

Together
we can
drive
change...

Newsletter

December 2009



Best wishes from the Priority One team for a safe and happy festive season and successful year ahead

Priority 1 Driving
Economic
Growth

1st Floor, Rydal House
29 Grey Street, PO Box 13057
Tauranga 3141, New Zealand

Tel: +64 7 571 1401
Fax: +64 7 571 1402
www.priorityone.co.nz

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INTERNATIONAL HOTEL

A feasibility study has been completed for the establishment of an international hotel and conference centre in the city centre. Commissioned by Priority One and Tourism Bay of Plenty, the study considered the old TV3 site in Durham Street and another CBD location. The findings will form the basis for the attraction of investors, developers and operators to establish a business-focused, internationally recognised hotel. Duarne Lankshear, Priority One's City Centre Project Manager, is managing this project. Duarne's strong background in property and development gives him a good understanding of the requirements for a development of this type, which will add to the vibrancy of the city centre.

WORLD LEADING RESEARCH IN TAURANGA

Tauranga is rapidly gathering a reputation as the home for world class, specialised research. Innovative software company, Pingar LP, has arrangements with the University of Waikato, University of Wales and Auckland University of Technology to establish a centre of excellence in Tauranga in the area of advanced internet search technologies. Initially based at the University of Waikato campus in Tauranga, the centre will eventually be based at the proposed Nautilus Research and Technology Park at Sulphur Point. The first students will be arriving in the first half of next year.

The Pingar announcement follows plans to establish an international coastal marine institute at Sulphur Point. INTERCOAST, which stands for integrated coastal zone and shelf-sea research, has received more than \$5 million in funding from the German government and local co-funding and support from Port of Tauranga, Environment Bay of Plenty and Priority One. Focusing on environmental changes in coastal areas and the impact of global climate change, the first PhD students will be arriving at the centre in early February.

A new centre is also being established at the Bay of Plenty Polytechnic which will provide world leading research in the manufacturing techniques required to turn titanium and other metal powder into light, strong and long lasting metal products. Titanium has the potential to become a billion dollar industry in New Zealand, with titanium alloy powder components and structural frames manufactured here and sold around the world

These developments are great news for the local economy. Not only will the internationally recognised research centres attract global talent, they will also position Tauranga as a world leader in these areas of research and encourage companies to move to the Bay to access these new technologies.

TERTIARY NEEDS STUDY

The University of Waikato, Bay of Plenty Polytechnic and Priority One have commissioned APR Consultants to undertake a study to identify sub-regional tertiary and research needs over the next ten years. The study will have a particular focus on science and research, as well as an understanding of the drivers of future needs based on knowledge of population growth, demographic patterns and key business sectors.

The Tertiary Needs Study will provide the evidence base to support the planning and investment decisions of stakeholders with regard to tertiary education and science capability in the Western Bay of Plenty sub-region. Ultimately it seeks to maximise the contribution of these sectors to the economy by providing robust projections of future need and an analysis of options to meet these. The study is expected to be completed in February 2010.

FREE BROADBAND AT LOCAL HOLIDAY HOTSPOTS

Locals and holiday-makers are about to get an early Christmas present – free internet broadband at popular sites around Tauranga and Mt Maunganui. Tauranga-based company EOL, leaders in wireless broadband technology, have set up several high-powered Wi-Fi hotspots which will deliver free internet and email access to the public until 31 January. The hot spots will be located in Tauranga's CBD and the Strand, and across the harbour at Marine Parade, Pilot Bay and the Beachside Holiday Park.

EOL's Managing Director Terry Coles says the promotion is designed to introduce potential customers to the company's new high-speed wireless broadband as well as test out EOL's new carrier grade hotspot technology. The spatially adaptive beam-forming wireless technology is compatible with all portable Wi-Fi devices and will deliver three times the coverage area and five times the speed of conventional Wi-Fi hotspots.

Local businesses will benefit because of the many employees that remain on-call over the holiday season that need to access their emails. It will also provide a timely boost for the local tourism market and will reinforce Tauranga's reputation as a leading-edge place from which to do business.

DO YOU HAVE A GOOD NEWS BUSINESS STORY ...

.... then the Business News wants to hear from you! The Business News is a glossy supplement published every two months by the Bay of Plenty Times. The magazine focuses on the great things that are happening to local businesses and interesting things about the Bay's economy. If your business has had a recent success, won an award, has something exciting coming up or just has a great story to tell email bnews@bopp.co.nz.

