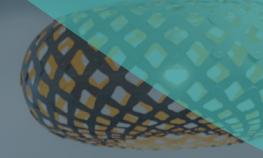
BUSINESS EAST TĀMAKI

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2023 ANNUAL -24 REPORT

2023 **ANNUAL** -24 **REPORT**



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ANNUAL REPORT - 03

East Tāmaki eyes recovery



As I write this update, we can see the first shoots of a long slow economic recovery coming after OCR interest rates were finally reduced off their peak in August. We have been through a long period of more than a year's recession and many businesses are struggling. The high cost of living has seen households cut spending, particularly affecting retail and hospitality, but we are also now witnessing some major construction companies falter. The change of Government in the last year has led to a major turnaround in government spending which has put further pressure on the economy.

Business East Tāmakii reports a small surplus of \$7K in the 2024 year, to arrive at a full year operating budget of \$732K. This is against a budget of \$797K and the shortfall of \$65K has been driven by the lack of opportunity for Breakfast Meeting revenues due to the closure of the Waipuna Conference facility in Highbrook. This has left us with no suitable large venue option for members, and feedback is that attendees are less keen to travel outside our BID area

The increased costs driven by CPI inflation are now embedded in the upcoming budget which will result in a trading loss in the 2025 year of some -\$8K. We are now advising we will be looking to again index the 2026 targeted rate by a further 2% to cover costs increasing across the board, and that increase will be subject to a vote at the 2024 AGM.

This year, we successfully launched the inaugural East Tāmaki Business Awards. A huge effort for the team, which culminated in an evening Awards dinner held at the Pakuranga Rugby Club.

We presented awards for Excellence in Professional Services, (Winner, RSM Highbrook), Excellence in Hospitality, (Winner, Daisy Chang), Excellence in Sustainability, (Winner, Ecobags) Excellence in Community Impact, (Winner KiwiHarvest), Excellence in Retail, (Winner, Poppies of Howick), Excellence in Innovation, (Winner, Resonate Howick), Excellence in Industry and Manufacturing, (Winner, Leanne's Kitchen) Excellence in Healthcare, (Winner, Resonate Howick), Best New Business, (Resonate Howick) and the Supreme Award for Best Business (Winner, Resonate Health).

There were 80 entries in the 10 categories, which was a great start for this awards initiative. This venture was an unknown in terms of financial impact, but we were well supported by our Principal Sponsor for the event, Bayley's, as well as funding support from the Howick Local Board and other category sponsors.

Business East Tāmaki continues to support our business community, delivering against the agreed business plan and managing to cut costs accordingly.

To review just a few areas: The Meet your Neighbour networking events have become increasingly popular and are well subscribed. Courses and training have been well subscribed and received, encompassing our now regular Forklift and First Aid training, with the addition of a Financial Basics course.

Our NPS (Net Promoter Score) is integrated into our survey and member feedback loops and this continues to show we are meeting your needs. Our lobbying and communication with the Eastern Busway Project has been successful, and we can see results happening on the project now, as they move towards completion in 2027. The Reeves Road Flyover is finally out of the ground and expected to open in 2026.

While crime in Auckland has increased over the last year, crime in the East Tāmaki BID area has decreased. Although we have experienced incidents of 'boy racer' burnouts in the area, relocating the cameras has largely addressed the issue. In the upcoming year, we plan to complete the loop on our ANPR security cameras by adding two additional cameras.

In May we saw the retirement of Karen Hadley, who championed the security area for Business East Tāmakii, and her replacement, Andrea Crawford, continues the work with Ormiston Police and local security managers in their monthly meetings to focus on, and drive down, our local crime rates.

Another addition to our lobbying and coordination efforts has been in Sustainable Transport. Working with companies like Fisher & Paykel Healthcare, Officemax, NZ Post, Goodman and Steel & Tube, a transport working group has been established to look at our staffing and commuter transport issues. With 96% of employees arriving to work by car, transport to and from the East Tāmaki business area is an infrastructural weakness and has a major economic impact. With reduced government operational funding for public transport, we will see greater focus on alternative commuter options.

