comprising of 42 apartments (18 x 1-bedroom and 24 x 2-bedroom) in two three-storey blocks.
26. On 12 March 2024, the Economic Development Committee received an update from Bridge advising that an application for funding from the Ministry of Housing and Urban Development (HUD) had been declined. The Committee confirmed the resolution on 11 May 2023 and included two additional requirements:
 - i. *Delivery of 42 affordable housing units in general accordance with the plans [submitted for Resource Consent]; and*
 - ii. *A review of the funding in six months from the date of this resolution if the project has not advanced [12 September 2024].*
27. The Committee also delegated authority to the MEF Advisory Group to approve the loan.

Current Status

28. A draft loan agreement has been negotiated by Bridge, Council staff and their respective solicitors for the MEF funding. The loan agreement has a range of pre-conditions including satisfactory security, repayment guarantees, and confirmation of funding viability and commitments.

29. Bridge has confirmed that Westpac has agreed to provide the remaining development finance required to advance the project and is currently arranging a tri-party loan agreement (Bridge, Council, Westpac) that will see Council and Westpac sharing first-ranking security. It is expected that the loan agreement will be circulated by mid-October with final sign-off by all parties by early November 2024.
30. Bridge's resource consent for the development has now been issued and Bridge is working on detailed designs. A copy of the concept design is included as **Attachment 4**.
31. Demolition of the existing structures on the site is on schedule for late December 2024 to March 2025.
32. Staff have written to Bridge and advised them that the six-month review date was 12 September 2024, and while there has been good progress sourcing alternative funding and obtaining a resource consent for the project, the MEF loan remains "in principle" and that the Economic Development Committee now needs the matter resolved as quickly as possible. Bridge has expressed *"our appreciation to Council's Economic Development Committee for its patience as we work through the final pieces of this rather complex puzzle."*
33. A verbal update will be provided at the meeting.

Financial Considerations - *Whaiwhakaaro Puutea*

34. Strategic Property is a regular operating activity funded through the Long-Term Plan. Further MEF financial information for FY2024/25 Q1 is provided in **Attachment 1**.
35. The proposed loan to Bridge provides MEF funding at a heavily reduced rate (cost of borrowing + 0.5%), which comes at a cost to Council of approximately \$225,000 over the 24 months of the loan.
36. An error has been identified in the quarterly reporting for the past financial year (2023/24). The annual revaluation of the property assets wrote down their value by \$4.8 million but that reduction did not flow through into the property asset value on the quarterly profit and loss statement – consequently for the past year the report presented to the Economic Development Committee overstated the value of these assets by \$4.8 million.
37. This error arose because the profit and loss statement are compiled from different sources of information and requires manual input.
38. Unfortunately, this discrepancy was overlooked due to staff changes at the time and was only discovered now. A more stringent oversight and monitoring process has been put in place to ensure future accuracy.
39. This is an administrative reporting error which applies only to the quarterly profit and loss statement and has no impact on Council's financial position.

Ethical Investment

40. The ethical status of the institutions providing the MEF investment vehicles were summarised in the [report](#) to the 24 May 2022 Economic Development Committee (Item 11, pp 377 – 381).

Legal and Policy Considerations - *Whaiwhakaaro-aa-ture*

41. Staff confirm that recommendation complies with the Council's legal and policy requirements.

Climate Change Impact Statement

42. Staff have used the climate adaptation assessment guidance and determined there are no known climate risks or adaptation opportunities associated with the matters covered in this report. Staff have used the climate emissions assessment guidance and determined there is no change in greenhouse gas emissions associated with the matters covered in this report.

Wellbeing Considerations - *Whaiwhakaaro-aa-oranga tonutanga*

43. The purpose of Local Government changed on 14 May 2019 to include promotion of the social, economic, environmental, and cultural wellbeing of communities in the present and for the future ('the 4 wellbeings').
44. The subject matter of this report has been evaluated in terms of 'the 4 wellbeings' during the process of developing this report as outlined below.
45. The recommendations set out in this report are consistent with that purpose.

Social

46. The strategic property activity allows the Council to promote better outcomes for the community at large, helping to create a more vibrant Hamilton with greater social interaction.
47. The proposed development of the Opoia Paa land will give practical effect to the Council's aspirations by creating a more vibrant city centre, enhancing the interface with the Waikato River, and providing greater social interaction. Development of the land will contribute to the local urban community through the creation of connected communities, active street frontages, tactile pedestrian experiences for passers-by and commercial spaces for values-aligned businesses.
48. The proposed Hinemoa development supports Council's Housing Strategy, in particular our vision that every person in Hamilton is well-housed.

Economic

49. The MEF will fund key development opportunities to help attract business growth, grow the city's economy, aid potential public and private investment and help with prioritising future funding decisions and business cases.
50. Appropriate development of the Opoia Paa land and the Hinemoa site will attract business growth, grow the city's economy, and aid potential public and private investment.

Environmental

51. Appropriate development of the Opoia Paa land aligns with the Council's Central City Transformation Plan, considering connections between the central city and the Waikato River to restore and protect the balance of the environment.

Cultural

52. The strategic property activity endorses and embraces the cultural identity of the city.
53. Partnering with mana whenua is fundamental to the appropriate development of the land at Opoia Paa. Engagement with mana whenua will ensure their aspirations for the site and its cultural significance are considered.

Risks - *Tuuraru*

54. There are no known risks associated with the decision sought in the report – noting that the estimated yields from mixed fund investments are based on historical return averages, which does not guarantee future performance or yield.

Significance & Engagement Policy - *Kaupapa here whakahira/anganui*

55. Having considered the Significance and Engagement Policy, staff have assessed that the recommendation of this report has a low level of significance. Given the low level of significance no engagement is required.

Attachments - *Ngaa taapirihanga*

Attachment 1 - Municipal Endowment Fund FY 2024/25 (Q1) - Profit and Loss

Attachment 2 - Opoia Paa - Results of Multi-Method Remote Sensing - Archaeology Solutions Limited Report September 2024

Attachment 3 - Opoia Paa Carpark - sub-ground archaeology - annotated aerial photograph

Attachment 4 - 340 Tristram Street - Hinemoa Development - Plans

Hamilton City Council

STRATEGIC PROPERTIES

Select Financial Year:

FY25FY24FY23

Select Month:

JulAugSepOctNovDecJanFebMarAprMayJun

How much money is in the Endowment fund today?

\$33,575,156

How much interest have we earned this year on the MEF fund?

\$366,319

Return on MEF Fund this year

4.41%

What is the value of our MEF Properties?

\$22,035,000

What is the value of our MEF Investment Funds?

\$27,000,000

Term Deposits

\$7,152,619

Mixed Funds

Total value of MEF assets:

\$55,610,156

What is the value of our SIP Properties?

\$22,014,000

Total Strategic Property asset value:

\$77,624,156

ENDOWMENT FUND: PROFIT AND LOSS STATEMENT

	Resource	YTD Actuals	YTD Budgets	YTD Variance	Annual Budget
INCOME	Rental Income	(\$328,713)	(\$322,595)	\$6,118	(\$1,182,891)
	Operating Contributions	(\$44,754)	(\$46,752)	(\$1,998)	(\$171,430)
	Water Charges - Internal Charges	\$883		(\$883)	
	Rates Expense - Internal Charges	\$41,568	\$50,552	\$8,984	\$185,364
	Total	(\$331,015)	(\$318,795)	\$12,220	(\$1,168,957)
EXPENSES	External Rates		\$2,873	\$2,873	\$10,535
	Electricity	\$215	\$324	\$109	\$1,188
	Insurance	\$13,523	\$3,888	(\$9,635)	\$12,281
	Legal Services	\$2,289		(\$2,289)	
	Consumables	\$4		(\$4)	
	Service Providers	\$11,578		(\$11,578)	
	Interest Received Special Funds	(\$366,319)		\$366,319	
	Total	(\$338,710)	\$7,085	\$345,795	\$24,004
GAIN/LOSS	Unrealised Loss on Change in FV other	\$13,111		(\$13,111)	
	Loss on Fair Value of Invstmnt Prop		\$0	\$0	\$0
	Unrealised Gain on Change in FV Other	(\$240,498)		\$240,498	
Total		(\$227,387)	\$0	\$227,387	\$0
Total (Surplus)/Deficit		(\$897,112)	(\$311,710)	\$585,402	(\$1,144,953)

STRATEGIC INVESTMENT PROPERTIES: PROFIT AND LOSS STATEMENT

	Resource	YTD Actuals	YTD Budgets	YTD Variance	Annual Budget
INCOME	Rental Income	(\$111,256)	(\$34,861)	\$76,395	(\$127,828)
	Operating Contributions	(\$10,346)	(\$11,251)	(\$905)	(\$41,255)
	Fees & User Charges		(\$71,873)	(\$71,873)	(\$269,399)
	Water Charges - Internal Charges	\$1,324		(\$1,324)	
	Rates Expense - Internal Charges	\$26,030	\$34,428	\$8,398	\$128,920
	Total	(\$94,248)	(\$83,557)	\$10,691	(\$309,562)
EXPENSES	External Rates		\$1,607	\$1,607	\$7,447
	Electricity	\$1,105	\$1,339	\$234	\$4,756
	Insurance	\$6,597	\$7,152	\$555	\$20,753
	Legal Services	\$0		\$0	
	Management Fee		\$2,110	\$2,110	\$7,737
	Service Providers		\$1,803	\$1,803	\$6,611
Total		\$7,702	\$14,011	\$6,309	\$47,304
Total (Surplus)/Deficit		(\$86,546)	(\$69,546)	\$17,000	(\$262,258)

Results of Multi-method Remote Sensing Opoia Pā,
Kirkiriroa



Figure 1: Detail of SO 201 from 1864 showing the study area (modern cadastral lines overlaid).

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Author(s): Dr. Hans-Dieter Bader

Revision History:

Draft	09/2024	Bader
Review		
Final		

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1. Introduction

1.1. Brief

Hamilton City Council instructed Archaeology Solutions Ltd (ASL) to undertake a geophysical survey of two areas on either side of the trainline crossing the Waikato on the northern bank of the river.

The survey was undertaken to investigate and identify any possible remains of Opoia Pā which once stood on this location. The construction of two railway bridges, a carpark and a park have disguised any surface features of the archaeological site.

To achieve this aim, three areas, covering most of the carpark to the west of the trainline and part of Jesmond Park to the east, were investigated with multiple remote sensing methods to record a model of the sub-surface.

This report outlines the results.

1.2. Location of land surveyed

The titles of the land surveyed are:

SA611/187

SA50D/392

SA30A/477



Figure 2: Location of study area along the Waikato River on either side of the double bridge over the Waikato.

1.3. Previous archaeological work within the study area

Previous archaeological reports have been undertaken for the Council, a later general assessment and an earlier specific assessment of the alignment of a new service pipe trench. Both assessments concluded that the area of the pā has been mostly destroyed by previous earthworks mainly related to the construction of the two bridges crossing the river.

2. Methodology

2.1. Investigation Procedure

Three areas were gridded out and a geomagnetic survey using a twin probe fluxgate gradiometer was undertaken. Utilising the same grids some of the survey lines were re-surveyed using a ground penetrating radar with dual 250MHz and 700 MHz antennas, focusing onto a maximal depth of around 3 metres.

Over 1 ha was covered by the geomagnetic survey and 23 GPR lines were recorded, all within the same area as the geomagnetic survey.

The data was processed and then displayed and analysed in GIS layers using Qgis. The LiDAR data from Hamilton Council was used to create a Digital Elevation Model of the areas to visualise small changes in the modern landform.

2.2. Methodology - Geomagnetism

Three survey grid plots were laid out. They were surveyed using a Fluxgate Gradiometer Foerster Ferex 4.032 DLG STD in a two-probe configuration. Transects were walked across these plots at 0.5 metre intervals and data taken in 0.2 metre intervals. Recorded data was normalized to reduce errors resulting from walking transects over uneven ground surfaces and Teslview 1.0 software was used to analyse the data. The data is displayed showing grey shades between -200nT (black) and +200nT (white).

Palaeomagnetism can be recorded by magnetometric methods such as using a fluxgate gradiometer. These are widely employed in archaeological research competing mainly with soil resistivity using electrical resistance and ground penetrating radar using the reflection of radar waves usually in the 200 MHz to 900 MHz range (Goldberg et al 2006, p.313). Magnetometry is the method most used due to its speed and reliability in widely different soil conditions (Goldberg et al 2006, p. 315, Johnson 2006, ch.9 by K. Kvamme).

The fluxgate gradiometer measures small underground magnetic anomalies. Both geomorphological changes and human-induced soil changes can be detected. A geomagnetic survey is influenced by three components (Zickgraf 1999, p.107-9):

- The magnetic field of the earth is constantly changing and influenced by outside changes such as the intensity of the sun. The arrangement of the survey instrument as a gradiometer using a magnetometer close to the soil surface and a second magnetometer in about 1 metre height compensates for those changes.
- Magnetic susceptibility of any material inside a magnetic field changes the magnetic signature of different materials to different degrees. This allows recognition of foreign material in the soil (e.g. shell midden concentrations in the topsoil). Ferromagnetic materials (e.g. iron) can have a magnetic signature on their own (remnant magnetism).
- Le Borgne effect: The susceptibility of the topsoil to about 30 cm depth can be up to 100 times stronger than the susceptibility of the soil at 100 cm depth. This is due to chemical reactions of the soil close to the surface. Therefore, any trench or pit back filled with mainly topsoil shows a much stronger magnetic signature than the surrounding soil.

Fireplaces, house foundations and pits are standard features commonly recognised in archaeological geophysical surveys and have an established history of recognition in

geomagnetic surveys in New Zealand (Bader, 2007, 2008, 2009, 2018, 2021; Bader and Parker, 2005; Taylor, Holdaway and Bader, 2002).

Fire events and shell midden have been recognised by geomagnetic surveys at Long Bay (Bader 2007a and b). The results underwent rigorous ground testing (Phillips and Geometria 2007) that showed the validity of the geomagnetic data interpretation.

The distribution of small metal artefacts can also indicate patterns of historic settlements (Brooks et al 2009). Kvamme (in: Johnson 2006, p.216ff.) provides categories of detectable human activities using magnetometry:

- Fires including hearth, fireplaces, burn-offs and accidental fires all create thermo-remnant anomalies.
- Fired construction material like bricks can create the same effect.
- Human occupation can enhance the Le Borgne effect (see above) and show the extent of settlements compared to unoccupied areas.
- Accumulation of topsoil such as in the walls of sod houses can create anomalies. Often the natural backfill of a pit increases the amount of topsoil in the pit area and creates the same effect.
- Removal of topsoil for ditch features or by footpaths or animal traffic can result in anomalies. The quick backfill of pits can result in similar anomalies as the topsoil ends up at the bottom of the pit and the subsoil on the top of the backfill.
- Imported stone used as buildings or floor material often shows a difference to the surrounding soil matrix.
- Iron objects will create a dipolar anomaly. Often these anomalies are not part of the archaeological site and can 'hide' weaker anomalies of the archaeological site. Or the extent and pattern of small iron objects (e.g. nails) can reveal the location of a destroyed historic house.

2.3. Methodology Ground penetrating radar survey

31 Radar lines, between 32 and 82 metres long, were recorded with a multi frequency IDS Opera Duo Geo Radar. Start and end points were recorded using the established grids. The dual-head sensor integrates ultra-wide band antennas (250MHz and 700MHz) for both a shallower and detailed view (~1.5m) and a deeper view (~3m). Radar waves are sent into the ground and the reflection of the waves reaching back to the machine is recorded. Any layer change, any obstacle and any interruption of layers (like backfilled ditches) results in a change of the reflected radar wave. Interpretation of these visible changes can be difficult as geology, moisture content of the soil and surface conditions are all influencing the outcome. The radar lines as shown in this report are one way to make the invisible radar waves visible.

The edges of a pit or a trench have often enough differences between natural subsoil and backfill to be detected by the radar. A vertical boundary between the natural soil and the backfill of a pit create a parabolic signature in the map of the single line radar waves.

An interruption of the reflections from the upper soil layers reaching to a depth of around one metre can also be an indication of a pit or trench. Deep, wide trenches that were backfilled show roughly the original outline of that feature.

Multiple smooth topsoil layers are often indicative of gardening soils. Any changes in the deeper subsoil and rock layers can be picked up with the deeper 250MHz antenna. Modern layers like gravel and tarseal are also visible in the radar profile.

2.4. Background “noise”

The plots surveyed were accessible and suited for gradiometric survey as the background soil readings were generally ‘quiet’ in the area even though the subsoil is volcanic. Many dipolar anomalies are small bits of metal remaining in the ground after the demolition of the 20th century houses as well as abandoned service pipes but can be safely ignored for the wider pattern of geomagnetic anomalies used for the interpretation of the data.

2.5. Other Data

The survey results have been overlaid onto aerial photos and cadastral polygons, historic maps from LINZ and old and new aerals from LINZ and the Park was also surveyed with a drone, resulting in a high resolution orthophoto. Please note that all images are for interpretive purposes only. They have been only approximately geo-rectified and are not appropriate for further geo-referencing.

3. Background

Oral traditions place Opoia Pā in the vicinity of the carpark, the bridgeheads and part of Jesmond Park. The waka landing place is below the park. The historic map SO 201 from 1864 confirms the location (Figure 1).

It seems most likely that the car park area was flattened around the time of the first railway bridge construction in the late 19th century. The 1940 aerial shows four buildings on the car park. Further buildings were added between 1953 and 1961 when works on the second bridge started (see figures below).

The area today is a car park showing drainage and power for lighting, both of which are served by underground trenches.

Abandoned service lines can be expected from the buildings that were demolished to make way for the car park.

In Jesmond Park the surface doesn’t seem to have changed much since the construction of the first bridge, though a multitude of stormwater and wastewater pipes are crisscrossing the area. The waka landing place can not be seen anymore today which suggests that any flat landing area along the riverbank has been filled with spoil from the first bridge construction. But the terracing visible in 1953 and still visible today might have been originally part of Opoia Pā (Figure 7).



Figure 3: 1940 aerial on the car park.



Figure 4: 1953 aerial of car park



Figure 5: 1961 aerial of the car park.



Figure 6: Modern aerial of car park



Figure 7: Jesmond Park in 1953, waka landing is not obvious and might have been backfilled.

4. Results

4.1. Geomagnetism

Fluxgate gradiometers (geomagnetics) are widely employed in archaeological research competing mainly with soil resistivity using electrical resistance and ground penetrating radar using the reflection of radar waves usually in the 200 MHz to 900 MHz range (Goldberg et al 2006, p.313). Magnetometry is the method most commonly used due to its speed and reliability in widely different soil conditions (Goldberg et al 2006, p. 315, Johnson 2006, ch.9 by K. Kvamme).

Three grids were surveyed using a Fluxgate Gradiometer Foerster Ferex 4.032 DLG STD in a two-probe configuration. Transects were walked across these plots at 0.5 metre intervals and data taken in 0.1 metre intervals. Recorded data was normalized to reduce errors resulting from walking transects over uneven ground surfaces and Teslview 1.0 software was used to analyse the data. The results are shown in grey scale ranging from +100nT (white) to -100nT (black).

Some anomalies come from surface metal e.g. lighting etc on the car park (strong positive and negative magnetic values close together indicate metal).

Current and abandoned service pipes are also clearly visible and relate to stormwater drainage of the car park and service lines related to the demolished buildings. This suggests that the demolition work of these buildings did not involve digging up all lateral service pipes which means that the damage is restricted to the surface layers only.

In the car park the geomagnetic survey shows wide negative (dark) anomalies over larger areas. These anomalies cannot be related to 20th century building activities on the site. It seems likely that they are related to the earthworks of the pā.

In Jesmond Park recorded and unrecorded service pipes are visible. One area close to the River has strong negative only anomalies that would suggest large fire events. As this area is right next to the waka landing area it might relate to activities during the occupation of the pā.