NEW CEO FOR TRUSTPOWER

A former Genesis Energy manager who oversaw rapid retail expansion in the company is returning to New Zealand to head TrustPower after three years as chief executive of Australia's biggest renewable generator, Hydro Tasmania. Vince Hawksworth will become TrustPower's chief executive in April, replacing Keith Tempest who has stepped down after eight years in the role and 20 years with the company. Mr Hawksworth said he was excited by the prospect of heading a 'nimble' listed company. "There's a lot of opportunity for TrustPower to grow - it's a renewable business."

TrustPower is half owned by utilities investor Infratil, has hydro stations and wind farms throughout New Zealand and in Snowtown, South Australia. It is the fifth largest

generator in New Zealand and the fourth biggest retailer, with 220,000 customers. TrustPower says Mr Hawksworth has experience of wind power developments and management of hydro-inflow risks. His background is in management and engineering. Chris O'Hara will be acting chief executive until April.

SEEKA PURCHASE OF TE AWANUI HUKA PAK

Te Awanui Whenua Trust has become the largest shareholder in publically listed Seeka Kiwifruit Industries after a deal was finalised to sell the Te Awanui Huka Pak packhouse at Mt Maunganui. The Trust will receive 1.83 million shares in Seeka, representing 12.7% of its expanded capital. With its existing shareholding, this will bring the Trust's total shareholding to 17%. Te Awanui Huka Pak processes around 5.5m trays of kiwifruit a season, along with an avocado business of approx 100k trays.

The acquisition of Huka Pak offers significant benefits to shareholders of Seeka and growers supplying the packhouse. Unlike Seeka, Huka Pak has a very early catchment of kiwifruit beyond its capacity to process. Seeka has the infrastructure and processing capacity available to process this fruit at its optimum point of harvest, maximising efficiencies and delivering better returns to growers.

THINGS LOOKING BRIGHTER FOR 2010

While just over half of employers said they gave no wage increases over the last year, job prospects are looking brighter next year, according to EMA Northern's end of year employment survey. A third of employers indicated they may increase the number of their permanent employees in the first half of 2010. Other findings included:

- 40% of respondents believe they may increase their permanent employees in the second half of the year.
- 60% of businesses, both large and small, reported they were doing very well or alright. A further 23% said they were coming right.
- 52% of respondents had a specific strategy to retain skilled employees.
- Top priorities for employers were changing the Holidays Act and personal grievance laws, welcoming the upcoming reviews of both.

BIRD WINES BREAKS INTO THE JAPANESE MARKET

A major Japanese wine distributor has acquired its first New Zealand wine label, creating a new export focus for Steve Bird Winery & Vineyard. The Bay of Plenty boutique winemaker has just returned from Japan where he celebrated the commencement of a distribution agreement with Toa Shoji – a 55 year-old company which supplies food and beverages to diverse range of businesses from top-end Japanese restaurants to corner store wholesalers.

Toa Shoji currently sells NZD\$8 million worth of wine in Japan each year and plans to double this figure over the next two to three years. They were so impressed with the wine tastings, they decided to take on the company's entire portfolio. Bird says the launch of his Japanese venture is consistent with the company's new export focus, which is to concentrate more on Asia rather than traditional markets such as the United Kingdom and United States.

REALISING THE POTENTIAL OF YOUR BUSINESS

The Tauranga Chamber of Commerce and Ministry of Social Development are piloting a new initiative to grow the capability of businesses. Businesses with between six and 20 full time employees are eligible to take part in a six month programme designed to make them more resilient to the economic conditions and more likely to retain or recruit employees.

The three stage programme includes an initial business health check to assess opportunities for growth, followed by the development of an agreed project plan. In the final stage, a specialised consultant or series of consultants will work with the business owner on the specific areas in the project plan. At the end of six months the business will have a plan to work with for the future, which may include ongoing work with the consultant or other assistance. The initial pilot will involve 20 businesses and will commence in early 2010. If you would like to be part of this innovative programme contact events@tauranga.org.nz.