The Business East Tāmaki team has again been successful with sponsorships, which contribute considerable funds that enable your BID us to do more for our local businesses, including the funding of our events and other activities.

I'd like to thank all our sponsors: Platinum -Bayleys, Gold - Goodman, Silver - Nautech Electronics and BNZ, and Bronze - Matrix Security, Forsyth Barr, Freerange Works and Wynyard Wood. Our sponsors contribute considerable funds that enable your BID do more for our local businesses.

During the year ,we have had stability in the Business East Tāmaki Committee membership, welcoming Lucy Hall from Health Improvement Group to the BusET Board. I would like to thank this Board for their continuing governance contribution and guidance.

Finally, I would like to again thank the small but dedicated team; Ruth, Julie, Andrea, and Shanu for another year of team effort and great results.

Brendan Kelly

Chairman

Our committee elected members

Our Sponsors and Funding Partnerships

Business East Tāmaki is very appreciative of the financial support from both our sponsors and the Howick Local Board.

PLATINUM SPONSOR



Brendan Kelly,

Henry Jansen,

Lisa Murphy,

Cozy Tsui,

Nick Biland.

Lucy Hall,

Andrew Turner,

Tim Bull.

Alan Lun.

Local Board **Representatives (non-voting)**

Bo Burns,

Apulu Reece Autagavaia,



Goodmar

SILVER SPONSORS



BRONZE SPONSORS

FORSYTH BARR

SECURITY

FUNDING PARTNER



GOLD SPONSOR











BUSINESS EAST

Why we exist

Who we are

Business East Tāmaki (formerly Greater East Tāmaki Business Association (GETBA) is the local business association for East Tāmaki and a not-for-profit incorporated society funded through targeted rates. We proudly champion the Business Improvement District's (BID) 4,000 business and property owners and 30,000+ employees to create a better business environment so East Tāmaki businesses - small, medium, and large - can prosper.

Everything we do and every decision we make is focused on maximisingthe potential of our East Tāmaki business community.

If you manage, own, or rent a business or property within the BID, you are eligible to be a member of Business East Tāmaki. There is no extra cost to your business as membership is already taken care of via a targeted rate.

Our Purpose

Our Vision

is that East Tāmaki is recognised as the most environmentally sustainable and innovative business district and the leading source for East Tāmaki businesses.

Business East Tāmaki team

Business East Tāmaki operates with a team of four full-time staff

Andrea Crawford

Membership Liaison

Shanu Gounder

Marketing, **Communications & Events**

Image courtesy of Highbrook Medical

E De Contra Con-

Julie Davis

Office Manager

Ruth White General Manager

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The Year in numbers 2023 - 2024









1 East Auckland Business Awards



1 Jammies for June collection

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3 St John's Courses



3 advocacy/ consultation responses



2 Security Alerts



22 Safer Communities Meetings



2 Pallet collections



2,320 newsletter subscribers



11k website interactions



12 Member

Newsletters

1 Safer Plates

Event

15,864 Business Directory views



24 short courses



52 Wellbeing posts



1 Toy collection















79 New Businesses



535 Attended Networking Events



1 Food Bank drive

OUR 2023 - 24 OUTPUTS

UEXOALE

Executive **Report** -

(1990)

The following summary outlines how we have promoted, supported and represented the area and our businesses throughout 2023-24.

01 advocacy

Over the last year, we have seen first-hand our business community facing increased pressure to adapt to economic and operational challenges. These challenges have significantly weakened business confidence.

Now more than ever, our role is to serve as a collective voice for businesses, advocating for policies and measures that support economic recovery and stability.



Lobbying and Coordinated Responses

We participated in several important consultations, including the Government's Draft Policy Statement on Land Transport and provided feedback on Auckland Council's Long Term Plan. Our input focused on the potential impacts for East Tāmaki businesses and emphasised the need to prioritise the provision of core infrastructure services that contribute to economic growth and support local businesses.

A Voice in Local Matters

By facilitating events and forums with key decision makers and stakeholders, we have provided our members with opportunities to have their concerns heard.