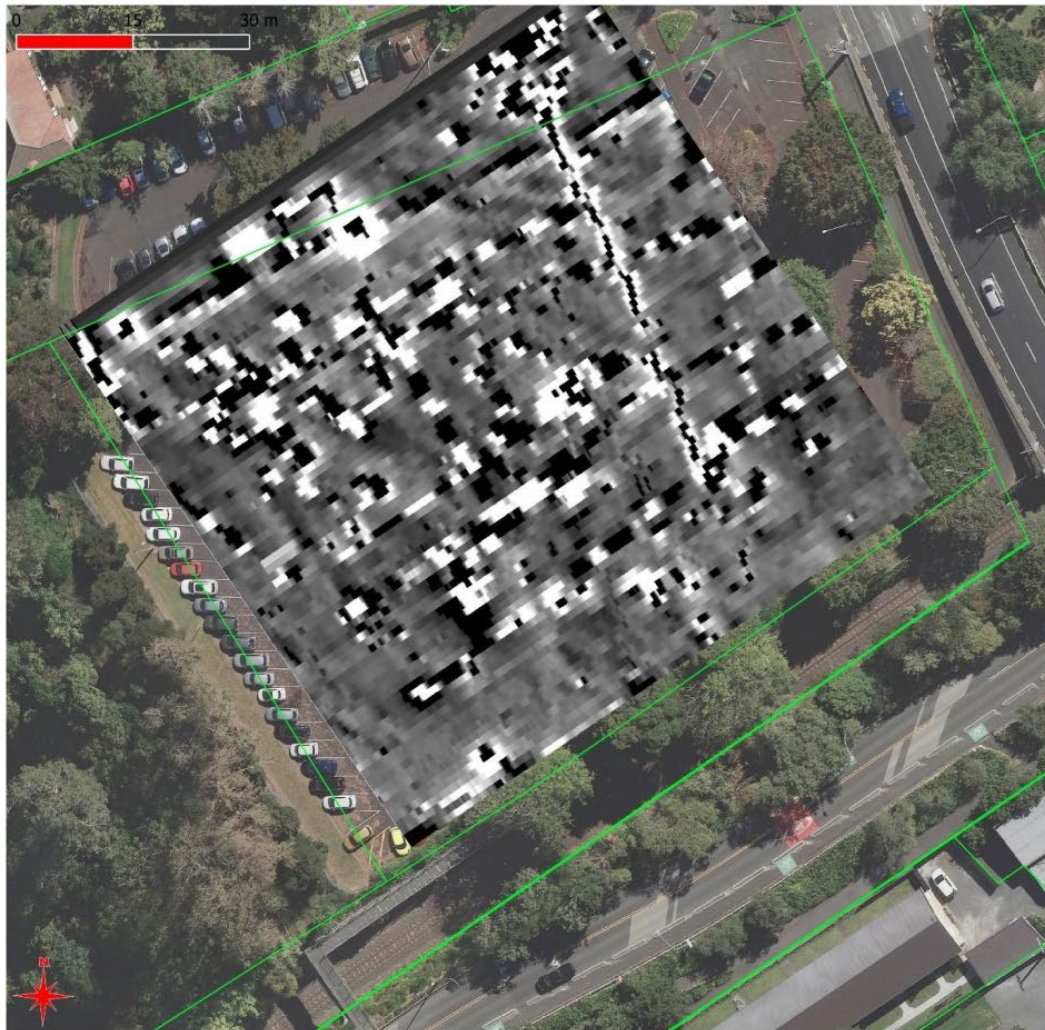


Figure 8: Geomagnetic survey results over the car park. Most of the strong anomalies are of modern origin, but some of the weaker but wider anomalies are likely related to the cultural landscape underlying the modern developments.

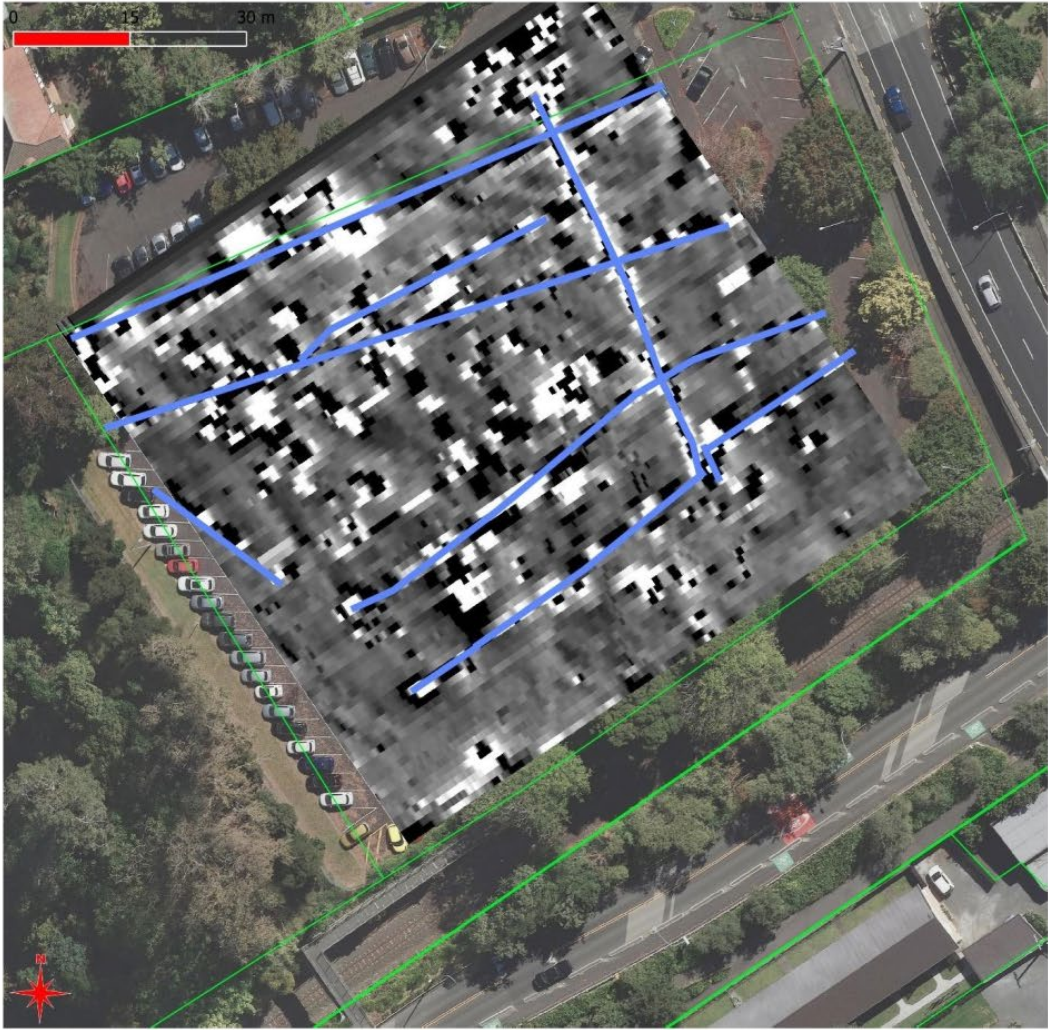


Figure 9: Some of the modern pipe work under the tarseal surface. Most of the small strong dipolar anomalies relate to metal furniture of the car park and metal in the demolition layer of the 20th century houses.

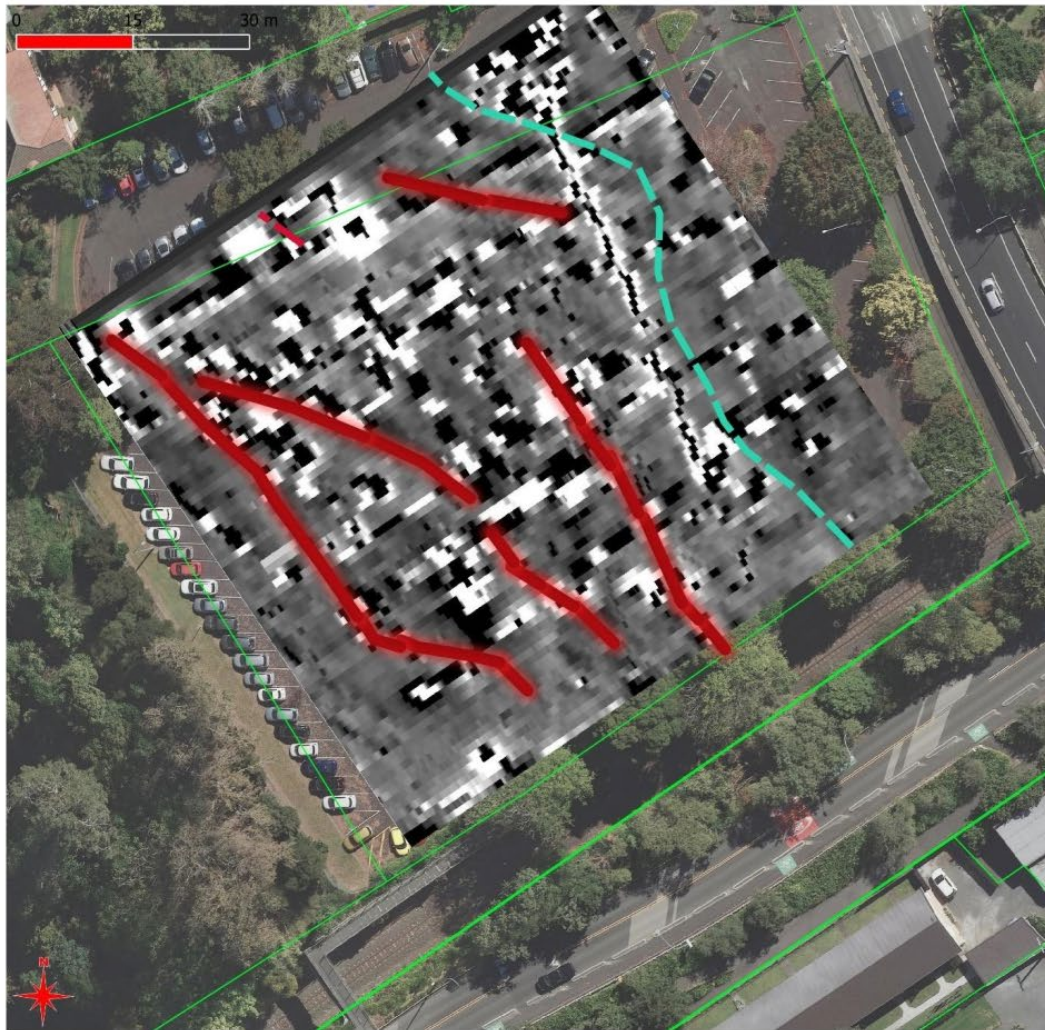


Figure 10: Geomagnetic anomalies not relating to modern or historic European buildings or earthworks. The red lines indicate the locations of several backfilled ditches - smaller and larger - likely relating to the various construction phases of the paa. The green dotted line indicates the likely bank towards a back filled creek.



Figure 11: Geomagnetic survey grids in the park. Note the strong dark 'blobs' (anomalies) in the southwestern corner.

Item 10

Attachment 2

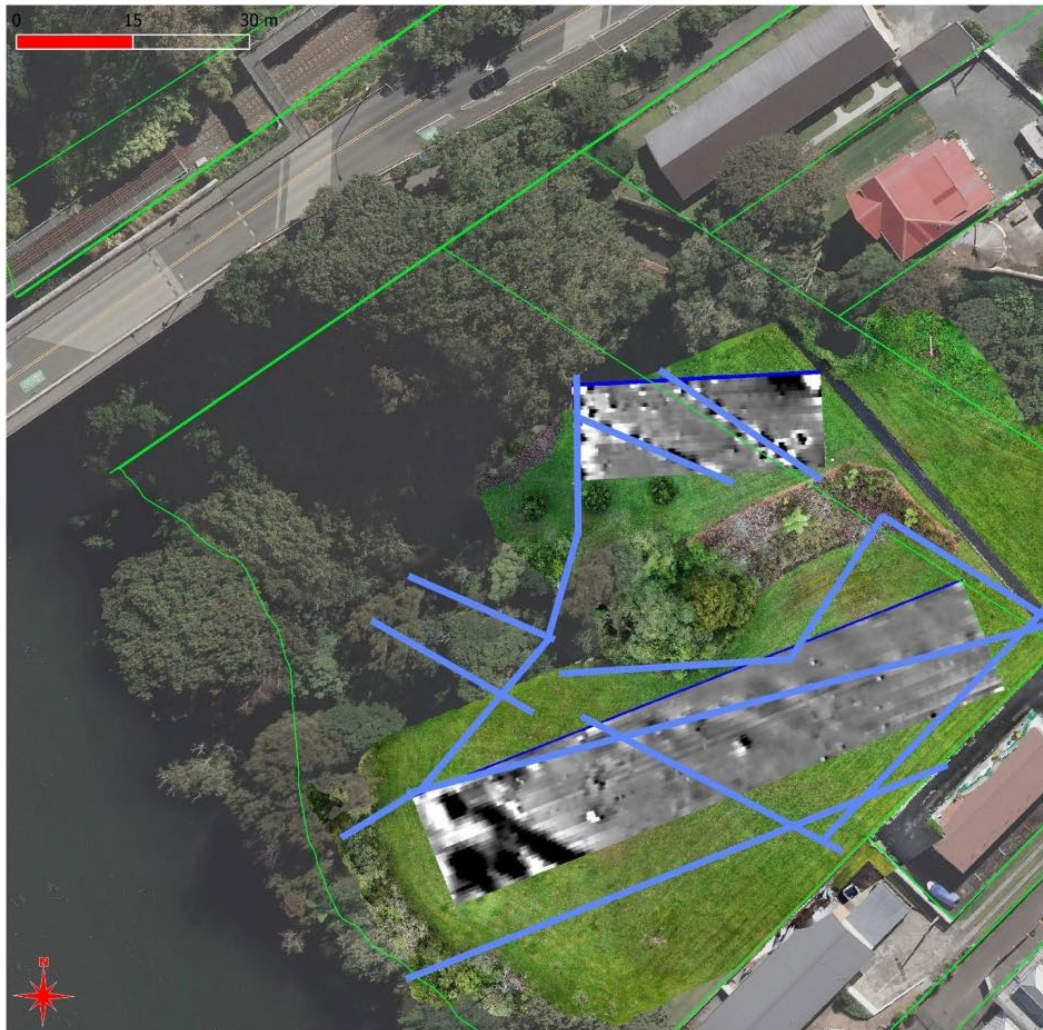


Figure 12: Recorded and unrecorded service pipes traversing the park area (in blue). Again note how the strong anomalies in the southwestern corner are not traversed by any service trench.

4.2. Ground penetrating radar

The results from the geomagnetic survey show us a basic map where to expect either backfilled ditches or large fire events but the map is restrained by the sometimes strong magnetic signature of surface and subsurface metal. To explore fuller these anomalies, the depth view provided by the ground penetrating radar is used.

All radar profiles are shown as an appendix to this report.

By overlaying the results from the geophysical surveys, it is possible to create a model to answer the specific questions of the study area.

Backfilled ditches are quite clearly visible in most of the radar profiles over the car park. The most likely explanation for backfilled ditches in this area is that several lines of defensive ditches of the pā were backfilled with material coming from the defensive banks running along the ditches in pre-Contact times. What cannot be decided is whether the pattern we see is from one time period or if we see successive building phases of the pā collapsed into one picture.

The edge towards a creek or dip in the landscape to the northeast of the car park is also visible in the radar profiles.

Further details of areas that have been backfilled versus areas that have been truncated when the study area was flattened out during the late 19th century are indicated by the radar profiles but would probably need small test pits to verify and further research to create a useful picture. The current data suggests that the interior of the pā was formed into terraces some of which were truncated, and some were back filled, likely with the spoil from the truncation.

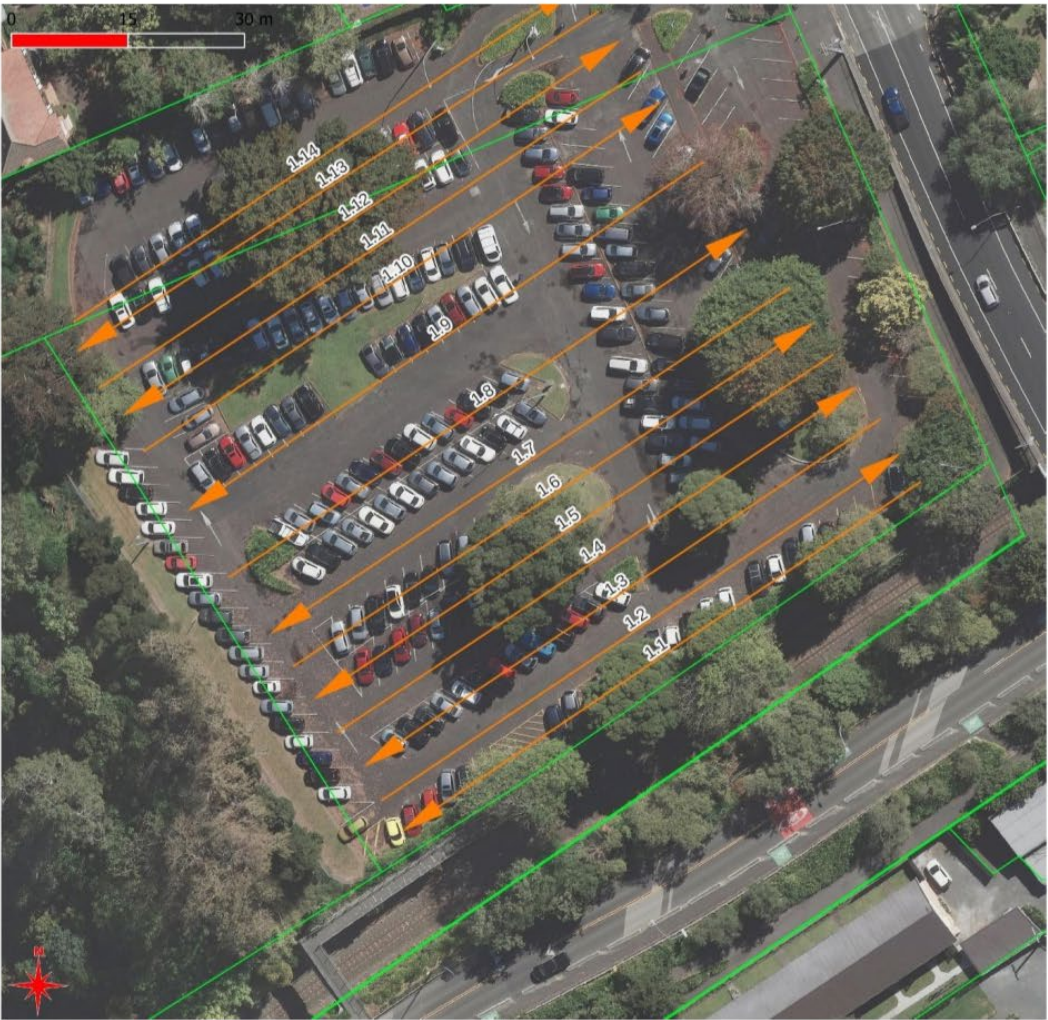


Figure 13: GPR lines over the car park.

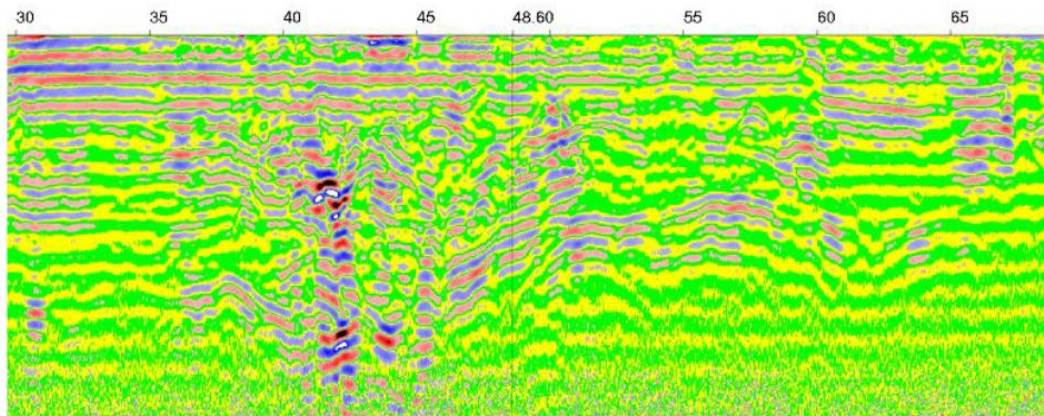


Figure 14: Detail of radar line 1.3 showing a deep backfilled ditch on the left and a smaller on the right. The upper most 0.5 m are base layer and surface of the modern car park.

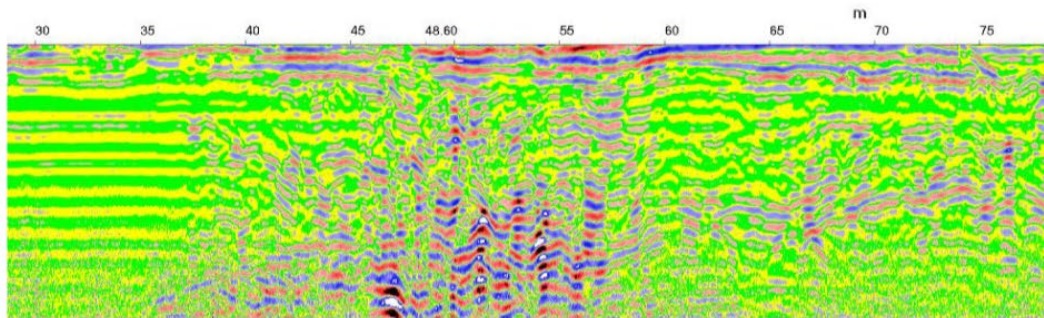


Figure 15: Detail of radar line 1.13 showing another example of a deep backfilled ditch, showing a likely truncated area to the left and a likely back filled area to the right.