FUNKY NEW MANUFACTURER COMES TO TOWN

Innovative food processing company, VnC Cocktails, has taken over the Pinto factory in Maleme Street and will be making its successful, ready-to-pour, cocktail range in Tauranga. As well as producing seven different cocktails, the factory will be a contract manufacturer for small scale Pinto concentrates, toppings and sauces for supply to caterers, restaurants and other food manufacturers. VnC has grown significantly in the last two years and now exports to the US, Mexico, South America, the UK, Russia, China, Indonesia, India, Dubai and the Pacific Islands. There is plenty of capacity at the Tauranga factory to handle the future growth which is planned. While the business will currently use just half the factory's capacity of 7 million litres, it hopes to use it all within three years.

NEW ZEALAND TOP OUTPERFORMER IN TECHNOLOGY INNOVATION

New Zealand has outperformed other Asia-Pacific countries with the performance of its technology sector in a major annual survey. Fifty-one New Zealand companies were included in the Deloitte Technology Fast 500 report and four were in the top 50: NextWindow, Telesmart, Sonar6 and TracMap NZ.

As the international economy recovers from the recession, ICT and the digital economy are increasingly seen as drivers for global economic activity and growth. The sector is an integral part of the New Zealand economy, contributing \$6.2 billion, or 5.1%, to GDP. ICT provides the equivalent of 36,300 full-time jobs and includes around 8,800 New Zealand companies. It is a key enabler and driver of productivity as well as being a powerhouse of economic growth in its own right, creating high value revenue opportunities.

ICT - PARTNERING FOR GLOBAL SUCCESS

Around 50 ICT professionals attended a seminar on 16 December to learn how businesses can take advantage of the world-class research capability at the University of Waikato, including the development of internationally competitive new products. The university has New Zealand's top ranked Computer Science Department and it is in the top five in the world for search engine optimisation research. Attendees were lucky enough to see demonstrations of leading-edge new developments across areas such as machine learning, digital library, human computer interface, network performance and software engineering.

Hosted by the university in partnership with the Western Bay of Plenty ICT Cluster, attendees heard from Professor of Computer Science, Ian Witten. The idea for 'Google' was originally inspired by a paper written by Ian. In addition, Google's Director of Engineering in New York is Craig Nevill-Manning – a previous student of Ian's who obtained his PhD at Waikato. Ian continues to lead the world in text mining and machine learning research, where a computer program automatically analyses a large body of data to decide what information is most relevant. Representatives from WaikatoLink, the university's commercialisation arm, also took part to look at the link between research and getting products to market.

SUCCESS BY DEGREES IN TAURANGA

The tertiary partnership between the University of Waikato and Bay of Plenty Polytechnic means there are now many choices of degree programme that can be undertaken entirely from the Tauranga campus. These include undergraduate degrees in management studies, business analysis, social sciences, social work, computer science and computer graphic design, teaching and tourism, as well as some graduate degrees. For further information, visit www.boppoly.ac.nz.

STUDENTS LOOKING FOR HOLIDAY WORK

Student Job Search has opened an office in Tauranga to make it easier for local employers to hire students this summer. SJS is expecting thousands of job-hunting students to register with them and is working to maximise the number of successful placements. Students are available to businesses or to residents who need work done around their property. In the last year, SJS provided more than 25,000 individual students with 30,000 job placements, resulting in over \$69m in wages. SJS will be situated in Work & Income's office in Durham St.

WATER USE LIKELY TO DOUBLE

Environment Bay of Plenty (EBOP) estimates that, based on current usage, the demand for water in the Western Bay of Plenty sub-region will more than double over the next 50 years. The council is developing a region-wide Water Sustainability Strategy to look at how water is managed in the long term and what opportunities there are for areas where water is plentiful.

"In other regions, such as Canterbury, problems have arisen when water demand and supply become unbalanced," says Mary-Anne Macleod, Environment Bay of Plenty's Group Manager Strategic Development. "This strategy seeks to address those possible future problems now and seize on the opportunities for the future," she says. "We need to improve our knowledge of how much water is available for use and ensure that both surface and groundwater resources are used as effectively as possible."

H2O - A PRECIOUS COMMODITY

Sustainable Business Network (Bay of Plenty) is partnering with Tauranga City Council, Western Bay of Plenty District Council and Environment Bay of Plenty to deliver a 'first of its kind' seminar on rainwater recovery and grey water use. Water is a precious resource, and extremely scarce in many parts of the world. It has been flagged as the next oil and its management is already under debate as to privatisation versus civil ownership. By harnessing rain water through sustainable design and applying lifecycle thinking to behaviours and operations, the region can have a direct and positive impact on supply and avoid shortages and increasing costs in the future.