We continue to represent the voices of local businesses in various forms, including the Auckland Transport Stakeholder Reference Group, Monthly Community Partners and Security Managers' meetings, regular engagements with our local boards and Council-Controlled Organisations (CCOs), as well as the Regional Commissioner for the Ministry of Social Development.





Transport and Roading

We remain committed to advocating for better transport options for East Tāmaki employees, including increased public transport options, shared shuttles, car-sharing initiatives, cycling and other transport modes.

Eastern Busway

The Eastern Busway, set to be completed in 2027, will become a key part of East Auckland's public transport network, offering reliable bus and train services, along with safe cycleways and walkways. The Busway Alliance team provides monthly updates to keep our members informed and to minimise disruption to businesses, especially around Ti Rakau Drive. Ne Travel Pan has been developed ciacorativel;
Acicos wil be implemented vogethe
Incit is welcomer from all
The Travel Plan covers the first yee
The Travel Plan

Howick

Club

02 LEADERSHIP

Youth/Rangatahi

Business East Tāmaki has partnered with the Auckland Business Chamber, MIT, and career teams from secondary schools in East Auckland to link local job seekers with job opportunities in the area. This aims to support and build what will be the future workforce of New Zealand. As a result of this collaboration, a user-friendly online portal has been created to offer a centralised database of businesses and job openings to be shared with high schools in our region.

A Sustainable Future

As environmental challenges intensify, sustainability is becoming a priority for consumers, businesses, investors and regulators, viewed as both ethical and a smart strategy for growth and innovation. We have actively participated in initiatives through advocacy, resource provision, and education opportunities to support this shift.

Shared Transport

In July 2023, Business East Tāmaki and Goodman Property Trust partnered with Auckland Transport (AT) to develop and roll out the Highbrook Travel Survey.

The purpose of this survey was to better understand how and why people are travelling, and where they are travelling from, to assist in planning for initiatives that improve sustainable transport options for people working in Highbrook and East Tāmaki.

OUR VISION

"Highbrook and East Tāmaki is a lively community where people travel to work by public transport, cycling or car-pooling"



High level survey results included

25,000

The number of responses

1,015

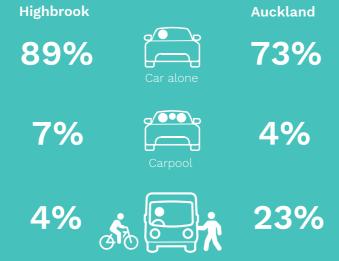
100

20%

3rd

1st

How do people travel to work?



How are we going to achieve our vision?

Focus areas for 2024-2026	1. Reduce amount of people driving to work by themselves	2. Increase amount of people using East Tamaki bus services	3. Create a vibrant place to work
	Investigate shuttle serrvice from public transport hub(s)	A series of 'new to public transport' info sessions	Inter-business challenges such as Aotearoa bike challenge
Initiatives for 2024	Approach funding sources for improvements like safe cycling routes	Introduction to transport information pack & incentives	Schedule of networking events, including lunch time bike & scooter rides
	Series of carpool matching events & investigate an app	regular public transport updates e.g., Rail rebuild	Newsletter spotlight of a business or employee

MEMBER VALUE

We want to maximise member value through supporting and promoting East Tāmaki businesses.

BusinessET.org.nz website

With a mailing list of over 2300 businesses, our monthly newsletter keeps everyone informed of advocacy efforts, news from around the area and provides an effective channel for promoting local events. During the 2023-24 year there were:

17,689 views to our website homepage

15,864 views to our Business Directory

2% increase in users

E-newsletters

39.9% average open rate

Social Media is used to raise awareness of area wide activity, comment on current themes as well as promote businesses.

During the 2023-24 year we saw:

LinkedIn 19% increase in followers Facebook 13% increase in followers

Facebook Buy Local Group – **25%** increase in followers





"Great communication and provide necessary notifications relevant to the localised industrial community"

- Shazad Ibnul, BPW New Zealand Ltd.









Events, Networks and Training

Our programme of events and training has been developed based on member feedback, and aligned with the business plan's priorities. Despite the challenges posed by the closure of the Waipuna Highbrook venue, we are grateful to the businesses, especially BNZ, that have generously made their event spaces available to us.