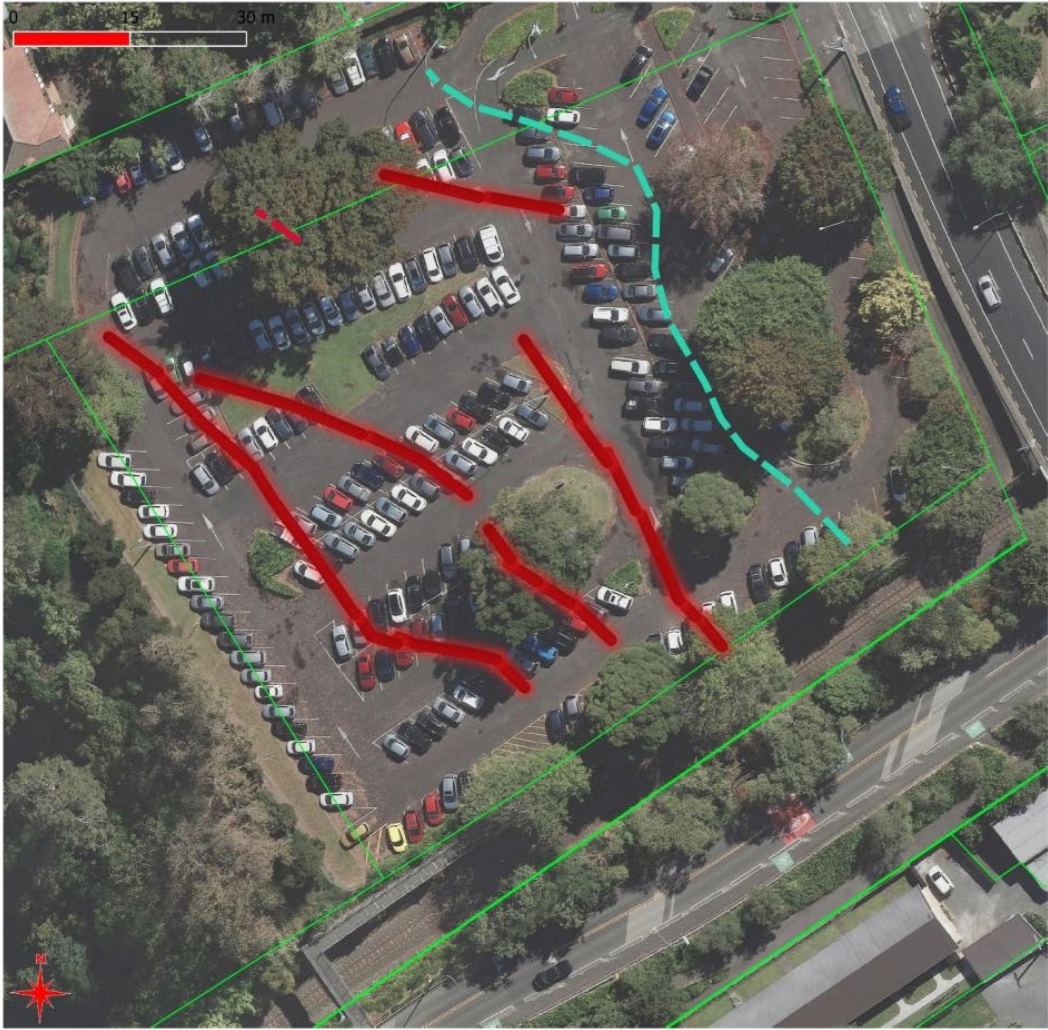


Figure 16: Interpretation of the radar and geomagnetic data overlaid onto the car park. In red the likely ditches and in green the bank of the dip in the landscape.

In Jesmond Park the radar lines showed an area that is likely backfilled. It does seem to relate to a low-lying area next to the River that has been backfilled. That would fit with the idea of a waka landing area. The modern riverbank does not seem to be very useful to draw up large waka as it is too steep, but this might be the result of dumping spoil from the first bridge construction into a low area next to the riverbank.



Figure 17: GPR lines on the Jesmond Park. 2024 high resolution orthophoto combined with LINZ aerial.

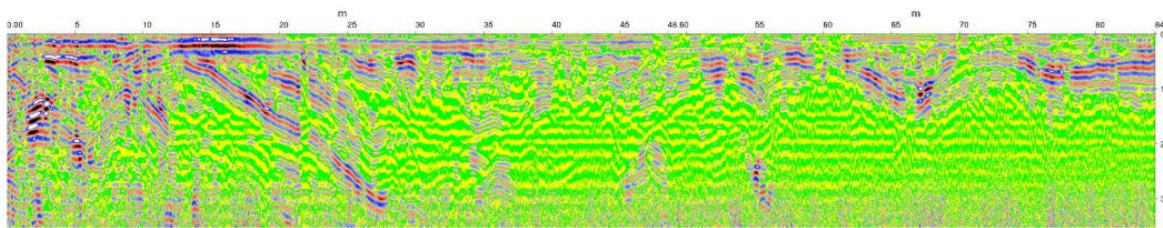


Figure 18: Radar line 2.2 showing the deep fall into a flat area about 3 metres subsurface.



Figure 19: Interpretation of the geophysical surveys in the park. Low area close to the river bank that would have been likely used for drawing up large waka. Fire events on the little spur above it.

5. Discussion

The multi method geophysical survey indicated that at least some of the deeper features of Opoia pā are still buried under fill. The area of the pā most have been flattened around the time of the first bridge construction in the late 19th century. Buildings of the 20th century had probably little impact on whatever might have been left in the ground of the pā apart from the service lines.

It also seems likely that the interior of the archaeological site was terraced and some of the higher terraces were truncated while the lower terraces would have been back filled. Thus, together with the backfilled ditches it seems likely that some elements of the pā have survived, and any future development should take this into account.

The terracing of Jesmond Park is likely a result of the pā construction but has since been heavily modified. A dense network of service trenches crisscrosses the park area. Nonetheless, an area that might have been used for waka landing is likely backfilled and some fire events above this area might be related to it. Thus, there is a small chance that even in this modified area of the Park some elements of the wider footprint of the pā has survived.

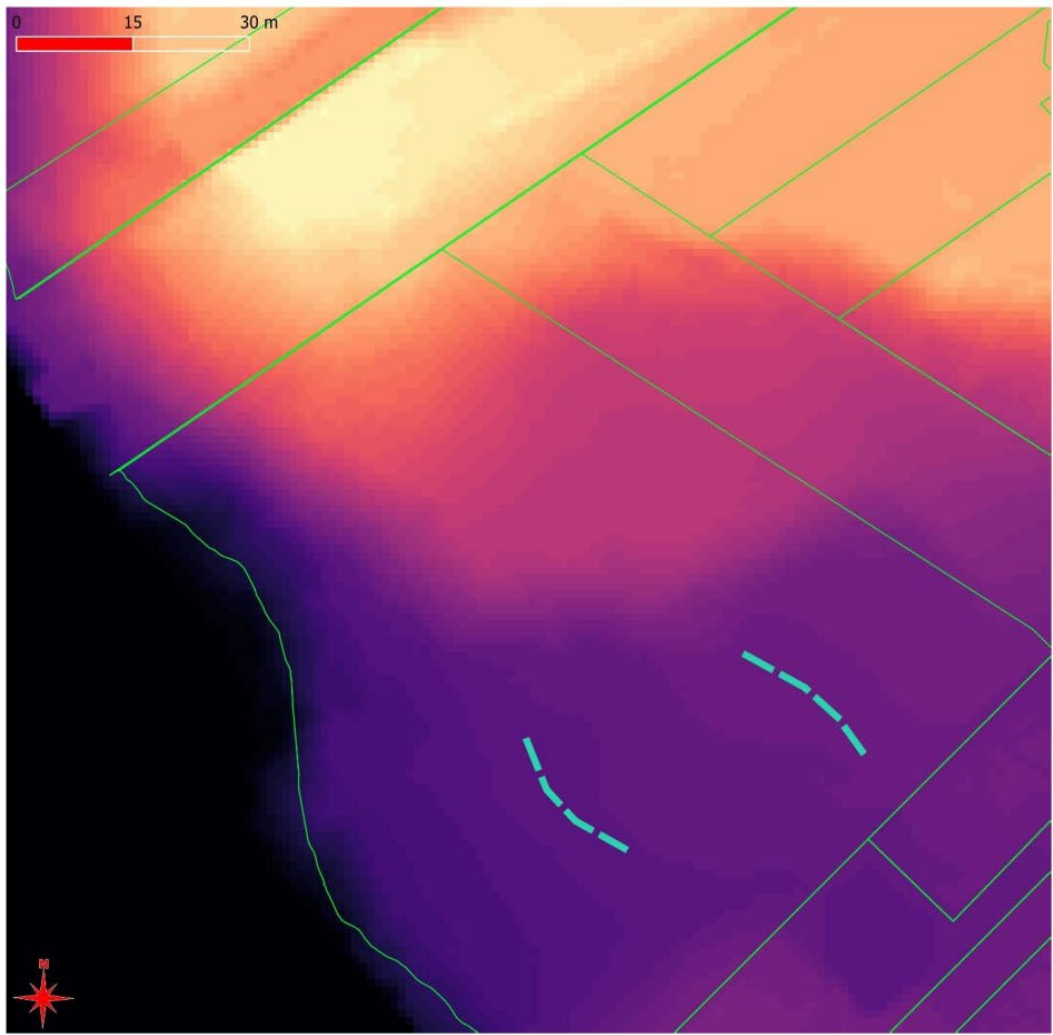


Figure 20: Elevation model of the Jesmond Park area showing where the low lying flat area might have been and its relationship to the river bank.



Figure 21: Interpretation of the extent of Opoia paa.



Figure 22: Oblique view over the car park area towards the likely location of the paa.



Figure 23: Oblique view over the likely area of the waka landing with the spur on the left separating the low lying area from the river showing possible fire events.

6. Constraints and Limitations

Though large areas have been surveyed with the geophysical methods but not the entire study area was covered. Furthermore, none of the methods will pinpoint each individual feature. There is always a chance of singular features not to have been noted.

7. Acknowledgments

The author would like to thank Wiremu Puke for his active contribution to the surveys and the Hamilton City Council for their support including but not restricted to their closing of the car park that made this survey possible.

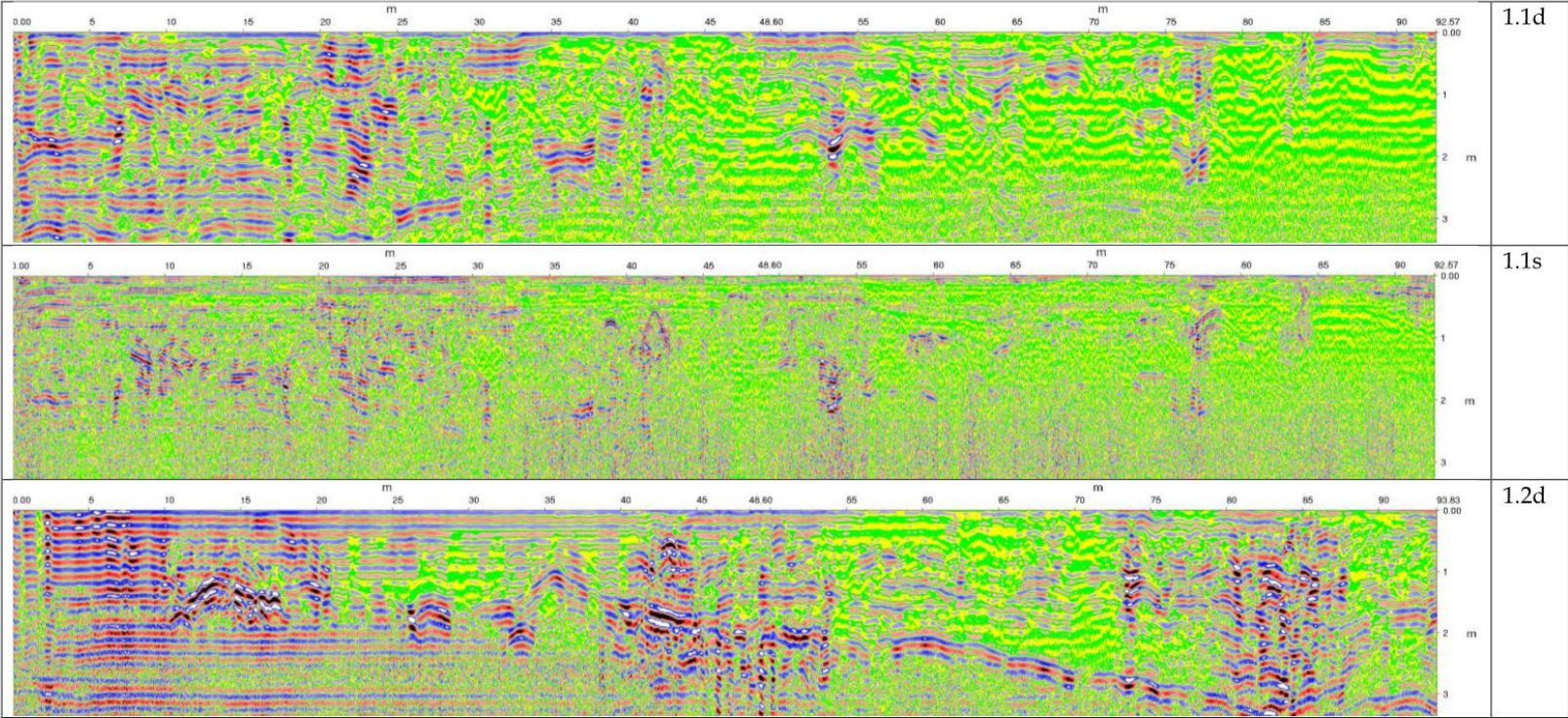
Item 10

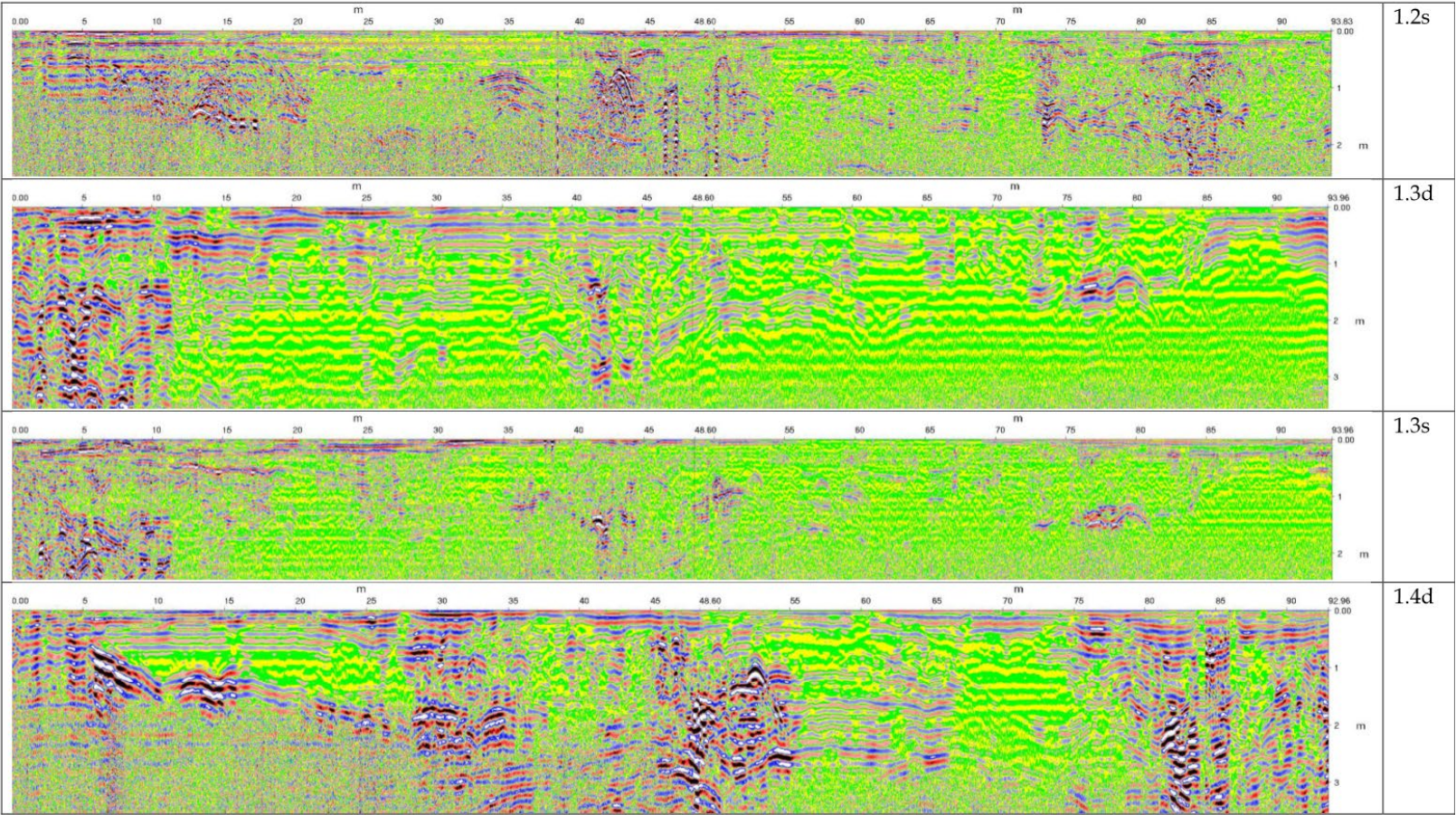
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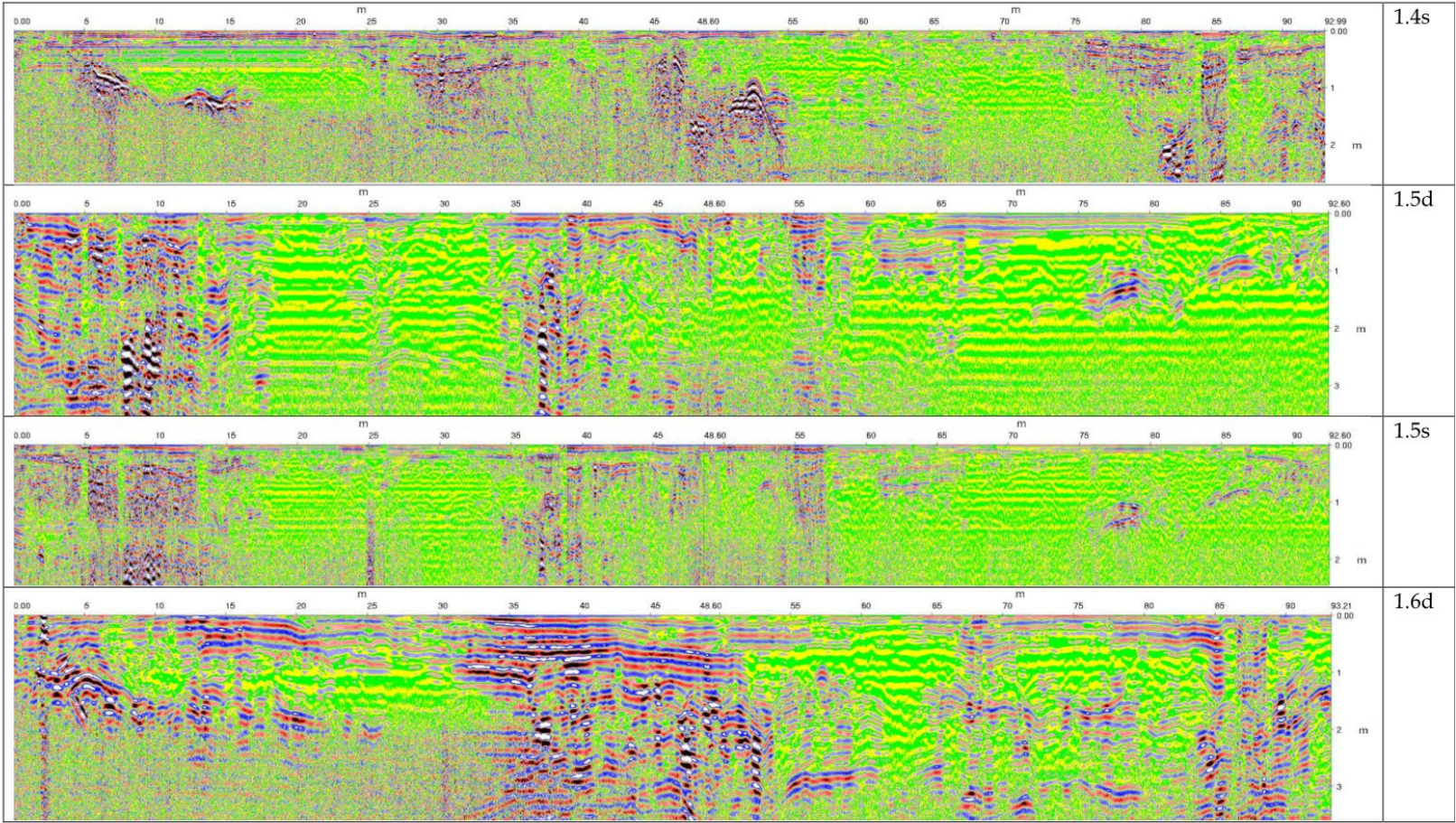
8. References

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Grid1: Deep reflections (250MHz) – data is useful to about 3 m depth, though not as detailed as the shallow reflections (e.g. 1.1d).
Shallow reflections (700MHz) – data is useful to about 1.5 m depth (e.g. 1.1s).

