



Eastern Bay of Plenty Economic Development Agency

# WHAKAMOĒ TAU ANNUAL REPORT

2022/23



Whāia ngā huarahi i takahia e Toi.

Tukua mātou ki te para i ngā huarahi kairangatira  
hei kaupapa mō te whakaara i ngā hapori pakari.

Pursue the pathways taken by Toi.

Let us create pathways of excellence as a  
foundation to build thriving communities.

# NGĀ IHIRANGI

## CONTENTS

Pūrongo a te Heamana Chairmans Report	4
Pūrongo a te Tumuaki Chief Executive Report	5
Ko wai rā, ko wai rā! About Toi EDA	7
Ō mātou whanonga pono Our Values	8
Ō tātau tāngata, tō tātau rohe Our people, our region	10
.....	
Te pūmautanga, te aronga me ngā pou matua o Toi EDA's commitment, focus and key pillars of delivery	13
Tohu toa A Winning Brand	14
Huarahi Whakatipu Rawa Sustainable Economic Development	16
Kāinga Ora Thriving Communities	21
.....	
Taha Pūtea Financials	23
Pūrongo a ngā Kaitātari Motuhake Independent Auditors Report	28

# PŪRONGO A TE HEAMANA

## CHAIRMAN'S REPORT

Kia ora tātau e noho mai nei i roto i nga tapuwae o Toi. I a tātau e tiro ana ki tēnei tau kua huri ake nei, ka hoki ngā whakaaro ki o tātau mate. Rātau ra i whakarere i a tātau hai urupā mo rātau. E ai rā ki ngā kōrero haere, e hoki ki tē kainga whakaara ake ai. Ki a hoki mai ki a tātau e pae nei, tēnā koutou, tēnā koutou, tēnā tātau katoa.



Reflecting on the 12 months this report covers, I pause to remember those we lost since our last annual report. People across our region will have lost loved ones, colleagues, and family members, and all too often, it is not until someone has passed that we truly get a sense of their place in our lives. To those who have lost loved ones, my thoughts are with you all.

This year has proved to be another busy year across our region; a post-Covid environment was beginning to emerge as we all adjusted to living with the virus, travel restrictions were beginning to be relaxed, wearing of masks and need for vaccination certificates were quickly becoming optional through to being no longer needed. The calming effects of putting COVID-19 behind the country yet again was impacted by severe weather patterns, with some regions seeing devastating flooding destroying homes and businesses.

Positioned against this backdrop of change, the Board of Toi EDA aspires to create a better future for our region's next generation. Working closely with the Kawerau, Whakatāne, Ōpōtiki District Councils and Bay of Plenty Regional Council, three focus areas have emerged in unpacking the aspiration: Winning Brand, Sustainable Economic Engine, and Thriving Communities. Understanding the transforming economic drivers for our region is a central focus that intersects all work streams for Toi EDA.

The three Councils welcomed three new Mayors and a new Chief Executive after the resignation of Aileen Lawrie from Ōpōtiki District Council. I want to acknowledge Aileen for her leadership and focus over twelve years leading the Ōpōtiki Council from 2010 to 2022. Thankfully Aileen is not lost to local government as she has taken up leading the Thames District Council as CE. Also, a special mention goes to retiring Kawerau Mayor Malcolm Campbell. Serving as Mayor from 2001 to 2022 is a remarkable achievement, and we wish him well in his retirement. With the changes of Mayor for Ōpōtiki and Whakatāne Councils, I would like to thank and acknowledge Lyn Riesterer and Judy Turner, each serving as Mayors for Ōpōtiki and Whakatāne from 2019–2022. Your support for Toi EDA has been significant; in farewelling you all, we welcome new leaders, Faylene Tunui, Dr Victor Luca, and David Moore, respectively, as Mayors for Kawerau, Whakatāne and Ōpōtiki Councils.

In conclusion, I want to thank the Board members of Toi EDA for their commitment to working tirelessly for the betterment of the region and for the insight and direction set by Chief Executive Donna Perese's and her team. In particular, Chief Executive Donna Perese's leadership across the region connected industry, people and ideas, which has strengthened our regional voice.