We will keep updating our events programme to attract a more diverse workforce and strengthen company ties. Our Meet Your Neighbours and EmpowHER initiatives, introduced post-COVID, remain popular and continue to draw new faces to the area.



"Events are focused on the real needs of the business"

– Laurie Kubiak, Nautech Electronics

"What a wonderfully inspiring couple of hours we had – thank you for introducing us to Natalie"

> mpowHER with Natalie Tolhopf – August 2023

"Friendly and inclusive – I can walk in alone and feel comfortable and meet like-minded people easily"

Hayley Edwards – Steel & Tube

Inaugural East Auckland Business Awards

One of our major new initiatives was the launch of the East Auckland Business Awards, held in March. A collaboration between Business East Tāmaki and the Howick Village Association, the event was sponsored by Bayleys and supported by the Howick Local Board. The sellout event celebrated the excellence of our diverse business community, honouring the hard work and innovation of the finalists and winners.

It also attracted entries from many new businesses from the East Tamaki BID, providing a platform to share their success stories.

66

"Thank you so much. I'm very humbled to be selected as a finalist alongside some amazing organisations"

- Lalanga







EXCELLENCE IN INDUSTRY & MANUFACTURING

Helius Therapeutics

ognition of their achievement as a finance or the arterian category.





80 entries

10 categories

230 attendees



"I keep hearing really positive feedback and lots of chats and meetings coming out of the event. Again, you guys smashed it!! I think it did a lot for the community"

. 99

FINALIST

The Flower Bar

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Employee Wellbeing

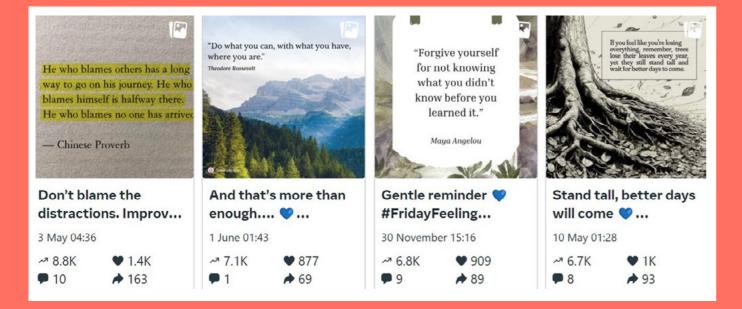
Health and general well-being have become central themes in our educational workshops, resources, and communications. Notable initiatives include a six-part lunchtime wellness series with Highbrook Medical, covering topics such as sleep hygiene, burnout, and wellness as a retention strategy. Our quarterly magazine regularly features health-related content, and we post weekly well-being tips on social media.

52 Wellbeing Posts

8.8k Highest reach

I now have a better understanding that hard work and burnout are not the same. Hard work is a choice and burnout is a state of mind

??



Community Support

There is strong community support for charitable events aimed at helping low-income and vulnerable families. This includes our annual 'Jammies for June' pyjama drive, supporting Bayleys' food drive and collecting toys at our annual Christmas breakfast to ensure that less fortunate children have gifts to open. Additionally, we participate in fundraising events for local charities, such as the Goodman Highbrook Fun Run Walk.

In 2024, 25,883 children received new pyjamas and blankets through Middlemore Foundation's Jammies for June initiative, strongly supported by the East Tamaki business community. Special thanks go to Kreme Café and NZ Post for their support.

66

"I am truly inspired by the work you do for the East Tāmaki business community. The neighbourhood meetings, the various initiatives and events are so helpful. It cultivates a sense of belonging and community which is great.











"Staff are very quick in following up sending out emails with photos of criminal activity. Crime is much reduced compared to earlier decades despite there being many more businesses to deal with."

- Sandy D'Mello – Consolidated Gaming Solutions

Clean, Safe and Resilient

Members highly appreciate the services provided to reduce criminal offences in the BID area, and we will continue actively supporting efforts to enhance the safety and security of our BID. We attend monthly meetings with the Counties Manukau East Policing team, security companies, property managers and other community organisations to keep abreast of the latest crime trends and how we can best support our business community to reduce crime and minimise the risk of more serious incidents.