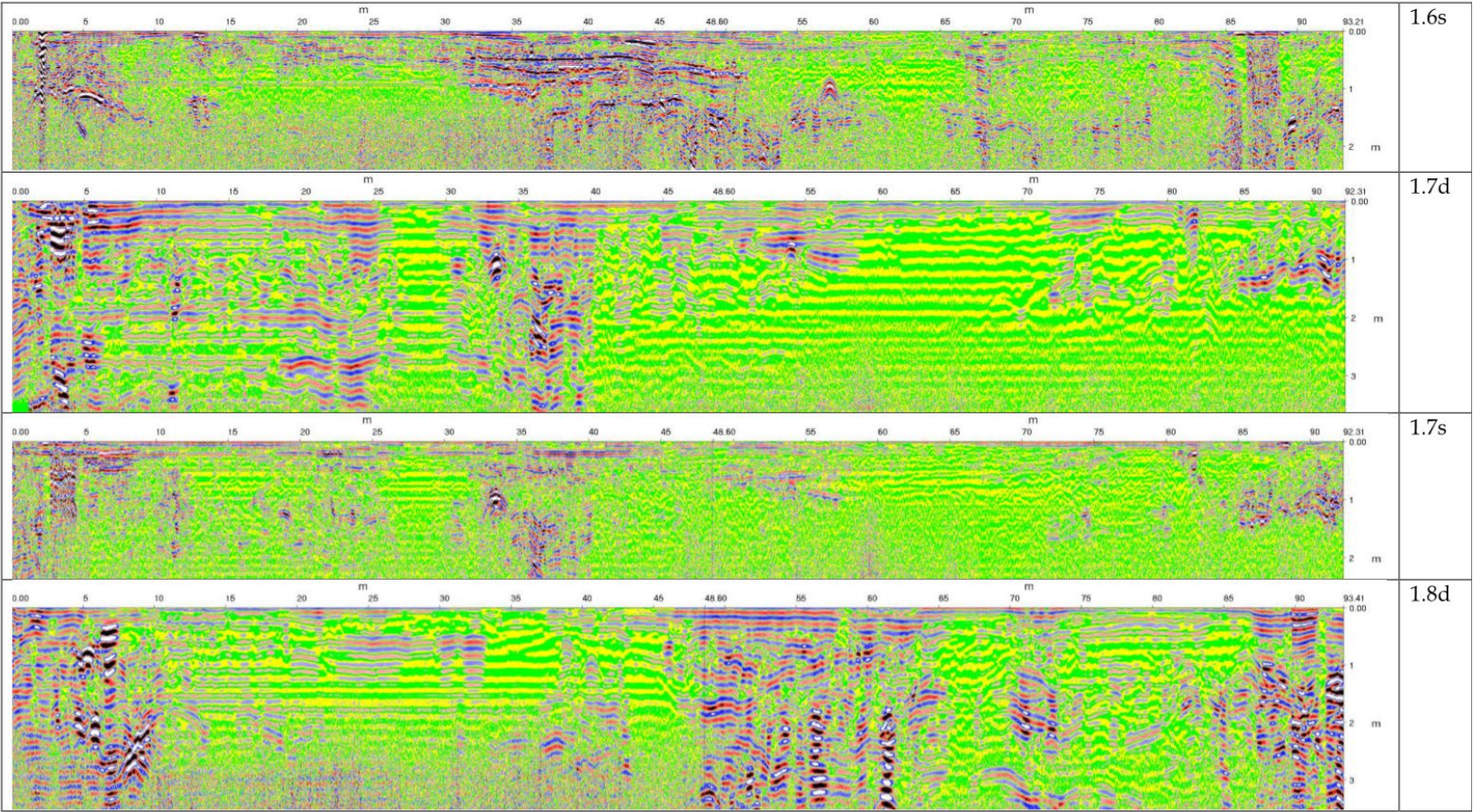


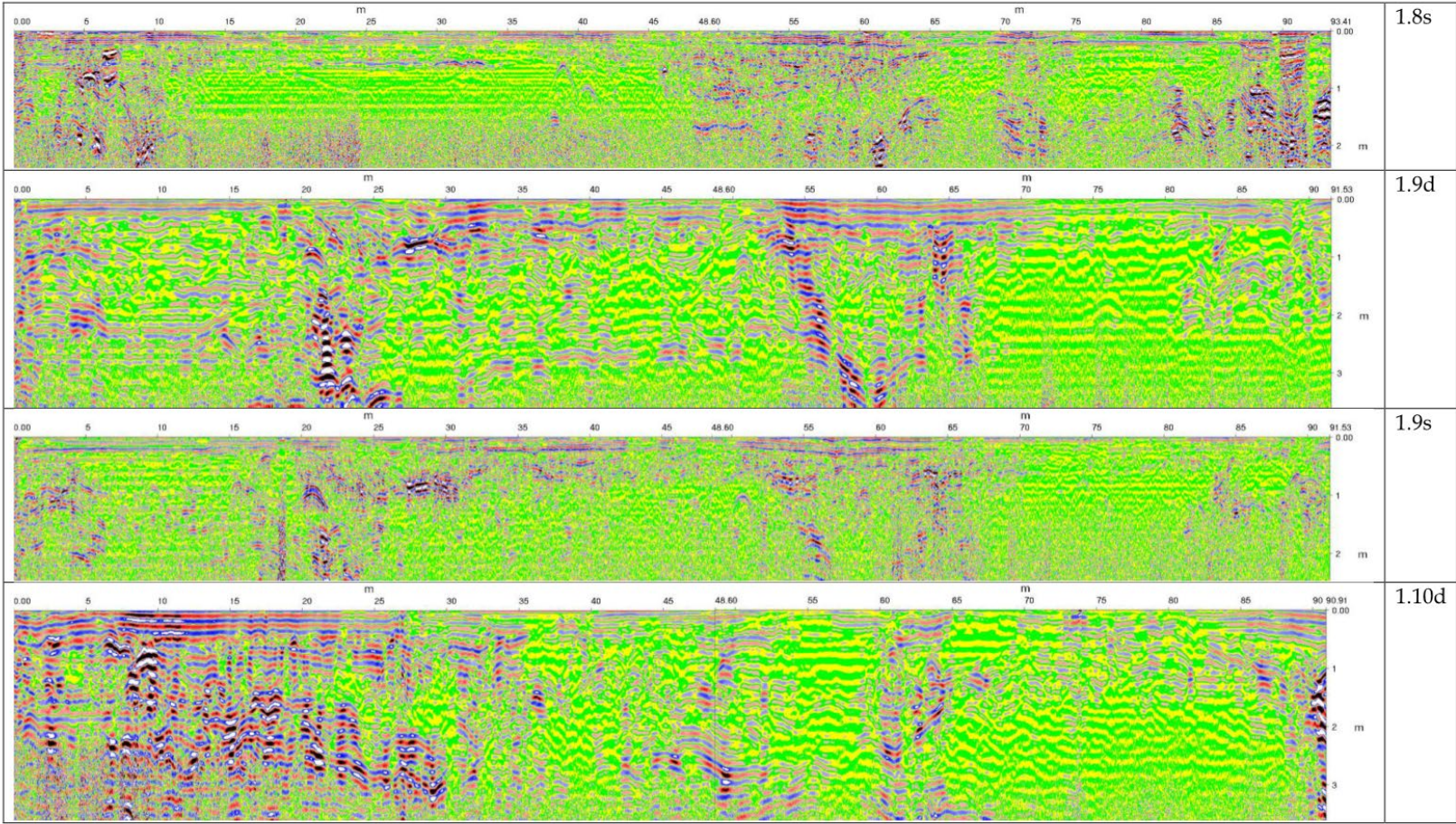




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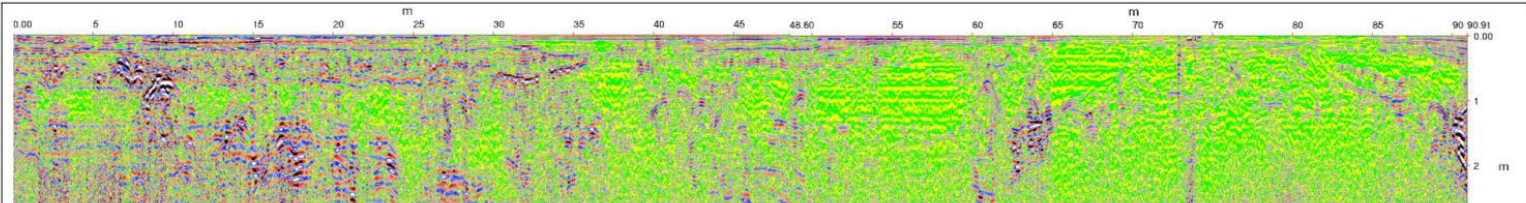
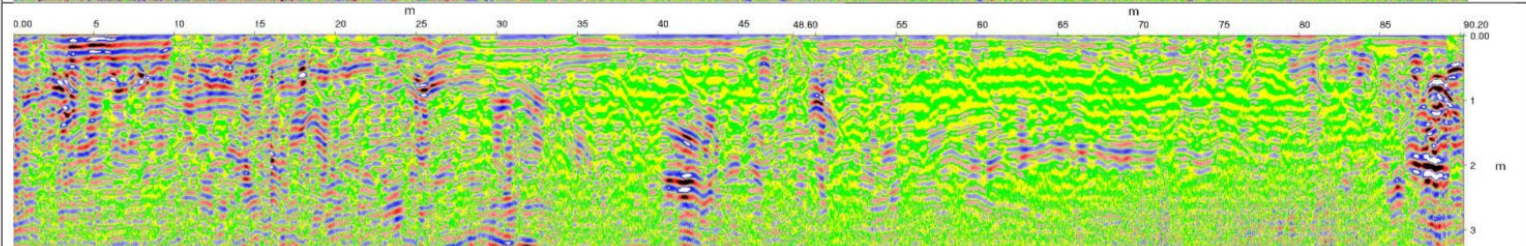
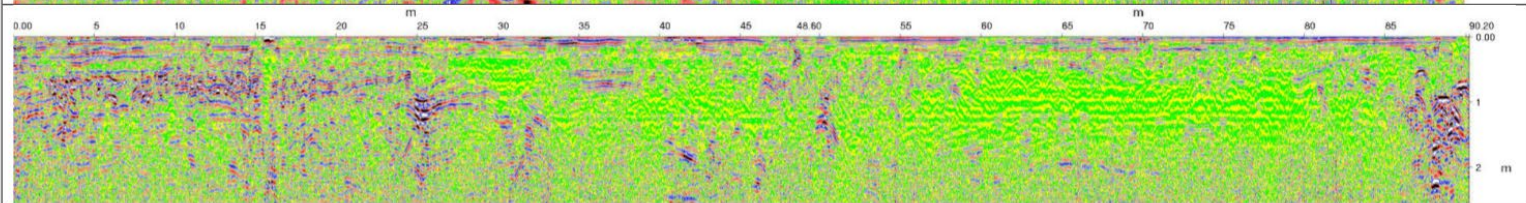
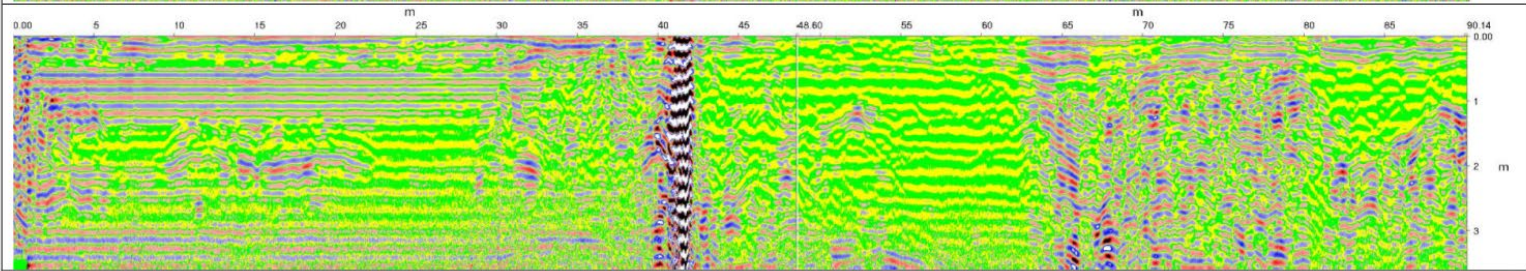
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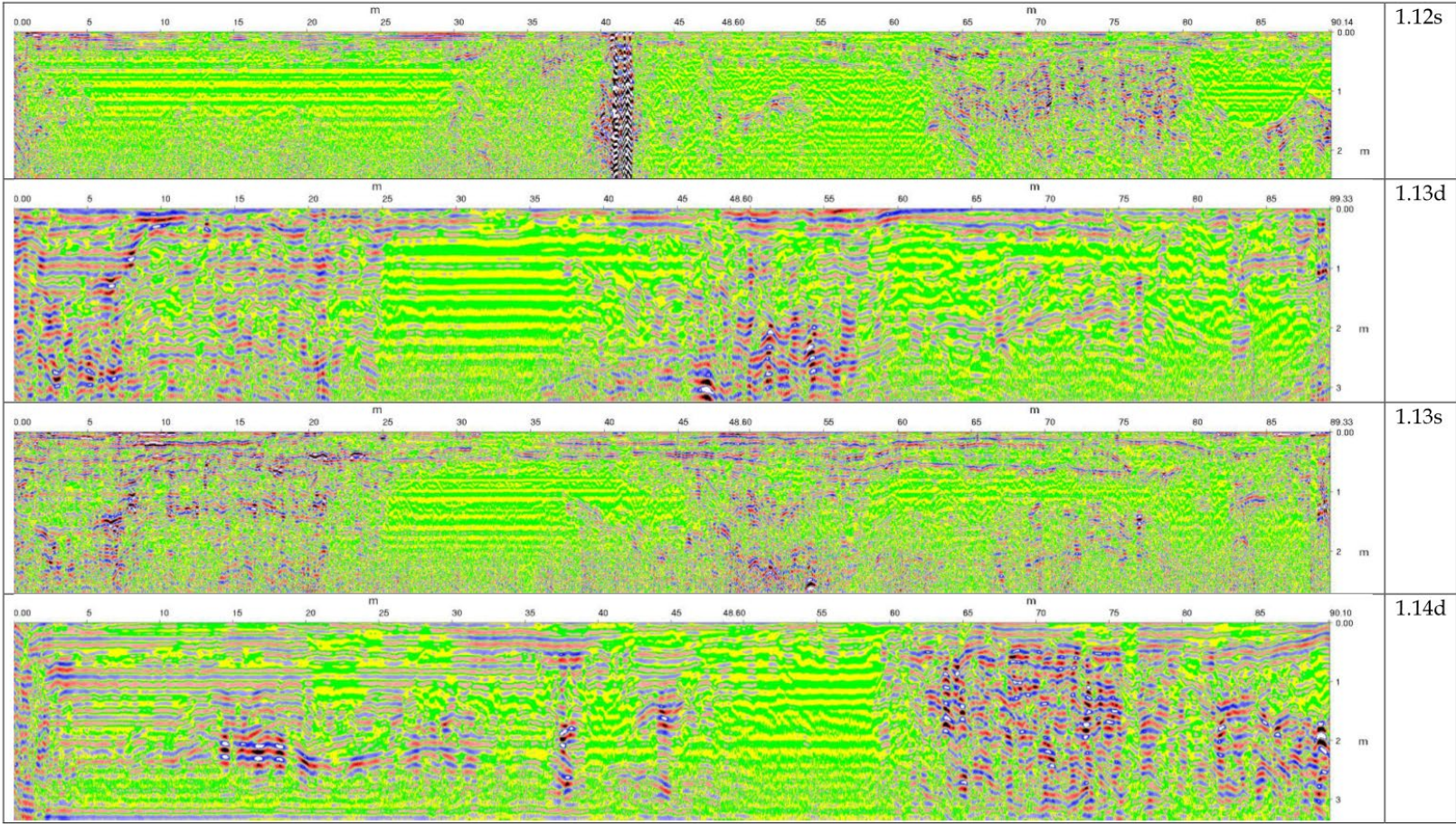


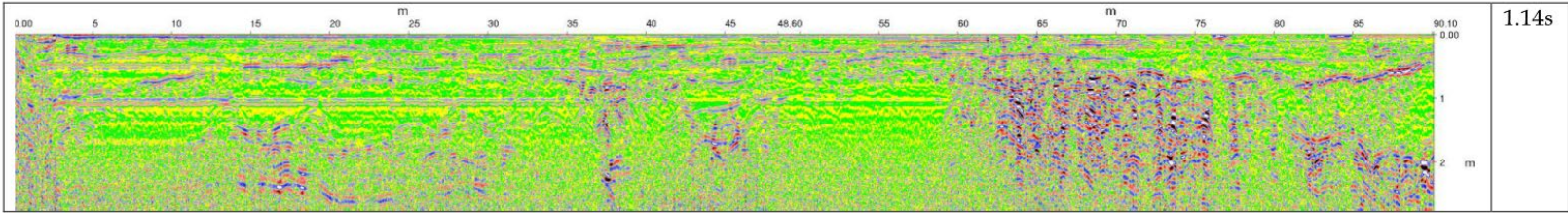


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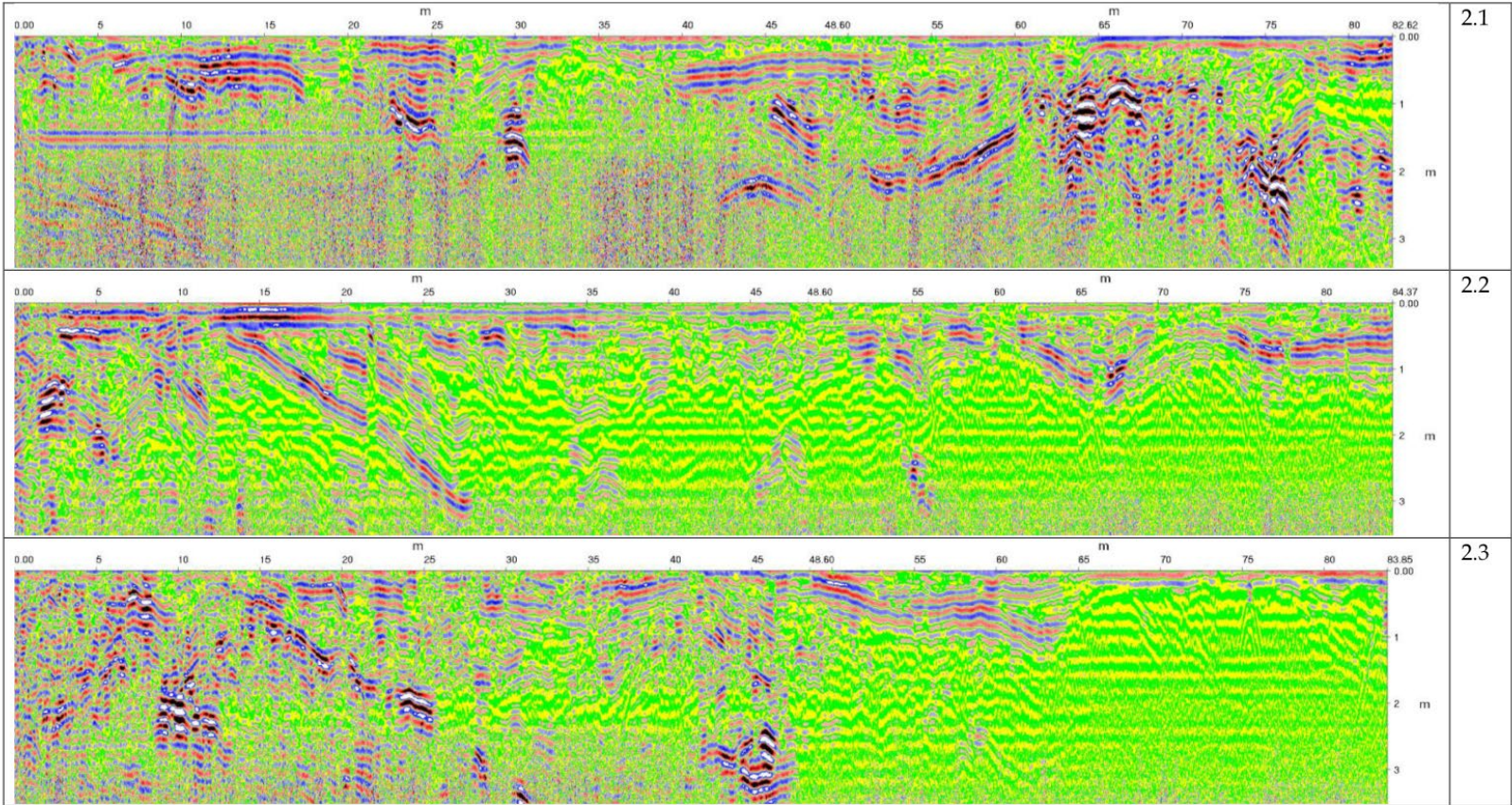
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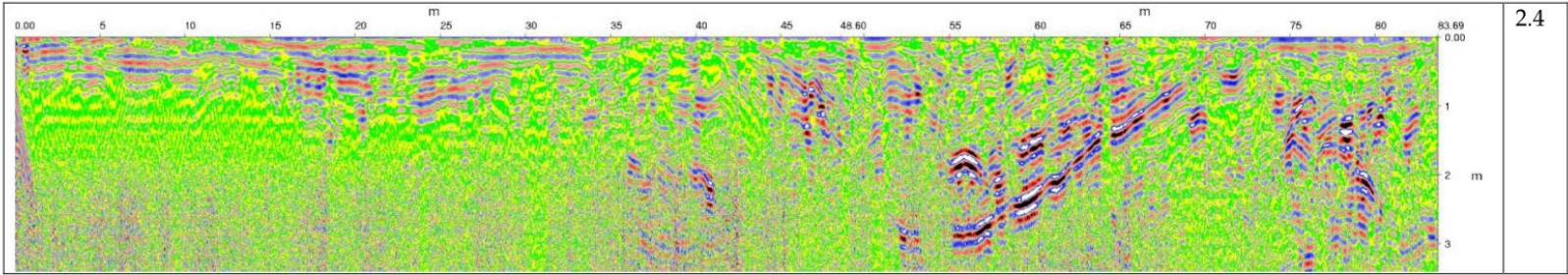
	1.10s
	1.11d
	1.11s
	1.12d