**Wiremu Doherty**

CHAIR

# PŪRONGO A TE TUMUAKI

## CHIEF EXECUTIVE REPORT

It's a pleasure to present the Chief Executive Report for 2023, reflecting on a year of significant opportunity and positive strides forward in economic development for the Eastern Bay of Plenty.

It has been an honour to lead a dynamic and motivated team dedicated to making a meaningful impact across various industries and projects, fostering regional growth and creating new avenues for economic development.

The Toi EDA strategy continues to focus on three core pillars: creating a winning brand for the Eastern Bay of Plenty, delivering sustainable economic development for our rohe, and ensuring our communities are thriving.

I extend my gratitude to our existing partners, including Iwi leaders, Mayors, District and Regional Councils, Business Leaders, Chamber of Commerce, MBIE, MSD, TPK, Pacific Growth and Bay Education Trust, among others, for their unwavering support. Collaboration has been key, and we look forward to continuing these strong partnerships. The guidance provided by our dedicated trustees has also been invaluable, ensuring robust governance support for our initiatives.



This year's highlights include supporting business growth and resilience, fostering collaborations, and creating opportunities in various sectors such as industry, education, employment, housing, and infrastructure. I invite you to explore this report for deeper insights into the impactful work being undertaken to enhance economic development outcomes throughout our region.

Thank you for your ongoing support.

**Donna Perese**

CHIEF EXECUTIVE OFFICER

**Te whakatipu i ngā Kāinga Taurikura**  
Creating Thriving Communities in the Eastern Bay



He waingōhia noa tō mātou wawata  
– he hanga i te anamata pai ake mō ngā whakatipuranga.

Our aspiration is simple – we will create a better future  
for the next generations.

# KO WAI RĀ, KO WAI RĀ!

## ABOUT TOI EDA

Toi EDA is the economic development agency for the Eastern Bay of Plenty, named in honour of the legacy of Toi, the legendary explorer.

The Eastern Bay of Plenty, made up of the Ōpōtiki, Whakatāne, and Kawerau Districts is a region of great promise based on its rich natural resources. Toi EDA works with the Mataatua waka descendants, three District Councils, and other local partners to ensure we deliver opportunities to create Thriving Communities.

**Our aspiration is simple – we will create a better future for the next generations.**

By working with the District Councils as our core funders, Toi EDA has refined a highly focused strategy to deliver subregional benefits. The focus for 2023 has been to support transformational economic development for generations now as well as in the future. This involves key involvement in:

Building **A Winning Brand** for the Eastern Bay of Plenty, creating hope for people that live here, and want to invest here.

To do this we will have a **Sustainable Economic Development** engine, with focuses on key areas of economic opportunity including aquaculture, marine. Tourism, horticulture, business enterprise and support for projects like the Putauaki Industrial Development.

The final, and equally important outcome for us, is the focus on creating **Thriving Communities** by building alliances that support an empowered workforce, advocate and connect those with



the need for healthy and affordable homes, and fit for purpose infrastructure that connects the Eastern Bay to the world both digitally and through transportation of goods and services.

Our Trustees are leaders in our community and provide strong guidance and direction. The Trustees are most grateful to our supporters that have provided direct financial contributions during the past year, such as:

- Kawerau District Council
- Ōpōtiki District Council
- Whakatāne District Council
- Ministry of Business, Innovation and Employment (MBIE)
- Bay of Plenty Regional Council
- Ministry of Social Development
- Te Puni Kōkōri (Ministry of Māori Development)
- Bay Education Trust

CORE  
FUNDING  
PARTNERS



# Ō MĀTOU WHANONGA PONO OUR VALUES

Our namesake, Toi, has been the inspiration for not only the pioneering work that Toi EDA undertakes, but also the way that Toi EDA operates through our values.

While people and strategies may change over time – the way we will honour Toi, the great explorer and leader, through our values remains constant. His legacy is an inspiration to us all.