Despite crime being at the forefront of the media, we are heartened that crime remains low in our BID area.

Signage for Restricted Streets

With the persistent efforts of the Counties Manukau East Police team and Business East Tāmaki, 17 restricted street signs have been installed within our business precinct. As well as being a deterrent for troublesome street racers, the signs are backed up by a relevant bylaw and they enable Police to ticket offending drivers and passengers with the knowledge that the charge is full enforceable.

ANPR cameras (Automatic Number Plate Recognition Cameras)

A critical component of our crime prevention plan and overall reduction in crime in our BID has been the installation of 5 ANPR cameras. The ANPR project commenced in 2012.

Technological advancements have significantly reduced the price of ANPR cameras, with new technology producing comparable results, allowing for additional cameras at a lower cost.

As such, the executive committee has agreed to procure an additional six cameras over the next two years to establish a comprehensive surveillance perimeter around the East Tāmaki area.

We appreciate the support of the Howick Local Board for providing funding and the Mayor's crime prevention grant funding of an additional \$5000 to help us expedite the implementation of this plan.

Help for businesses and employees



Waste Solutions

We again partnered with Reharvest Timber to complete another successful pallet and waste wood collection.

Pallet stats

57 businesses participated

70 Tonne (3492 pallets) collected

50% converted to recycled, coloured mulch

50% converted to eco-mulch and animal bedding

"Extremely high level of service. Very efficient and the most warm and friendly staff to deal with



– Paul Leonard

Food Waste and Commingled Recycling

Business East Tāmaki provided a free trial for our members and all participants that have completed the trial period have gone on to sign up directly with Green Gorilla.



Business East Tāmaki magazine

Our quarterly magazine serves as a platform to inspire and inform. It includes compelling stories of localbusinesses that offer insights into their challenges and successes, thought leadership articles, and case studies that provide valuable knowledge and practical strategies. Additionally, it features community updates that foster a sense of connection and collaboration. Our magazine is distributed to over 2000 businesses.

Gauging the Temperature

In 2023, we decided to discontinue our traditional annual member survey because it only captured a single moment in time. Instead, we opted to conduct shorter, quarterly surveys, to monitor continuous member satisfaction throughout the year, and track our progress on initiatives identified by our members as areas for us to focus on.

From our first score of 24, which is considered favourable, our next was 42 and in May 2024 had risen to an NPS of 64.

- ANNUAL REPORT

July 2023 - NPS:24

BUSINESS TAMAKI





June 2024 - NPS:64

ESS IT TAMAKI

howling succe

Unpacking the

izzword

JULY 2024 - JUNE 2026 Business Plan

Business East Tamaki has developed a two year business plan focused on addressing key issues facing local businesses and is aligned with the Strategic Plan, 2024-2025 budget and 2025-2026 draft budget.

The plan aims to maintain valuable services for members while enhancing the profile of businesses to support long term commercial growth and sustainability

ADVOCACY			202
	2024	2025	
Collaborate with local boards on shared priorities to enhance the local economy, support business growth and opportunities.		2024 - 2026	
Maintain and build new relationships with key stakeholders and decision makers who influence investment decisions			2025 - 20
Continue to represent community interest in the delivery of the Eastern Busway project and Airport to Botany transit project			2025 - 20
Provide connections for local businesses and environmental organisations to work together on new biodiversity initiatives		2024 - 2026	
Continue to raise the profile of Business East Tamaki		2024 - 2026	