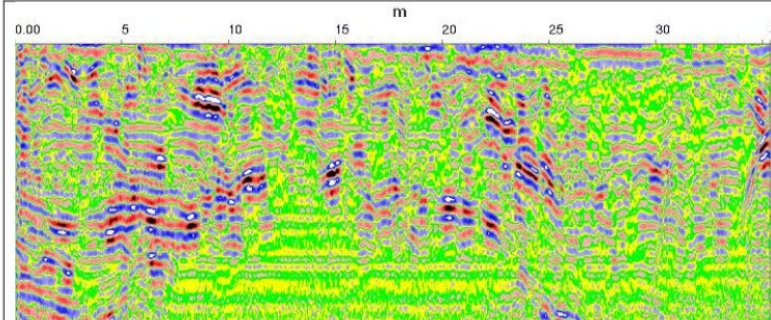
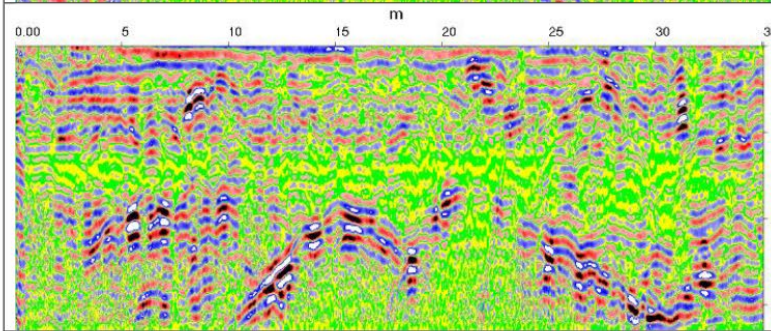


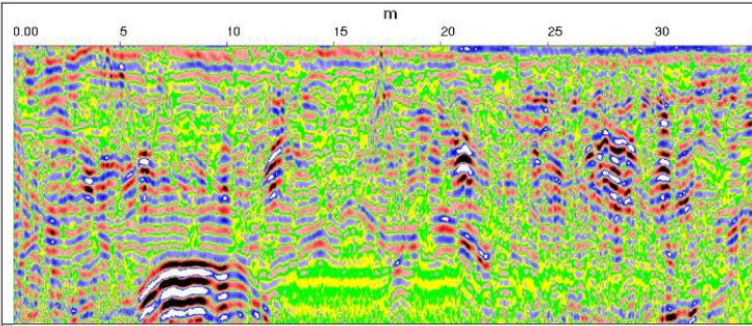
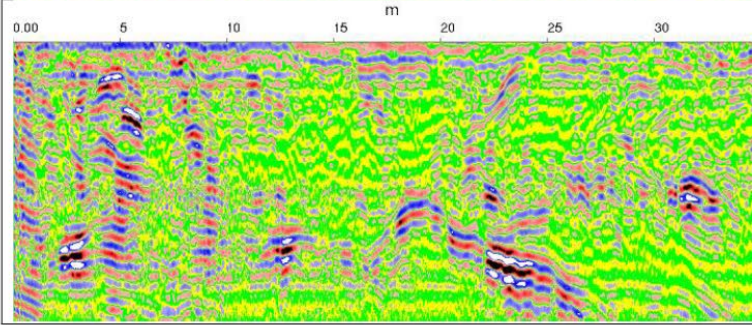
Grid2 (Park), Deep reflections (250MHz) – data is useful to about 3 m depth, though not as detailed as the shallow reflections.

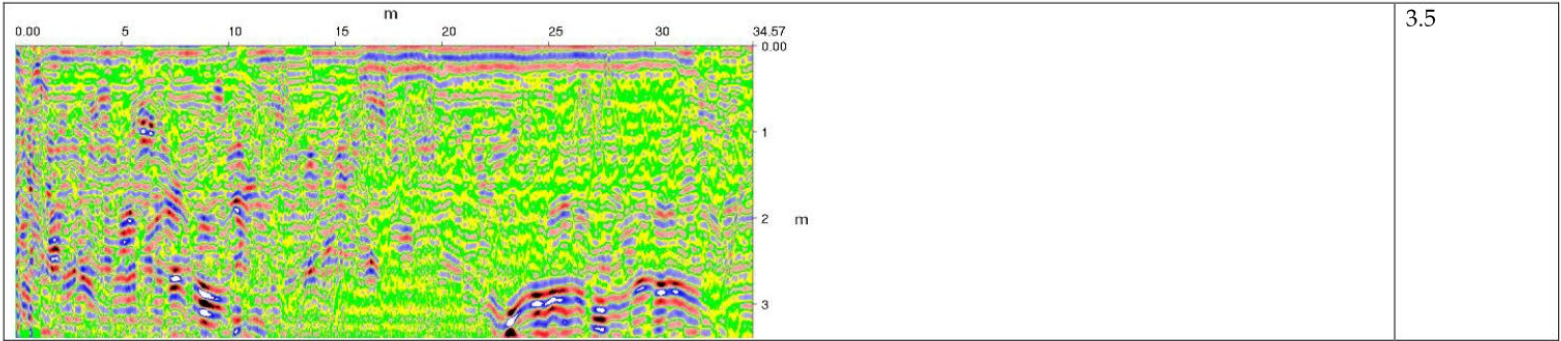


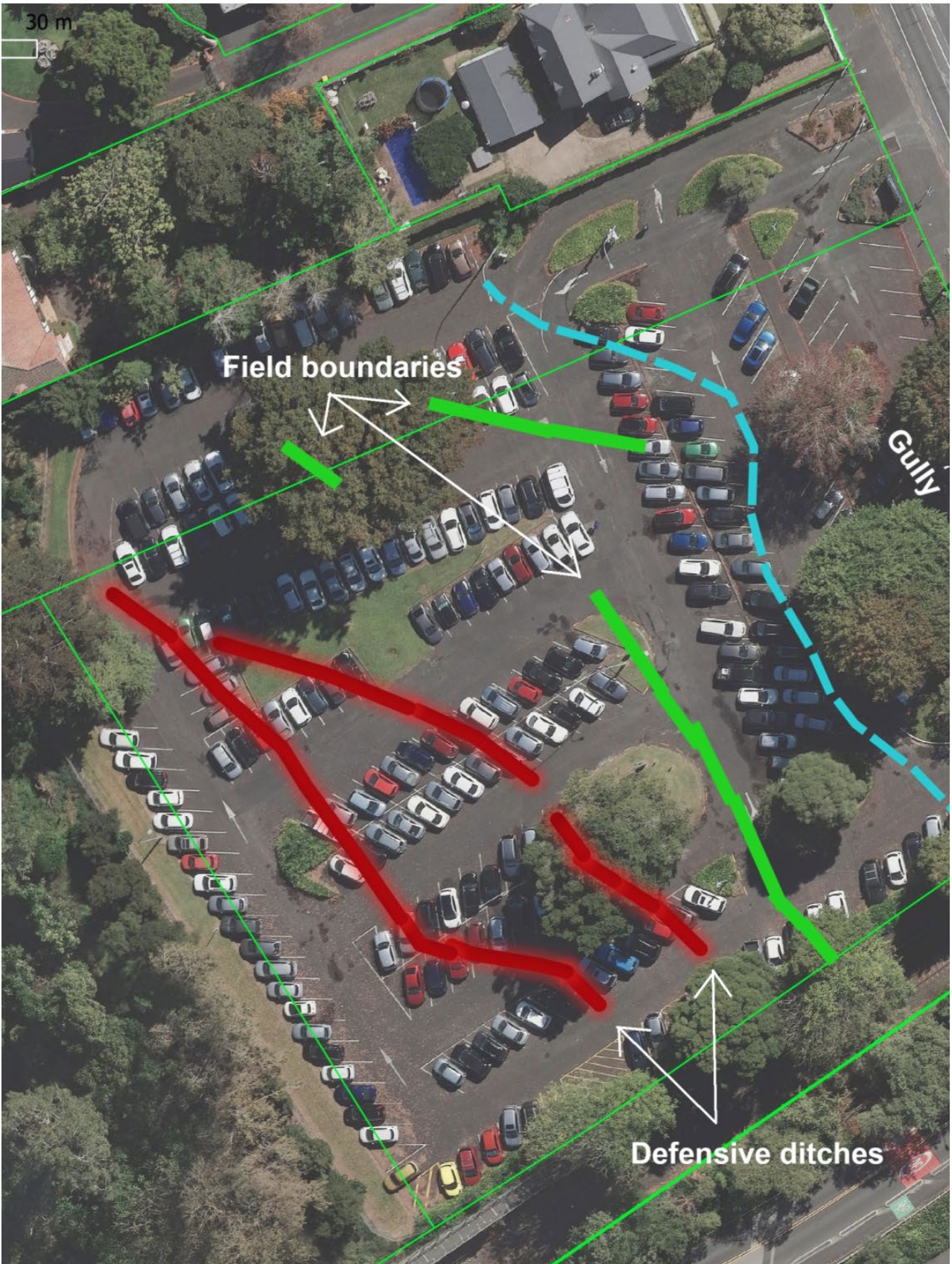


Grid3 (upper terrace, park), Deep reflections (250MHz) – data is useful to about 3 m depth, though not as detailed as the shallow reflections.

	3.1
	3.2

	3.3
	3.4





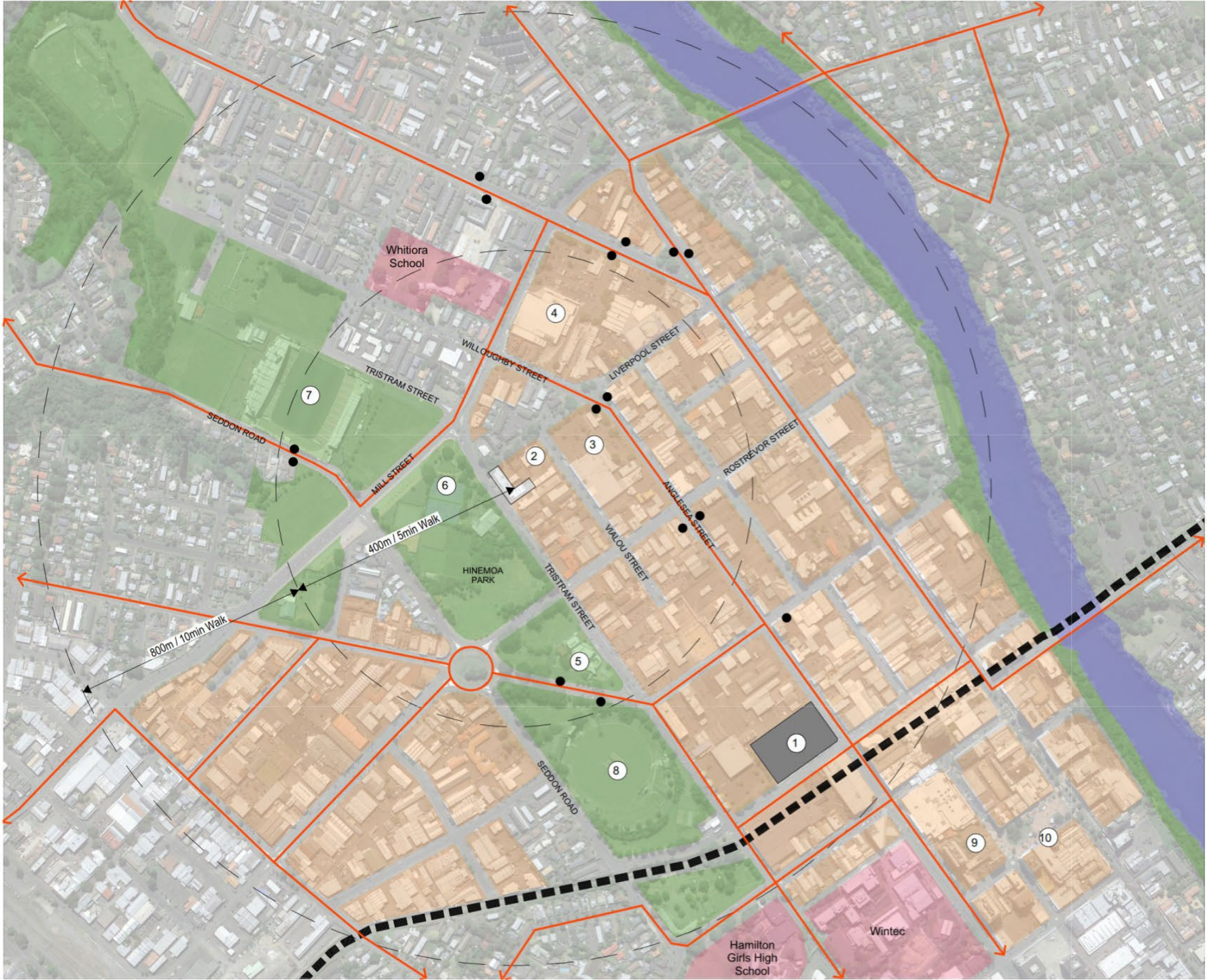


PROPOSED MASTERPLAN - Hinemoa Development, HAMILTON
340-360 TRISTRAM STREET HAMILTON NEW ZEALAND Lot 29 & Lot 30 - DP 10808



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET HAMILTON	for	PERRY	by	BREWER DAVIDSON <small>architecture / urban design</small>	drawing	Cover & Location	sheet	RC-01 02	date	16/09/2024 1:2000 @ A3
	Hinemoa Development												

Layout	Rev	Sheet Name
RC-0 Site		
RC-01	02	Cover & Location
RC-02	02	Context Plan
RC-03	03	Proposed Site Plan
RC-1 Plans		
RC-11	04	Ground Floor
RC-12	04	Level 01-02
RC-13	04	Roof Plan
RC-18	03	Fencing Plan
RC-2 Elevations		
RC-21	03	Street Elevations
RC-22	03	Internal Elevations
RC-23	02	Materials
RC-24	03	Brick Art & Project Name
RC-3 Sections		
RC-31	03	Sections
RC-32	02	Sections
RC-4 Additional		
RC-41	02	Precedent Projects
RC-5 Perspectives		
RC-51	03	Perspectives
RC-52	04	Perspectives
RC-53	03	Perspectives
RC-54	03	Perspectives
RC-55	04	Perspectives
RC-6 Apartments		
RC-61	03	Apartment Schedules
RC-62	02	Apartment Typology A-01 - 2 Bed
RC-63	02	Apartment Typology A-02 - 1 Bed
RC-64	02	Apartment Typology A-03 - 2 Bed
RC-65	02	Apartment Typology A-04 - 1 Bed
RC-66	02	Apartment Typology A-05 - 1 Bed



Legend

- Site
- Park / Open Space
- Waikato River
- School / Early Childhood Centre
- Commercial / Retail / Mixed Use
- Train Line
- Transit Station
- Bus Route
- Bus Stop
- 1 Transport Centre
- 2 Wellmart Asian Supermarket
- 3 Countdown Hamilton
- 4 PAK'nSAVE Mill Street
- 5 Founders Theatre
- 6 The Hamilton Squash and Tennis Club
- 7 FMG Stadium
- 8 Seddon Park
- 9 Civic Centre
- 10 Hamilton Central Library

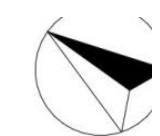
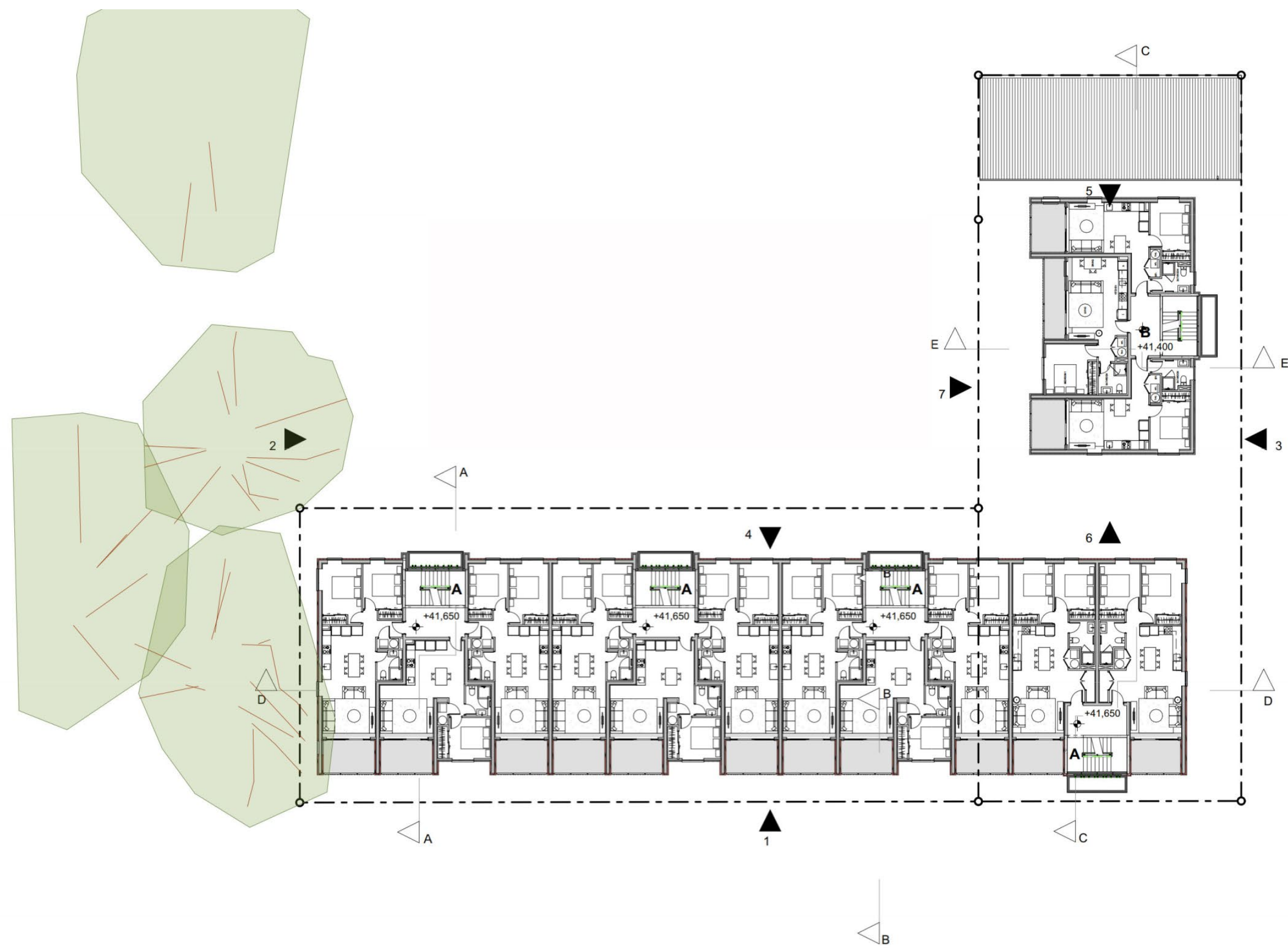