**Manaakitanga**  
Support for others



**Maramatanga**  
Knowledge



**Kaitiakitanga**  
Guardianship



**Whakaiti**  
Humility





# TOI

The ancestor Toi, has many names and versions of his voyages to early Aotearoa. The general view is he arrived in Aotearoa around 1350AD. This particular version cover the actions of Toi that are relevant to us here in Whakatāne.

This version starts with Toi and his wife Te Kuraimonoa living in a place called Oropōa at Rangiatea in Tahiti, according to historical accounts their grandsons, Whatonga and Rahui were racing canoes between the islands and did not make the return to Oropōa. Being concerned Toi and Te Kuraimonoa set out in search of them. It was during this search that Toi and Kuraimonoa arrived into Northland.

Upon their arrival, Te Kuraimonoa immediately went into labour. All the while, Toi had concerns over the paternity of the child his wife was carrying. However, upon the birth of his son, seeing his face looking back at him immediately alleviated his concerns. He wept in his embarrassment and relief, and in doing so, named his son after this Awa-nui-ā-rangi, the great river of tears from the sky.

Upon the birth of her child Te Kuraimonoa returned to Rangiatea, leaving Toi to continue on in his search for their grandchildren. He moves along the coast, naming Te Kakahoroa (long beach of kakaho), enters the Ōhinemataroa river, now known as Whakatāne, and climbs the escarpment reaching the top of the ridge. He is at his lowest, his wife and new son have left him returning to Rangiatea, he has not found his grandsons, and he is physically exhausted, as a last gasp on life he raised his hands skyward for help – creating the name that still remains on the ridgeline Kāputerangi. His plea for help was answered by the early descendants of the area known as Te Hapuoneone who helped him establish the settlement of Kāputerangi.

Returning to Tahiti, Whatonga and Rahui eventually made it back to Oropōa to discover their grandparents had set off in search of them. Whatonga, his son Taraika and cousin Rauru immediately depart in search of his grandparents. They eventually re-unite with their grandfather in Kāputerangi and remain with him until he passes. Rauru moves off to the west coast of Taranaki and establishes the Nga Rauru tribes, and Whatonga and Taraika explore, and in particular give Wellington its original name Te Whanganui-a-tara – The Great Bay of Tara (Taraika).

Briefly, in applying the lessons of Toi in a modern day context we see connectivity with people and places increasing, along with a growing concern of the impact our actions have on the environment where providence is becoming increasingly more important. When this is applied to our region it quickly connects back to Toi and the lasting legacy his actions produced. Many Iwi and hapū claim heritage and whakapapa to Toi.

**LEFT:** Toi Kai Rākau pouwhenua that stands at Kāputerangi (Toi's Pā)

# Ō TĀTAU TĀNGATA, TŌ TĀTAU ROHE OUR PEOPLE, OUR REGION



Kia hua ai Te Tini o Toi  
Providing for the benefit of the Eastern Bay

# TŪTAKI KI TE OHU

## MEET THE TEAM

### TRUSTEES



Wiremu Doherty  
CHAIR



David Glover  
TRUSTEE



Justin Ford-Robertson  
TRUSTEE



Karilyn Te Riini  
TRUSTEE



Charelle Stevenson  
TRUSTEE



Toni Owen  
TRUSTEE

### OUR TEAM 2022/23



Donna Perese  
CHIEF EXECUTIVE  
OFFICER



Nancy Anderson  
MANAGER DRIVER AND  
OPERATOR TRAINING



Rachel Field  
WORKFORCE DEVELOPMENT  
COORDINATOR



Abby Dickinson  
OFFICE  
COORDINATOR

### Acknowledgement to Louis Rāpihana

Our team also acknowledge Louis Rāpihana, our Māori and Pasifika Business Advisor, we pay tribute to a remarkable individual who left an indelible mark on our team and the community. Throughout his time with the team, Louis passionately worked with numerous businesses in the region, empowering them to envision greatness and pursue their dreams.