24-2026 Priorities

2026



LEADERSHIP

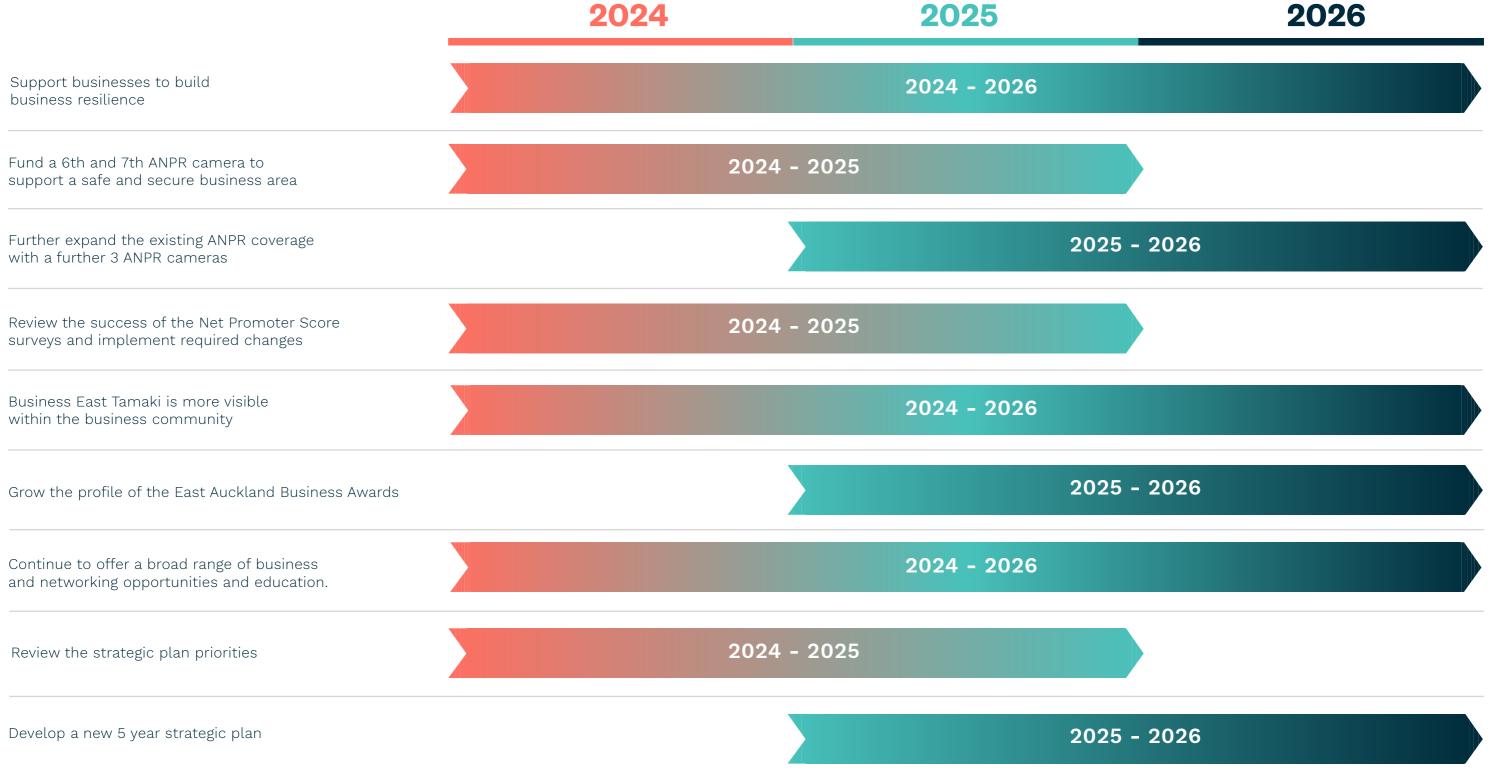
2024-2026 Priorities

	2024	2025
Collaborate with local secondary schools and other support organisations to create better access to job opportunities within local businesses.		2024 - 2026
Implement the East Tamaki sustainable transport plan focus areas	2024 - 2	2025
Further develop the vision to reduce amount of single occupancy vehicles		2025 - 20
Run a further transport survey Highbrook businesses to ascertain any behaviour changes		2025 - 20
Develop a plan to influence businesses to Electrify East Tamaki	2024 - 2	2025
Provide education events on Electrification of Businesses		2024 - 2026
Support businesses with sustainability initiatives in line with local and national Government targets		2024 - 2026
Continue enabling business change through wellbeing initiatives		2024 - 2026

2026



MEMBER VALUE



2024-2026 Priorities

2025 - 2026

Key Performance Indicators ~~~~~

Advocacy

Provide feedback to the relevant agencies and decision makers on issues that affect East Tamaki business owners

Partner with local environmental groups to improve local water quality and clean up the environment.