APARTMENT SCHEDULE		
	TYPOLOGY	QUANTITY
	1-BED	3
	1-BED	9
	1-BED	6
	2-BED	18
	2-BED	6
	TOTAL	42
	No. OF CAR PARKS	0
	TOTAL GFA OF APARTMENTS	2569

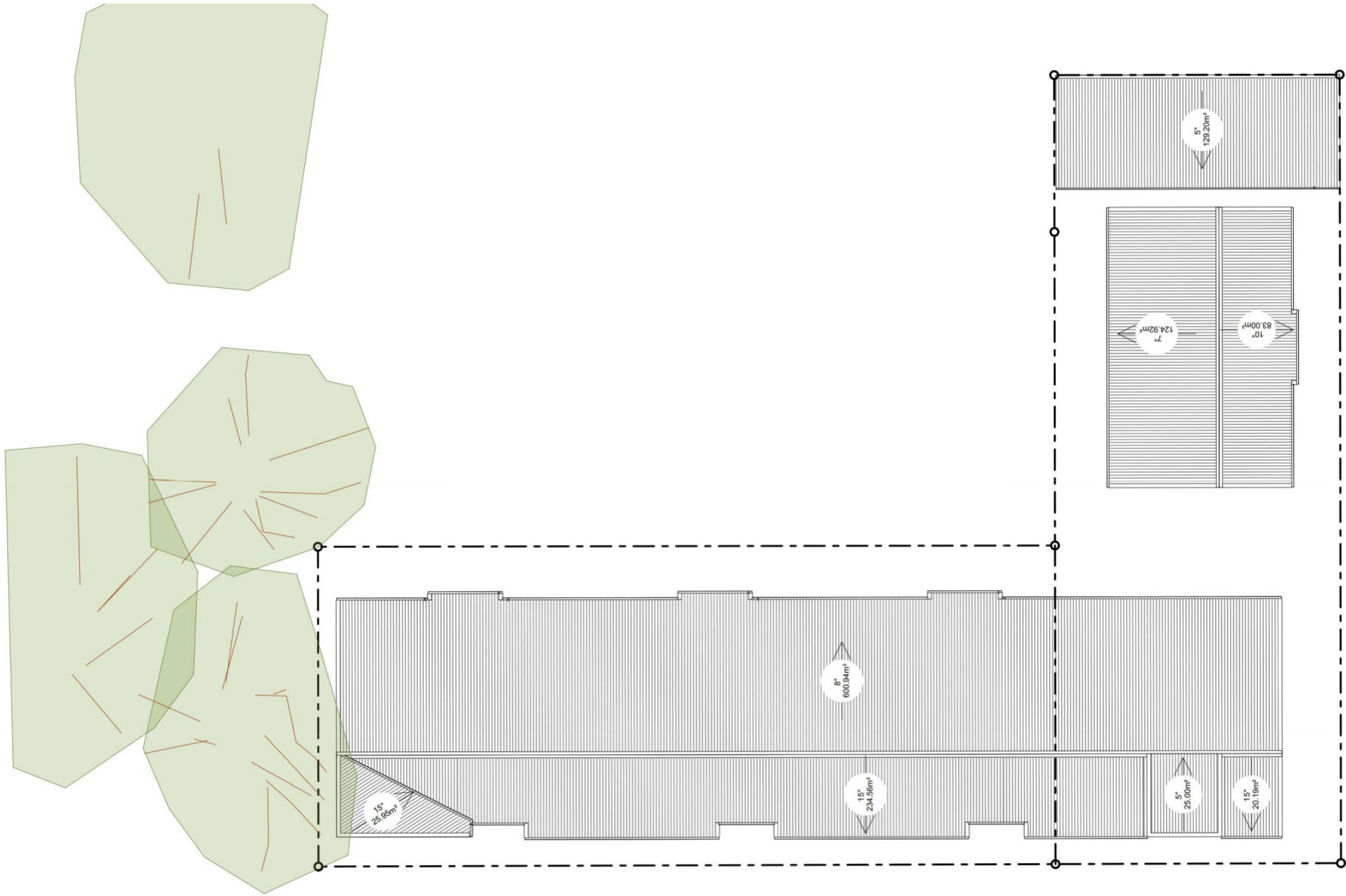
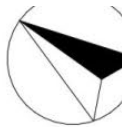
Hinemoa Development
340-360 TRISTRAM STREET
HAMILTON NEW ZEALAND
Lot 29 & Lot 30 - DP 10808
Lot 29 - 946m2 Lot 30 - 923m2
TOTAL GROSS AREA 1887m2



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Ground Floor	sheet	RC-11	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	04	scale	1:250 @ A3



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Level 01-02	sheet	RC-12	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	04	scale	1:250, 1:500 @ A2



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Roof Plan	sheet	RC-13	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	04	scale	1:500, 1:250 @ A2



Aluminium Fence
1.2m high aluminium
post and vertical bar infill fence



Bicycle Rack



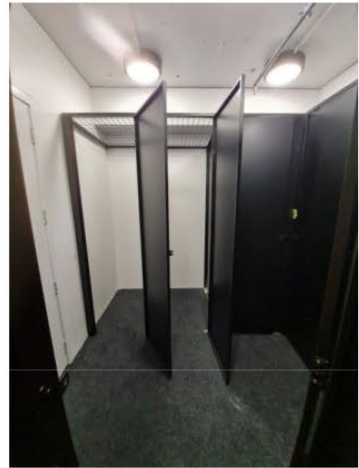
Keystone Retaining Wall
Height varies 0 > 700mm



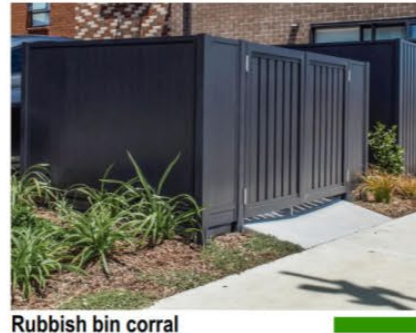
Brick Fence
1.8m high double brick fence



Letterbox bank



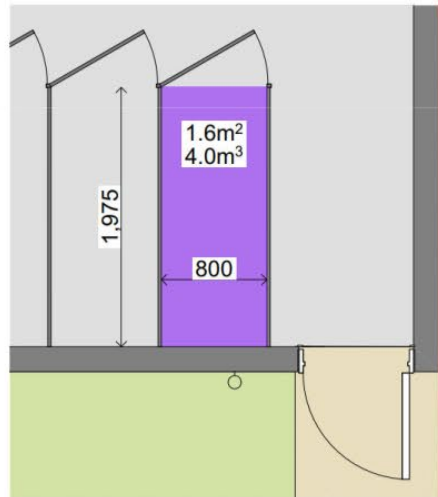
Example locker partitions



Rubbish bin corral

Existing concrete block
boundary fencing / walls

900mm wide
fence gates



Locker Enlargement



Project | CONCEPT DESIGN | at | 340-360 TRISTRAM STREET | for | PERRY
Hinemoa Development | HAMILTON

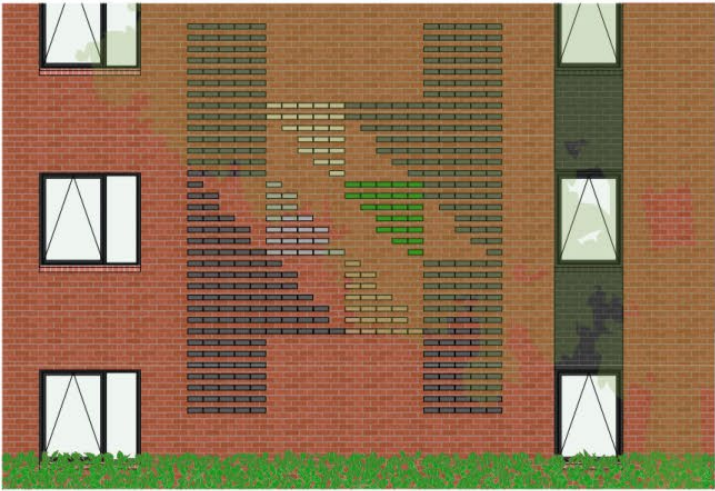
by | **BREWER
DAVIDSON** | drawing
architecture / urban design

Fencing Plan

sheet | **RC-18** | date | 16/09/2024
rev | **03** | scale | 1:250, 1:50 @



Liverpool St North Elevation



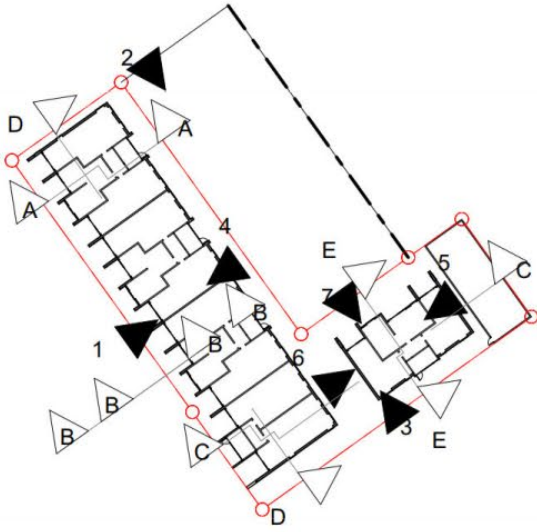
Brick Art Relief Enlargement 1:100



Tristram St West Elevation



South Elevation



Key Plan

Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON architecture / urban design	drawing	Street Elevations	sheet	RC-21	date	16/09/2024
	Hinemoa Development									rev	03	scale	1:200 @ A3



East Elevation - Block A



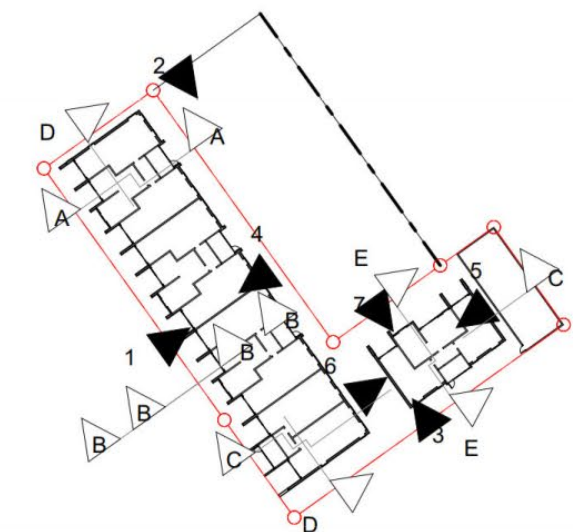
East Elevation - Block B



West Elevation - Block B

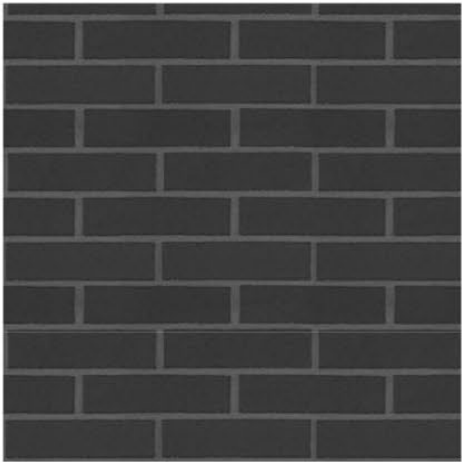


North Elevation - Block B

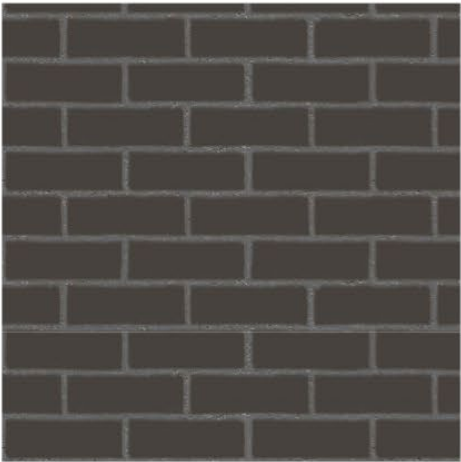


Key Plan

Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON architecture / urban design	drawing	Internal Elevations	sheet	RC-22	date	16/09/2024
	Hinemoa Development		HAMILTON							rev	03	scale	1:200 @ A3



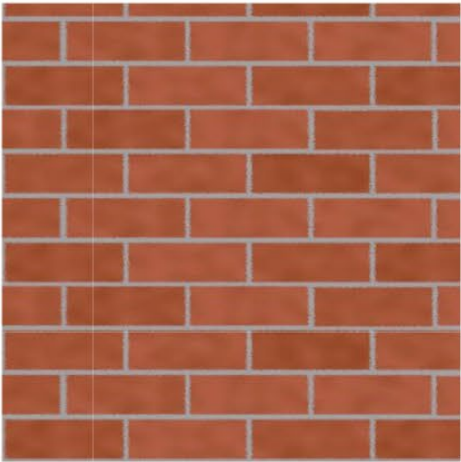
_4_BRICK VENEER - Mora Largo)



Brick - Dark Brown)



Brick - Beige)



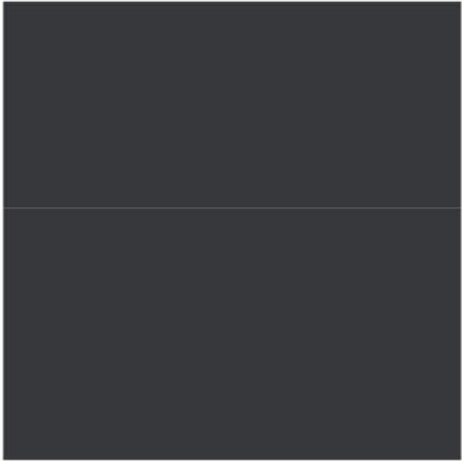
_4_BRICK VENEER - RED)



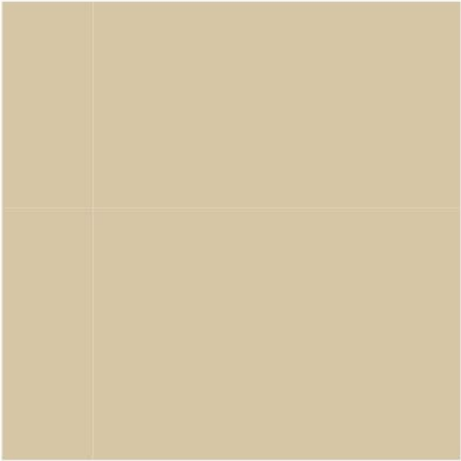
Brick - White)



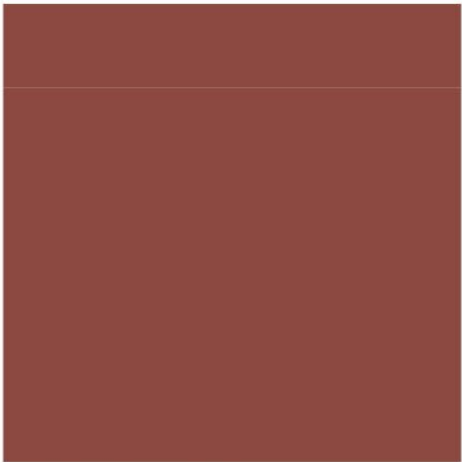
_2_ALUMINIUM JOINERY)



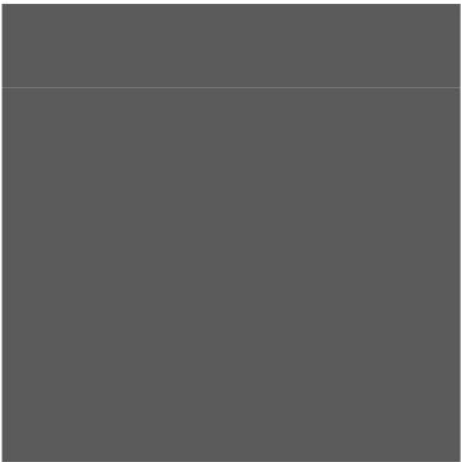
_6_COLORSTEEL_GREY)



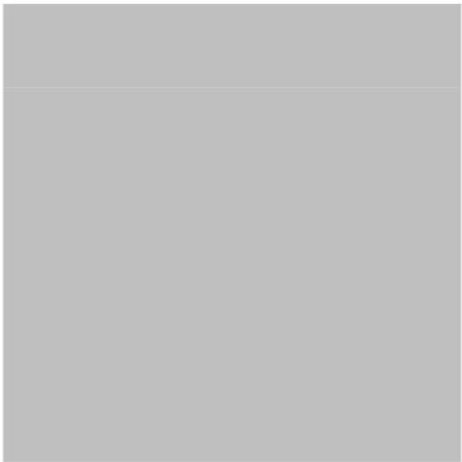
_METAL CLADDING A)



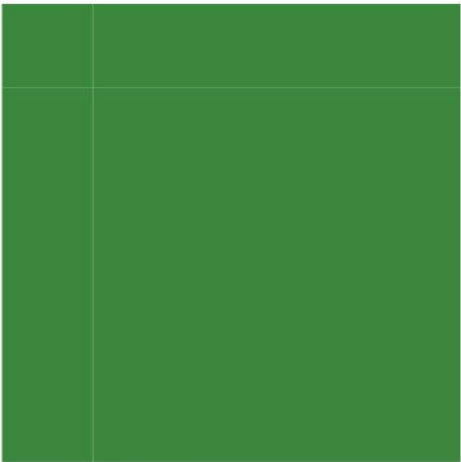
_METAL CLADDING B)



_METAL CLADDING C)



_METAL CLADDING D)



_METAL CLADDING E)



BRIDGE
Bridges are associated with connection.
Connection
Between past & present
Communities coming together
Growing kotahitanga, unity and forming bonds
Powerment
Bridging the gap between those who can and can't afford their own homes

LETTER H
The letter H represents Hinemoa and Home.
A place for hapū

- A place where Hinemoa's descendants can come together

Pou (pillars)

- The two stems of the H represent pou
- Pou symbolise strength, stability and support
- In architecture, pillars provide structural support

TRIANGLES
Triangles are associated with stability and ingenuity.
In Māori Culture

- The repetitive pattern symbolises whakapapa, stories & histories passed down over time

Three Sided Shape

- Past, present, future
- Mental, physical & emotional

Connected Triangles

- Connection to a place
- Connectedness to others

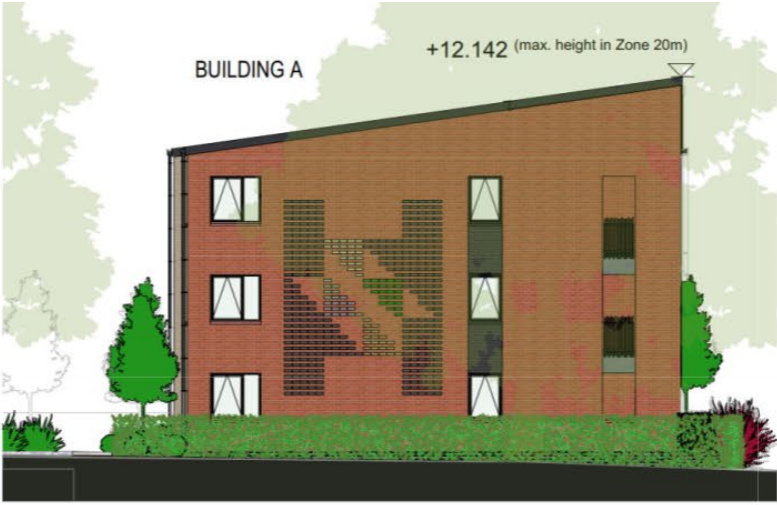
COLOUR PALETTE
The colour palette of Hinemoa Apartments has been selected to reflect the colours of the land and Mana Whenua.

Pango Black
Pango represents Te Kōwhiri, the realm of Potential Being, symbolising the opportunity for growth. It symbolises the pre-existence of the universe, the potential for creation, and the infinite possibilities before form and substance emerged.

Parauri Brown
Brown is the colour of soil, earth and nutrients which feed the many life forms associated with Papatūānuku, Kaitiaki guardian of the land. This further reinforces the deep connection Māori have with the land.

Kākāriki Green
Green is a symbol of growth, regeneration, and renewal. It embodies the idea of new beginnings and the continuous cycle of life, death, and rebirth. Green is often linked to whakapapa, the Māori concept of genealogy and ancestral connections.