This seminar will give you the opportunity to understand the drivers and benefits of rainwater and grey water re-use, the global, national and local situation, businesses that are already harvesting water. You will also have a chance to talk with council representatives, manufacturers, national experts and business in the interactive sessions.

When: 8 am to 12.30 pm, **Thursday 25 February 2010**

Where: Hotel on Devonport, Tauranga

Cost: \$70 SBN Members, \$100 non members

RSVP: bop@sustainable.org.nz by Monday 8 February

KIWI FESTIVAL CELEBRATES BAY LIFESTYLE

The Bay of Plenty will celebrate its wonderful coastal lifestyle and world-class produce with the nine day Kiwi Festival, being held from 26 February to 6 March next year. Highlights include a South American-style carnival, a fiesta in Te Puke and a Guinness World Record attempt to

peel and eat a kiwifruit. The Coastal Bay of Plenty Charitable Trust developed the festival to showcase the lifestyle and produce of the area. It has been supported by industry and business groups, and Zespri is the founding sponsor.

The festival will launch with the Zespri Industry Challenge - a Top Town-style event celebrating the lead-in to the kiwifruit harvest, which will include an attempt to beat the world record of the fastest time peeling and eating a kiwifruit. The current world record of 5.4 seconds is held by a New Yorker. The Challenge event will also include a cook-off between sports celebrities using local ingredients, as well as music and entertainment. Over 20 events are being held over the nine days, including a 100 mile menu, the Lipstick Lunch and Kiwi Festival Golf, as well as existing events such as the Maketu Kaimoana Festival and One Base Fishing Tournament. The festival will close with a South American carnival at Wharepai Domain with New Zealand bands Kora, Batucada Sound Machine and Tahuna Breaks and live street art, stilt walkers and capoeira and samba performances. For further information on the events being held, visit www.kiwifestival.co.nz.

ARTS & CULTURE

- Have you checked out the revamped Cargo Shed yet? It's been given a complete facelift by the Creative Tauranga Charitable Trust to provide a space that will grow and enhance the local arts sector. The Cargo Shed is the first step in the development of an arts precinct with in the city centre, where people can come to enjoy local artists and celebrate the Bay's unique heritage and culture. The Cargo Shed runs a twilight market from 3-7pm each Wednesday and is also open on the weekends. There is a strong focus on high quality craftsmanship for the stalls, which include paintings, photography, weaving, carvings and clothing. There are also plans to set up space for an artist in residency.
- The Museum Project Steering Group is preparing a report for Tauranga City Council on the best way to go forward with a museum development. The group will put forward a case for two potential sites: at Cliff Rd near Monmouth Redoubt or in the Masonic Park in Willow St, next to the art gallery. The report will look at the issues around the two sites, both of which could deliver a museum. A website, Te Whare Taonga - House of Treasures, will be launched in December to provide information and seek comment from the community.
- Harrisons Gallery is hosting its ArtBuzz Summer Holiday Art Programme from 9 January to 7 February. The programme offers classes in a range of styles from mixed media and expressionist acrylics to abstract painting. Experienced artists and newcomers are welcome, with classes catering for all ages and abilities, including children. For further information visit www.harrisonsgallery.com.
- A new gallery has been established in Tauranga to showcase the talents of local photographers. It is a natural progression for the Capture-it NZ photography school, based at the Historic Village, where tutors have been teaching locals how to forge a new career for themselves or simply improve their holiday snaps for the last five years. Eikona at the Village (which is Greek for 'picture') and its satellite gallery, Eikona at the Cargo Shed, features limited edition photographic prints from the school's top students.

FOCUS ON TOURISM

- The line-up for Tauranga's Jazz Festival has been announced, featuring two international music legends. Headlining the 2010 festival is the six-time Grammy award-winning Dr John with his band, The Lower 911. Dr John is regarded as one of the New Orleans legends, mentioned in the same breath as Louis Armstrong and Fats Domino. Also part of the international line-up is the man they call 'the Godfather of Acid Jazz' - Hammond

organ musician Brian Auger. The jazz festival will run over Easter weekend next year and will feature more than 60 bands and musicians. This will be the 48th Tauranga festival, making it the longest running jazz festival in the Southern Hemisphere.