Transport

Implement the Travel Plan initiatives as determined by the East Tamaki Sustainable Transport Group

Youth and Rangatahi

Provide opportunities to link work-ready students and youth with East Tamaki employers

Sustainability

2 pallet collections and **2** e-waste collections per year

Provide businesses with education on business electrification and sustainability

Collaboration

Support local businesses to engage in corporate social responsibility initiatives.

Partner with local businesses to promote business initiatives that align

Inform and Educate

4 Magazine issues per year

11 monthly newsletters (Feb-Dec)

Skills and Jobs

Initiate an active employment hub between key stakeholders to hire local, live local, work local



First Aid Courses

5 St John Workshops

Crime Prevention 2 Safer Plates service

Instillation of 2 new ANPR cameras and relocation of existing

Member Engagement

Implement 4 Net Promoter Score (NPS) surveys with evidence of a rising score.

Maintain email open rate at 35-40%

2024 - 2025

Business East Tāmaki Budget

2025 - 26

Draft Budget

Business East Tamaki Budget 2024 -2025 and Draft Budget 2025-2026

Associ	ate Member Subs
Howic	k Local Board (HLB) Grant
Spons	orship
Currer	t BID targeted rate grant (2023/2024)
Propos	ed 2% increase to BID targeted rate (2024/2025
Interes	st Receivable
Events	/Seminars
Advert	ising
Total I	ncome
EXPE	NDITURE
Comm	unications/Events
Crime	Prevention
Genera	al Expenses
Infrast	ructure
Market	ting/Website
Profes	sional Fees
Projec	ts
Salarie	25
Contin	gency

2024 - 2025	2025 - 2026 (Draft)
\$8,100	\$8,260
\$9,000	
\$52,857	\$110,000*
\$600,372	\$600,372
	\$12,007**
\$13,200	\$13,460
\$17,696	\$32,050***
\$18,187	\$18,550
\$719,412	\$794,699
2024- 2025	2025 - 2026
\$52,674	\$105,678
\$32,584	\$33,235
\$39,191	\$39,975
\$66,712	\$68,046
\$77,708	\$79,260
\$34,560	\$35,250
\$8,400	\$8,568
\$412,280	\$420,525
\$3,780	\$3,500
\$727,889	\$794,037
-\$8,477	\$662

Budget 2024/25-2025/26 Variances

Business East Tamaki is committed to financial and operational transparency and the draft budget for 2025-26 is aligned with the business plan as detailed on pages 23 to 31.

Income:

- * Sponsorship will be increased in 2025/26 to incorporate income from East Auckland Business Awards.
- ** Targeted Rate Grant 2025/26 allowance for an 2% increase in grant income as expanded on below.
- *** Events/Seminars income increase to allow for Business Awards ticket sales.

Expenditure:

* Communications/Events – Increase in expenses attributed to the addition of the Business Awards.

The expense lines have increased by a minimum of 2% which the Executive Committee believe is reasonable to allow for anticipated inflation up to June 2026 and in order to deliver on our business plan objectives.

The Executive Committee has agreed to prioritise the purchase of a further two ANPR cameras and the relocation of a third to ensure all entry and exit roads in and out of East Tamaki are captured by ANPR cameras. The proposed 2% increase in the BID targeted rate and the additional BID funding of \$12,007 will ensure we can deliver on this.

Changes to the BID Targeted Rate amount

The proposed 2% increase in the 2025-26 proposed Targeted Rate is in line with the projected 2% increase in expenses.

Current BID targeted rate grant (2024/2025)	- \$600,372
Proposed 2% increase to BID targeted rate (2025/2026)	- \$12,007
Total BID targeted rate grant (2025/2026)	- \$612,379

Financial Statements to year end 30 June 2024

Comprehensive financial statements, full audited accounts and report to year end 30 June 2024 are available on the Business East Tamaki website www.businessET.org.nz or on request.

BUSINESS EAST TĀMAKI

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BUSINESS EAST TĀMAKI

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