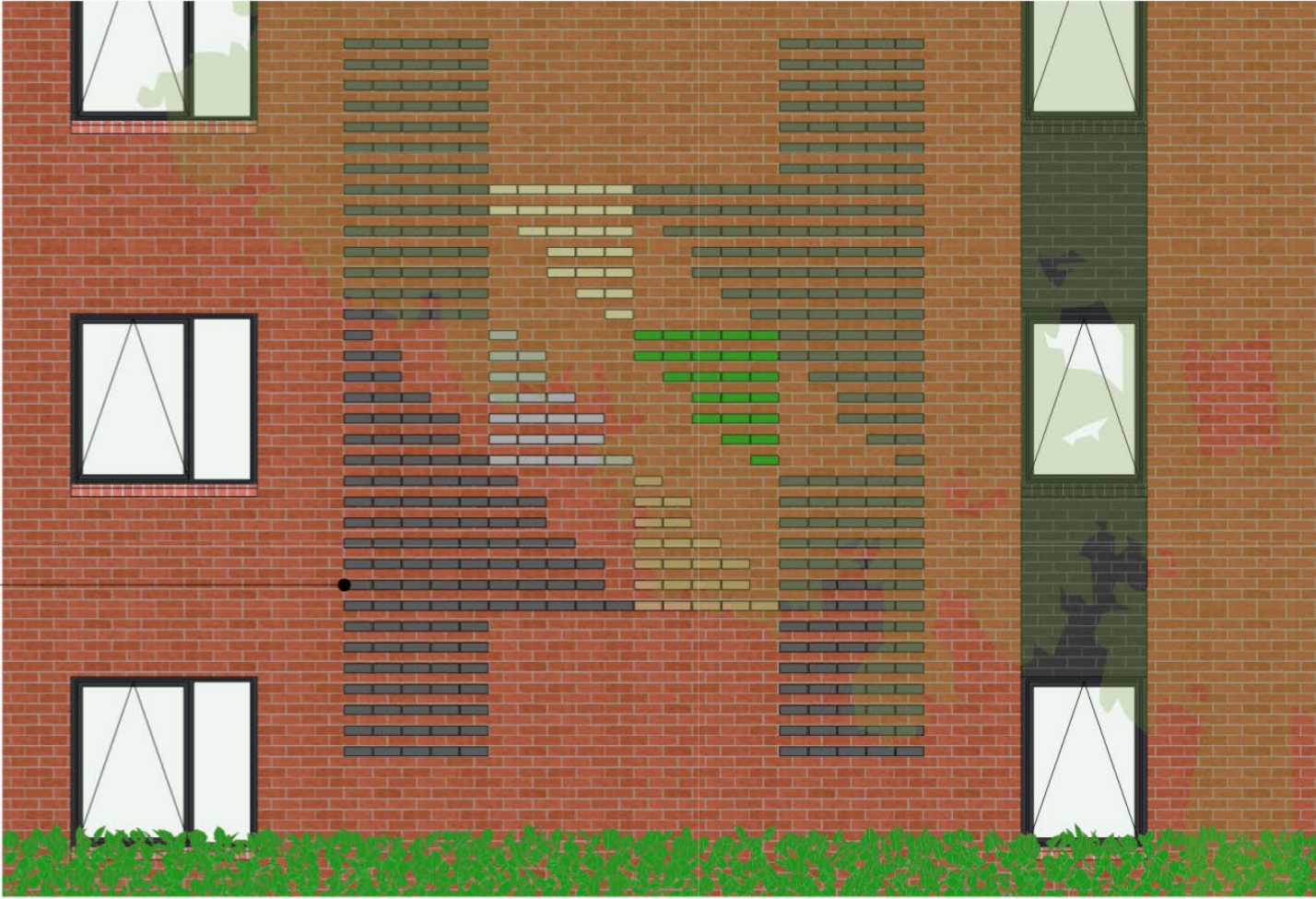
Hinemoa Logo & Typography



Liverpool St North Elevation

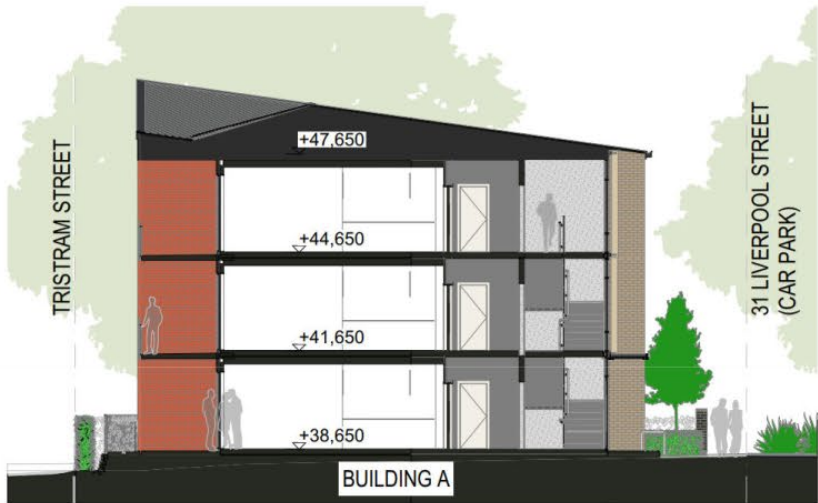


South Elevation



Brick Art Relief Enlargement 1:50

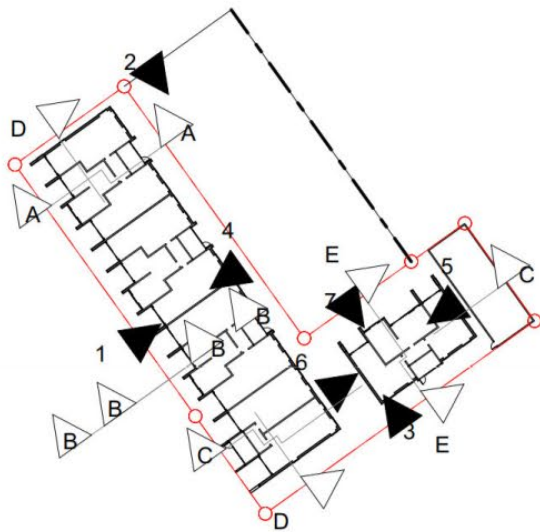
Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Brick Art & Project Name	sheet	RC-24	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	03	scale	1:200, 1:50 @



Section A



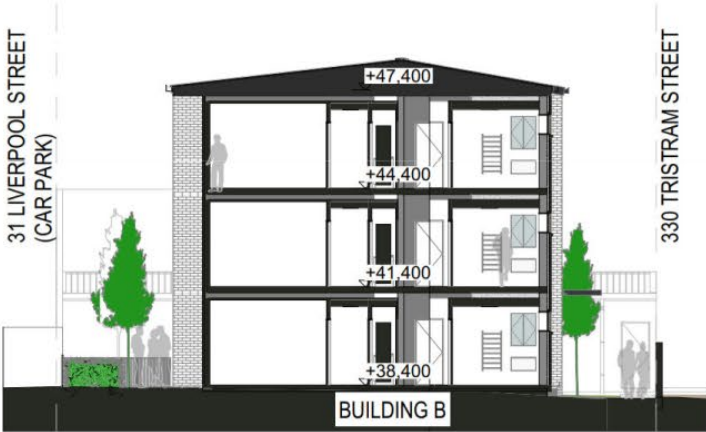
Section B



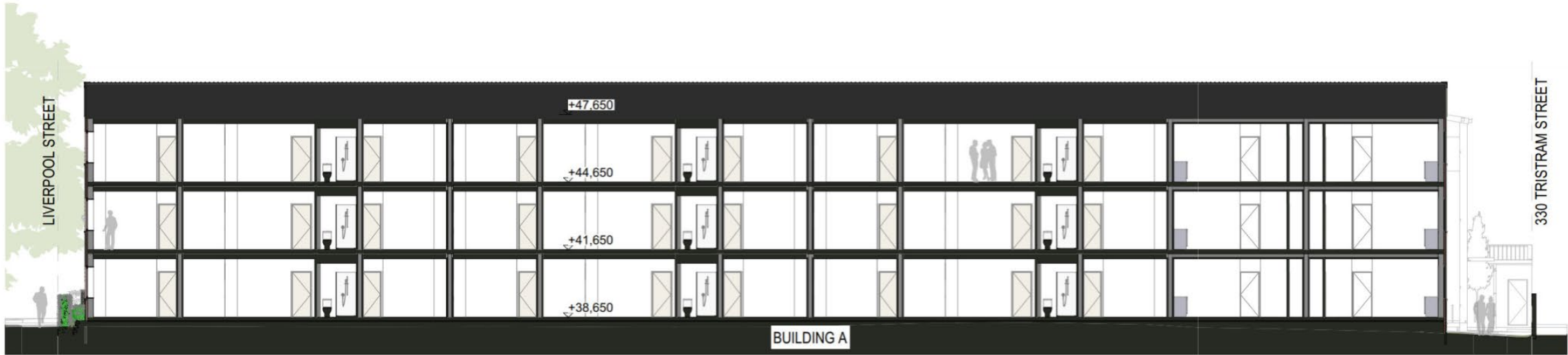
Key Plan



Section C

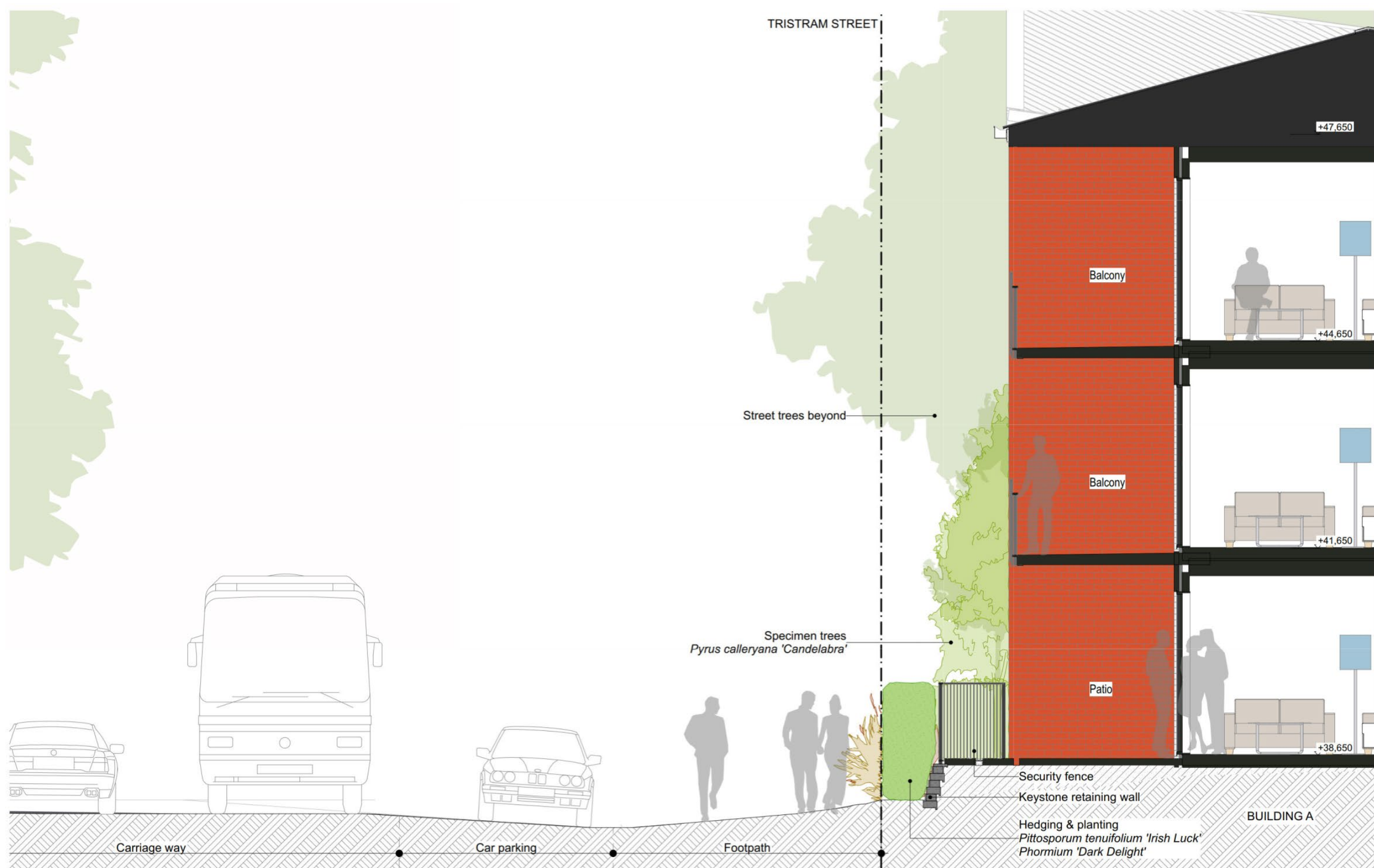


Section E



Section D

Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Sections	sheet	RC-31	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	03	scale	1:200 @ A3



Enlarged Section B

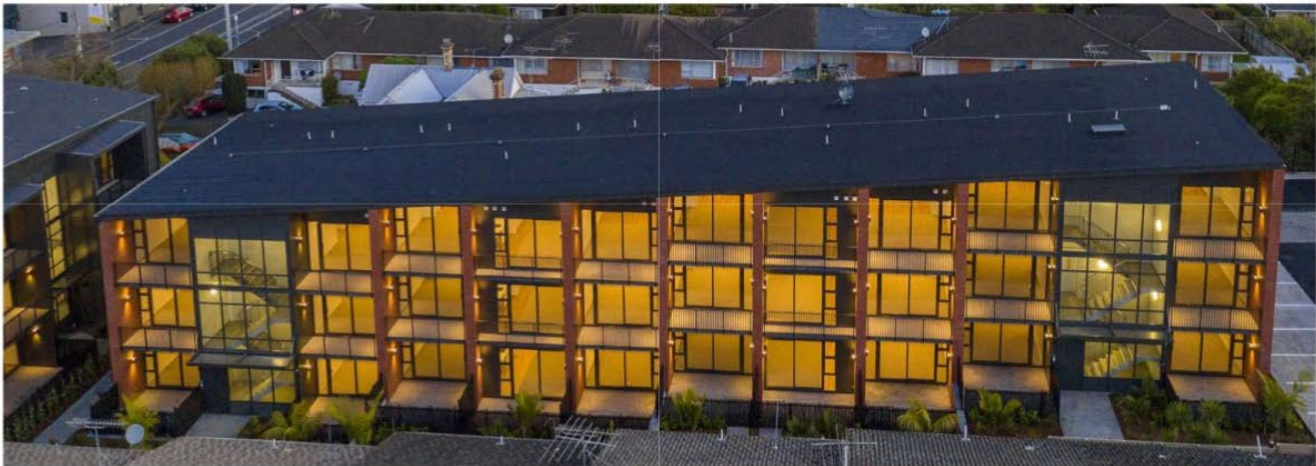
Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Sections	sheet	RC-32	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	02	scale	1:50 @ A3



38 FRASER



HINAKI



340 ONEHUNGA



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Precedent Projects	sheet	RC-41	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	02	scale	@ A3



Liverpool Street



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON <small>architecture / urban design</small>	drawing	Perspectives	sheet	RC-51	date	16/09/2024
	Hinemoa Development									rev	03	scale	1:2000 @ A3



Liverpool Street entrance



Precedent project - Greenslade
Greenslade Crescent and Matatiki Street, Northcote, Auckland



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Perspectives	sheet	RC-52	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	04	scale	1:2000 @ A3



Tristram & Liverpool corner



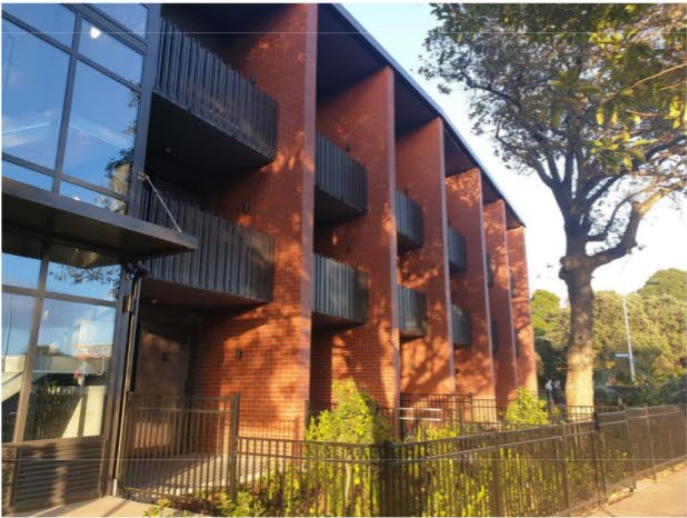
Precident project - Greenslade
Greenslade Crescent and Matatiki Street, Northcote, Auckland



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON architecture / urban design	drawing	Perspectives	sheet	RC-53	date	16/09/2024
	Hinemoa Development									rev	03	scale	1:2000 @ A3



Tristram Street Frontage



Precedent project - Hinaki
Corner Pilkington Road and Tripoli Road, Point England, Auckland



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON <small>architecture / urban design</small>	drawing	Perspectives	sheet	RC-54	date	16/09/2024
	Hinemoa Development									rev		scale	
			HAMILTON							03		1:2000 @ A3	



Tristram Street North



Precident project - Hinaki
Corner Pilkington Road and Tripoli Road, Point England, Auckland

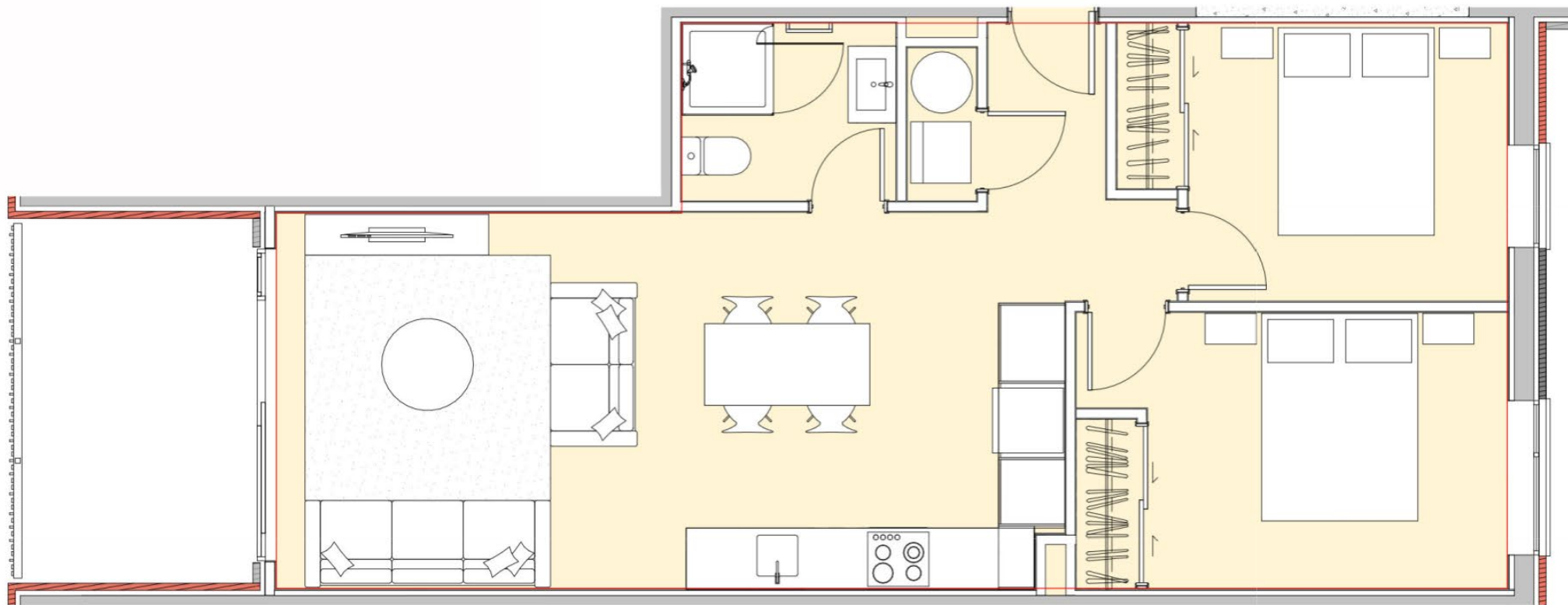


Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET HAMILTON	for	PERRY	by	BREWER DAVIDSON architecture / urban design	drawing	Perspectives	sheet	RC-55 04	date	16/09/2024
	Hinemoa Development												scale 1:2000 @ A3



Apartment Schedule		
	Typology	No. Beds
	1-BED	3
	1-BED	9
	1-BED	6
	2-BED	18
	2-BED	6
	TOTAL	42
	No. OF CAR PARKS	0
	TOTAL GFA OF APARTMENTS	2569