- The first trans-Tasman flight from Rotorua International Airport marked an important occasion for the Bay of Plenty economy, providing a big boost to the tourism sector. The flights will initially operate twice a week, however are expected to increase if demand is high. Tourism Bay of Plenty CEO, Tim Burgess, believes the local diving and fishing tourism attractions will be a big draw card for Australian tourists. "We have to be smart and clever in the way we market our region to Australians, like putting together appealing packages," he said.
- Tickets have gone on sale for the third Maketu Kaimoana Festival, to be held on Saturday 27 February. The festival celebrates seafood served in both traditional and contemporary styles, and will feature a large number of stalls and cooking demonstrations by headline chefs. Sponsored by the Rotary Club of Maketu, the event benefits local community groups. For further information, visit www.maketukaimoana.co.nz.
- The 2010 Katikati twilight concert season kicks off on 10 January at the Haiku Reserve with The Beatgirls – a high energy group who are known for their spectacular stage show. Now in their 12th season, four concerts will be held throughout the summer with top class performers and outstanding musical talent at a variety of venues. The concerts benefit local charities. For further information and the 2010 programme, visit www.katikaticoncerts.co.nz.
- Everyone gets an opportunity to show off their culinary skills at the Katikati Avocado Food & Wine Festival, to be held at the Uretara Domain on 9 January 2010. For the first time, an avocado cheesecake competition is being held, and everyone is being invited to take part. If you're short on ideas of where to start, lots of recipes can be found on the Internet. The event will see fine wine, seafood, avocado creations and other delicious food on offer. There will also be a guacamole making competition and a chef demonstrating a range of avocado-based dishes. For further information, visit www.avofest.co.nz.
- Tauranga was the warmest, driest and sunniest of New Zealand's six main centres in November, according to the national climate summary released by NIWA. Tauranga's mean temperature was 14.3°C, which was 2.7°C higher than the national average. Nationally the highest spring temperature of 32.1°C was recorded in Whakatane on 24 November.

REALTY SERVICES PROPERTY UPDATE

Summer is here, people are out and about and generally optimistic – a mood that is certainly reflected in market activity. Vendors that have had their homes on the market in the lead up to Christmas are keen to see settlement, and buyers that have been doing their homework on a prospective purchase are keen to get an outcome before the holiday break. Commercial properties with long term tenants are being tightly held, and there are few opportunities to get into that market. However those that do see good competition from buyers, particularly through the auction process.

There is no doubt that quiet confidence is growing in the property market, with the significant increase in volumes underpinning that. Transactions at Eves and Bayleys are up by 30% on the same period last year so, whilst there may still be challenges for the economy ahead, the Bay of Plenty is showing strong signs of resilience, recovery and in some cases growth. There are a number of significant residential developments underway and planned for the future, which is a reflection of the continuing high population growth. The team at Eves and Bayleys send a sincere Christmas wish to all in the community and hope you have a safe and healthy 2010.

DEVELOPMENT

- The \$60 million apartment complex planned for Bureta Park has been given consent by Tauranga City Council hearings commissioners. Unless there is a successful appeal, the consent gives Perry Developments five years to start work on the project, which will include a semi-circular three-storey apartment complex with 86 residential units, as well as retail shops and a restaurant/bar.
- Hawkins Construction Limited has won the contract to build the Tauranga Sport & Exhibition Centre at Baypark, at a cost of \$26,743,950. The price means the entire project can be delivered for \$39 million, which is well within Tauranga City Council's \$41 million budget. The remaining \$12 million will be spent on the access road, services, design, professional services, staff time, internal fit out and related costs.
The local economy will receive a significant boost from the project, with contract negotiations ensuring the use of a lot of local materials, merchants and sub-contractors. Construction is expected to begin next month, with completion scheduled for mid 2011. New Zealand Lottery Grants Board recently announced a \$300,000 grant to the Council to cover nearly a third of the cost of sprung timber floors for the facility. The Lottery Board is the third major partner to support the project, following grants from Tauranga Energy Consumer Trust and the Perry Foundation.
- Two new schools begin construction in Papamoa in January – the Golden Sands Primary School and the new Papamoa College in Tara Road. The primary school will cater for Years 1-6 and is expected to have 10 classrooms completed by October next year. The school will open in 2011 with a roll of around 200 students. Papamoa College will initially house 450 students in years seven, eight and nine, adding another level each subsequent year until it reaches year 13. The school will eventually cater for around 1000 students and will also open in 2011.
- Western Bay of Plenty District Council has completed nearly four months of hearings on proposed changes to the District Plan. Decisions are being deliberated and will be released in January. Over 900 submissions were received during the process. Submissions to the proposed Tauranga City Plan closed on 15 December and are currently being processed, with hearings to be held next year.