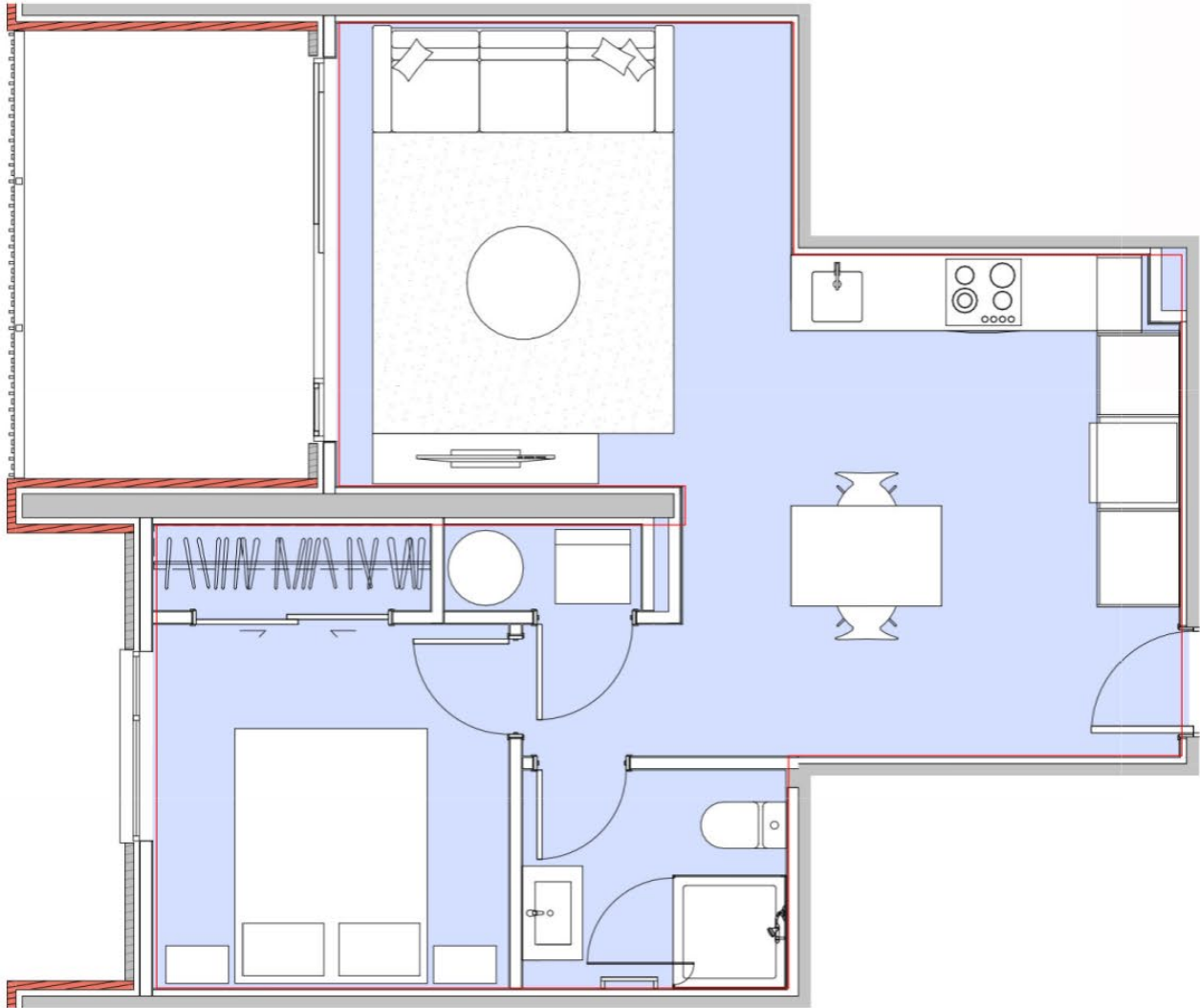
GROSS FLOOR AREA TABLE							
LEVEL	BUILDING	UNIT	TYPE	APARTMENT GFA (m2)	ACCESSORY GFA (m2)	TOTAL GFA (m2)	
GROUND	BUILDING A	G.A.1	1	70.6	12.8	83.4	
		G.A.2	2	50.1	19.3	69.3	
		G.A.3	1	67.4	12.2	79.7	
		G.A.4	1	67.4	12.2	79.7	
		G.A.5	2	50.1	19.3	69.3	
		G.A.6	1	67.4	12.2	79.7	
		G.A.7	1	67.4	12.2	79.7	
		G.A.8	2	50.1	19.3	69.3	
		G.A.9	1	67.4	12.2	79.7	
		G.A.10	3	71.2	12.0	83.2	
		G.A.11	3	74.3	12.0	86.3	
	G.B.2	5	51.3	33.3	84.7		
	G.B.3	4	50.9	13.6	64.5		
	Stairwell 1			21.2	20.9		
	Stairwell 2			21.2	20.9		
	Stairwell 3			21.2	20.9		
	Stairwell 4			21.1	20.9		
	Stairwell 5			20.9	20.9		
	SUBTOTAL				856.4	323.3	1179.7
	FIRST	BUILDING A	1.A.1	1	70.6	8.0	78.6
1.A.2			2	50.1	8.0	58.1	
1.A.3			1	67.4	8.0	75.4	
1.A.4			1	67.4	8.0	75.4	
1.A.5			2	50.1	8.0	58.1	
1.A.6			1	67.4	8.0	75.4	
1.A.7			1	67.4	8.0	75.4	
1.A.8			2	50.1	8.0	58.1	
1.A.9			1	67.4	8.0	75.4	
1.A.10			3	71.2	8.0	79.2	
1.A.11			3	74.3	8.0	82.3	
1.B.2		5	51.3	8.0	59.3		
1.B.3		4	50.9	8.0	58.9		
Stairwell 1				20.9	20.9		
Stairwell 2				20.9	20.9		
Stairwell 3				20.9	20.9		
Stairwell 4				20.9	20.9		
Stairwell 5				20.9	20.9		
SUBTOTAL				856.4	216.5	1073.0	
SECOND		BUILDING A	2.A.1	1	70.6	8.0	78.6
	2.A.2		2	50.1	8.0	58.1	
	2.A.3		1	67.4	8.0	75.4	
	2.A.4		1	67.4	8.0	75.4	
	2.A.5		2	50.1	8.0	58.1	
	2.A.6		1	67.4	8.0	75.4	
	2.A.7		1	67.4	8.0	75.4	
	2.A.8		2	50.1	8.0	58.1	
	2.A.9		1	67.4	8.0	75.4	
	2.A.10		3	71.2	8.0	79.2	
	2.A.11		3	74.3	8.0	82.3	
	2.B.2	5	51.3	13.7	65.0		
	2.B.3	4	50.9	13.6	64.5		
	Stairwell 1			20.9	20.9		
	Stairwell 2			20.9	20.9		
	Stairwell 3			20.9	20.9		
	Stairwell 4			20.9	20.9		
	Stairwell 5			20.9	20.9		
	SUBTOTAL				856.4	233.5	1089.9
				STORAGE	128.0		128.0
GRAND TOTALS				2569.3	773.3	3470.6	



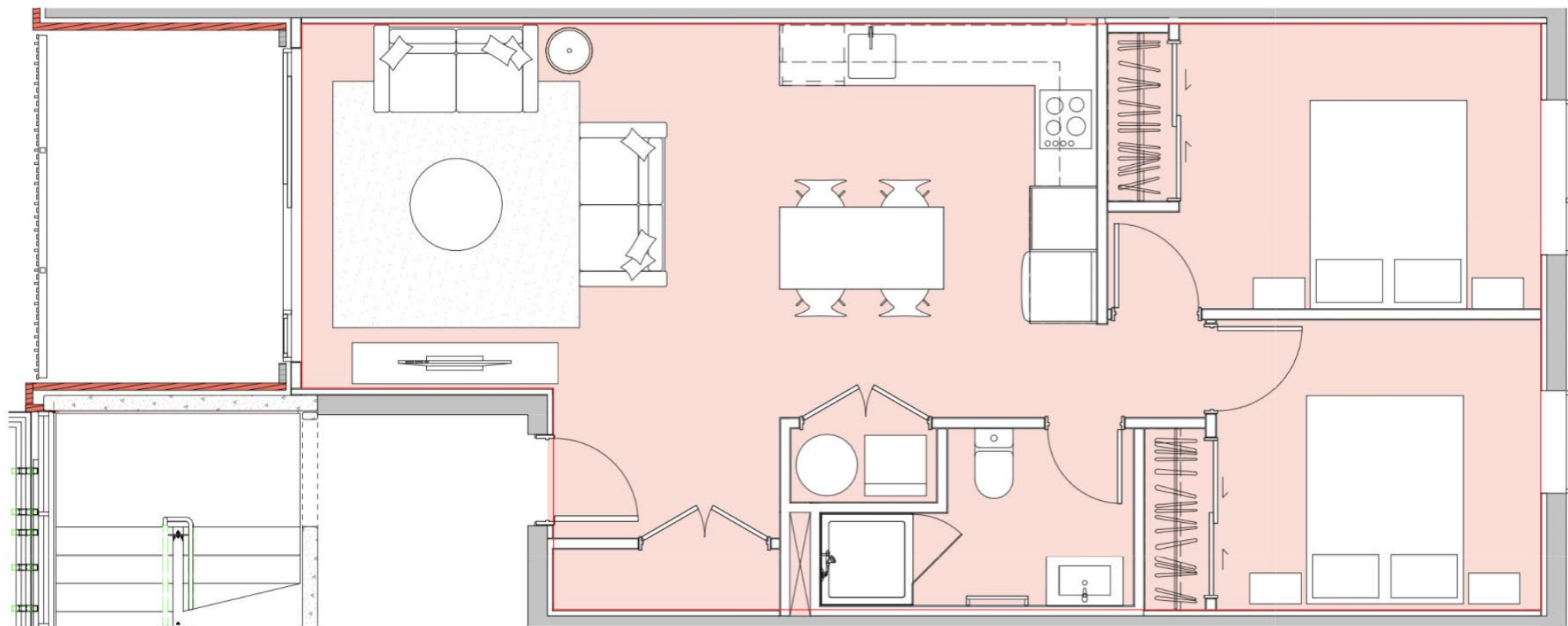
APARTMENT SCHEDULE			GROSS AREA	NETT AREA	BALCONY
Type	Bedrooms	Quantity			
A-01	2	18	67.4	53.96	8.0

Project	CONCEPT DESIGN Hinemoa Development	at	340-360 TRISTRAM STREET HAMILTON	for	PERRY	by	BREWER DAVIDSON architecture / urban design	drawing	Apartment Typology A-01 - 2 Bed	sheet	RC-62 02	date	16/09/2024
										rev		scale	1:50 @ A3

APARTMENT SCHEDULE				GROSS AREA	NETT AREA	BALCONY
Type	Bedrooms	Quantity				
A-02	1	9		50.1	44.66	8.0



Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Apartment Typology A-02 - 1 Bed	sheet	RC-63	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	02	scale	1:50 @ A3



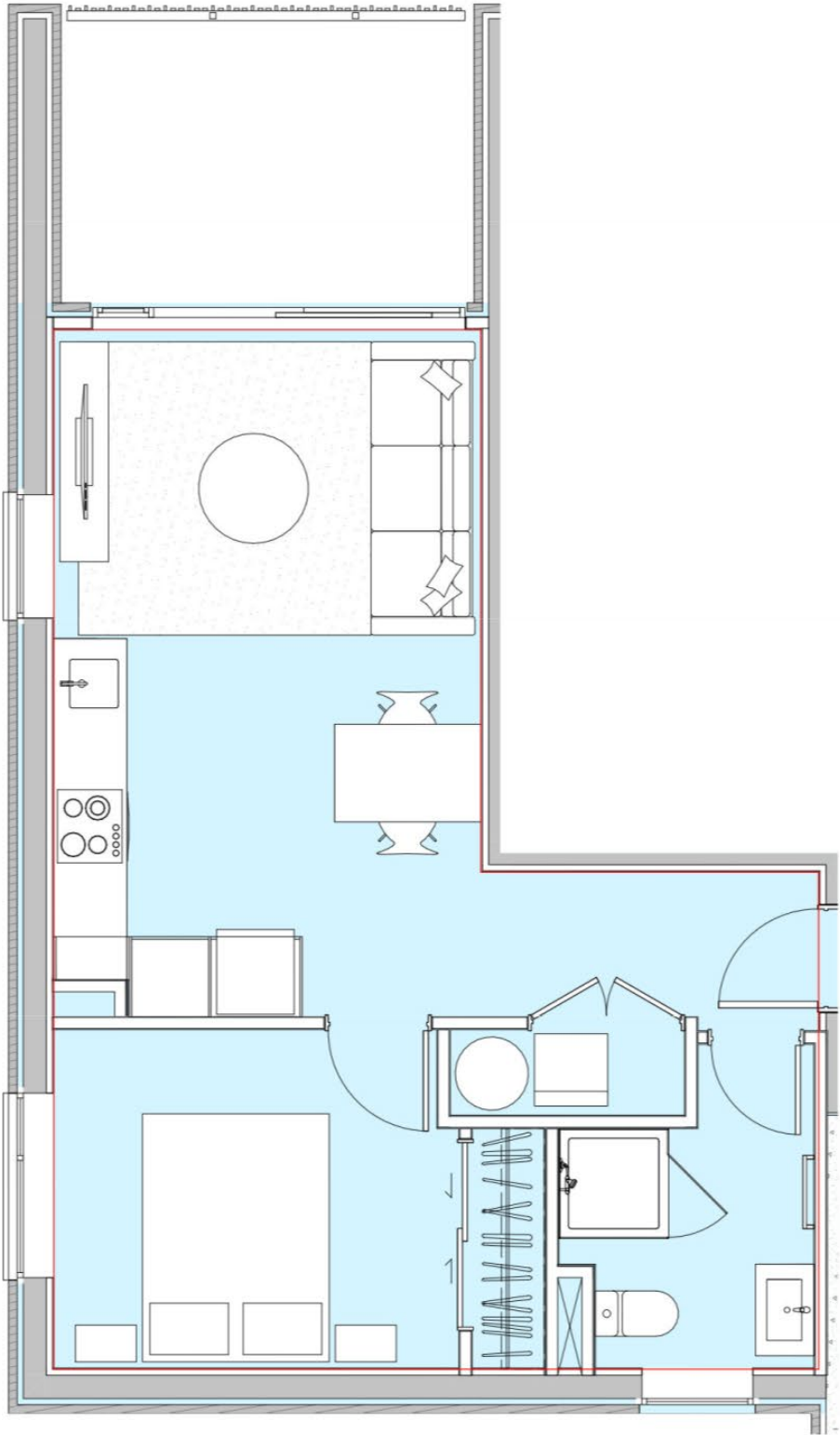
APARTMENT SCHEDULE				GROSS AREA	NETT AREA	BALCONY
Type	Bedrooms	Quantity				
A-03	2	6		71.2	63.62	8.0

Item 10

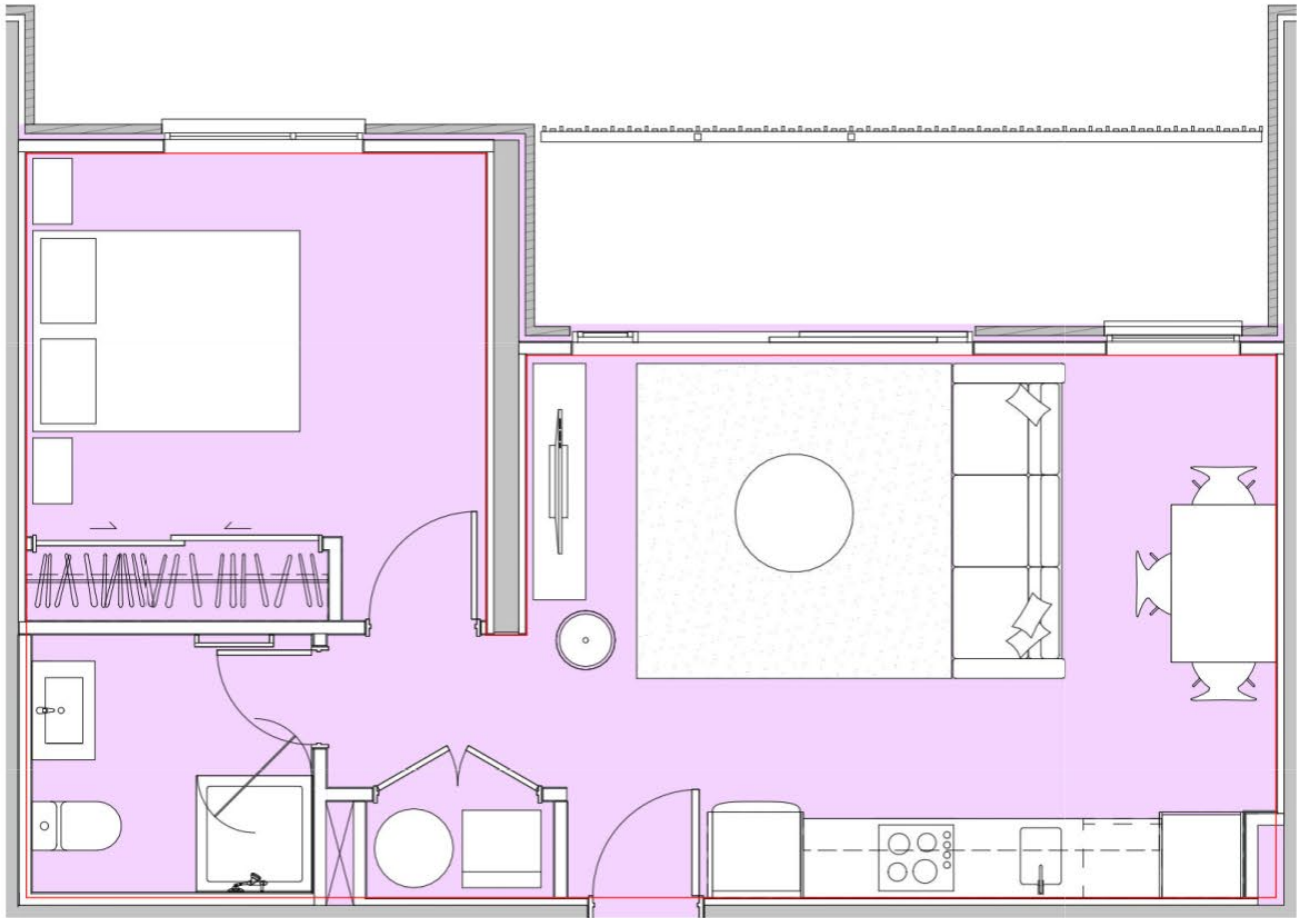
Attachment 4

Project	CONCEPT DESIGN	at	340-360 TRISTRAM STREET	for	PERRY	by	BREWER DAVIDSON	drawing	Apartment Typology A-03 - 2 Bed	sheet	RC-64	date	16/09/2024
	Hinemoa Development		HAMILTON				architecture / urban design			rev	02	scale	1:50 @ A3

APARTMENT SCHEDULE				GROSS AREA	NETT AREA	BALCONY
Type	Bedrooms	Quantity				
A-04	1	6		50.9	41.01	8.0



APARTMENT SCHEDULE				GROSS AREA	NETT AREA	BALCONY
Type	Bedrooms	Quantity				
A-05	1	3		51.3	44.05	8.0



Resolution to Exclude the Public

Section 48, Local Government Official Information and Meetings Act 1987

The following motion is submitted for consideration:

That the public be excluded from the following parts of the proceedings of this meeting, namely consideration of the public excluded agenda.

The general subject of each matter to be considered while the public is excluded, the reason for passing this resolution in relation to each matter, and the specific grounds under section 48(1) of the Local Government Official Information and Meetings Act 1987 for the passing of this resolution follows.

General subject of each matter to be considered	Reasons for passing this resolution in relation to each matter	Ground(s) under section 48(1) for the passing of this resolution
C1. Confirmation of the Economic Development Committee Meeting Unconfirmed Public Excluded Minutes 13 August 2024) Good reason to withhold) information exists under) Section 7 Local Government) Official Information and) Meetings Act 1987)	Section 48(1)(a)
C2. External Agencies and CCO Reporting (Public Excluded Matters)		
C3. Strategic Property Update - October 2024		
C4. Strategic Issues Update (Public Excluded Matters)		

This resolution is made in reliance on section 48(1)(a) of the Local Government Official Information and Meetings Act 1987 and the particular interest or interests protected by Section 6 or Section 7 of that Act which would be prejudiced by the holding of the whole or relevant part of the proceedings of the meeting in public, as follows:

Item C1.	to prevent the disclosure or use of official information for improper gain or improper advantage	Section 7 (2) (j)
Item C2.	to protect the privacy of natural persons to enable Council to carry out commercial activities without disadvantage	Section 7 (2) (a) Section 7 (2) (h) Section 7 (2) (i)
Item C3.	to enable Council to carry out negotiations to enable Council to carry out commercial activities without disadvantage	Section 7 (2) (h) Section 7 (2) (i)
Item C4.	to enable Council to carry out negotiations to enable Council to carry out commercial activities without disadvantage to enable Council to carry out negotiations	Section 7 (2) (h) Section 7 (2) (i)