SMART TRANSPORT CORRIDORS

- As this newsletter goes to press, the finishing touches are being put to the Harbour Link project in time for the official opening on 18 December. The completed project provides a continuous four lane expressway from Takitimu Dr through to Mount Maunganui and includes a 2.5km shared walkway and cycleway on the Mount side. The project has been completed three months early and has come in under budget.
- The last traffic bottleneck point between Tauranga's new harbour bridge and Te Maunga - the Girven Rd roundabout - could be upgraded as part of construction of the Tauranga Eastern Link. The NZ Transport Agency is considering integrating the upgrade of the intersection into the \$455 million project which is expected to commence construction next year.
- NZTA has approved \$16 million for the final stage of construction of the Pyes Pa bypass to the Route K roundabout. Tauranga City Council's share of Stage 3 was \$8 million, of which 53% will be funded by NZTA.
- Lengthy negotiations have succeeded in roading authorities purchasing the land needed to allow construction of the roundabout at the northern end of the Bethlehem Shopping Centre. Construction begins on 18 January.
- The new road linking Bethlehem's Beaumaris Boulevard with Waihi Rd was expected to open next June.

- Work is continuing on Takitimu Drive, focusing on the north-bound lanes between the Waihi Road overbridge, and Chapel Street.
- Resealing work is being undertaken at the State Highway 2 / Moffat Road roundabout in Bethlehem, however most of the work there will be done at night.



INSTEP PROGRAMME INDUSTRY & SCHOOLS TRAINING & ENTERPRISE PARTNERSHIP

A 'splash' website for the Young Innovator Awards has been launched as a precursor to the official website launch in early 2010. The awards recognise secondary school students that

use their problem solving skills to design a new or improve an existing product or service. Sustainability is a key consideration for contestants, who must develop innovative solutions, through design, for the business environment. So – do you have a problem or need in your business that you would like someone else to solve? To deposit your idea in the bank, email jill@priorityone.co.nz. Secondary school students are encouraged to sign up to the challenge over the school holidays at www.yia.co.nz. Special thanks to Woods Creative and Moca for their sponsorship of the branding and website.

CUCUMBER SOFTWARE ON THE MOVE

Iconic Tauranga-based technology company, Cucumber Software, is on the move however luckily for us they're not going far. Despite the great views from their offices above the Harbourside Restaurant on the Strand Extension, business growth means the team is relocating to Second Avenue. The new offices include a large training room which can be used for client events. The move will take place on 23 & 24 December.

WEBSITE

During November the Priority One website had a total of 2,451 visits - an average of 82 per day. The top five visitor countries after NZ were UK, USA, Australia, Thailand and France. If you are a member of Priority One, you can profile your business under the 'Priority One Members' section of our website. Through this exposure, your company has an additional promotional tool into national and international markets.

PRIORITY ONE MEMBERSHIP

Priority One was established by the business community in 2001 and receives just under half its funding from business members, making it a unique structure for an economic development organisation in New Zealand. The underlying philosophy of the Priority One initiative was one of "leadership by the business community in partnership with local government to deliver sound economic development strategies and actions". If you would like to find out more about the benefits of joining Priority One, please contact the office on (07) 571 1401 or email info@priorityone.co.nz and we will send you a membership pack. We welcome your feedback, so please send us an email, give us a call or stop in at our offices.

CHRISTMAS CLOSURE

Our last day of business for 2009 will be Wednesday 23 December, with our offices re-opening on Tuesday 5 January 2009. The team at Priority One would like to take this opportunity to thank its members for enabling us to make significant gains this year toward Smart Economy 10 year goals. Local authority and business membership support are the lifeblood of Priority One's ability to operate effectively. It is through these unique partnerships that we are able to stimulate economic growth and drive change.

Priority One

Driving Economic Growth in our Region

***Supported by local businesses, Tauranga City Council and
Western Bay Plenty District Council***