His profound sense of mana, unwavering loyalty, and genuine encouragement resonated with everyone he encountered. Louis was a fearless advocate for community, culture, and business aspirations, a voice that spoke truth and a pillar of support for those around him. His impact is immeasurable, and we remember him fondly for his enduring spirit and the positive change he inspired in the lives of many.



# HE TIROHANGA KI TE TAUPORI

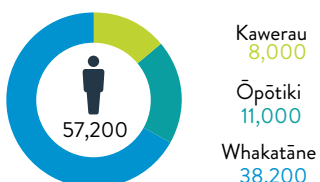
## OUR PEOPLE AT A GLANCE

Over the past year, our rohe has continued to experience population and industry growth, driven by both the return of whānau to their roots and a high demand from urban residents in New Zealand seeking the coveted lifestyle of the Eastern Bay of Plenty. This trend is promising, as it identifies that skilled professions, an essential component of economic development are remaining as well as migrating to the area. However, it has intensified the challenges we face regarding housing, adding to the importance of identifying and supporting recourses in this area.

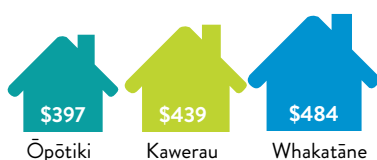
This page provides an overview of the Eastern Bay of Plenty people and the key industries.

### SELECTION OF THE KEY ECONOMIC INDICATORS

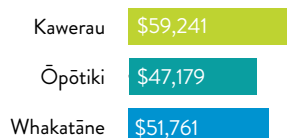
#### POPULATION ESTIMATE (2022)



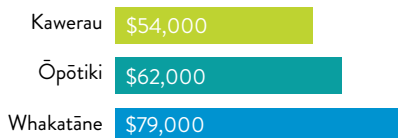
#### MEAN WEEKLY RENT (2022 MBIE)



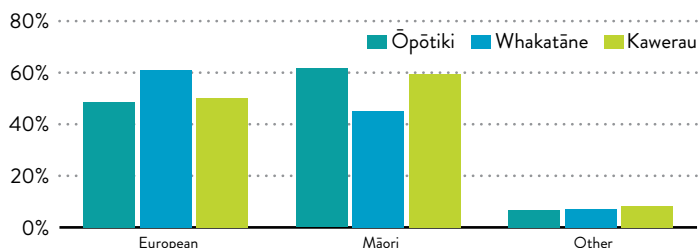
#### GDP PER CAPITA (2022)



#### MEDIAN HOUSEHOLD INCOME (2022)



#### ETHNICITY (2022)



### NGA IWI O TE ROHE

IWI	LOCATION
Ngāti Awa	Whakatāne, Rangitaiki
Tūhoe	Rūātoki, Ruatāhuna, Waimana, Waiohau
Te Whakatōhea	Ōpōtiki
Te Whānau a Apanui	Hāwai to Whangaparāoa
Ngāi Tai	Tōrere
Ngāti Whare	Te Whāiti
Ngāti Manawa	Murupara
Ngāti Tūwharetoa ki Kawerau	Kawerau
Ngāti Rangitihī	Matatā

### KEY EMPLOYMENT INDUSTRIES IN THE EASTERN BAY OF PLENTY

- Timber processing (sawmills, pulp, paper)
- Forestry
- Kiwifruit
- Dairy
- Engineering / Manufacturing
- Tourism
- Aquaculture
- Education
- Health
- Construction

#### KAWERAU (2022)

INDUSTRY	EMPLOYEES
1 Manufacturing	1,019 (36.6%)
2 Construction	319 (11.5%)
3 Education & Training	234 (8.4%)
4 Other services	196 (7.1%)
5 Public administration and safety	179 (6.4%)

#### ŌPŌTIKI (2022)

INDUSTRY	EMPLOYEES
1 Agriculture, forestry and fishing	1,294 (31.4%)
2 Admin and support services	703 (17%)
3 Education and training	391 (9.5%)
4 Construction	344 (8.3%)

#### WHAKATĀNE (2022)

INDUSTRY	EMPLOYEES
1 Agriculture, forestry and fishing	2,374 (13.9%)
2 Healthcare & Social assistance	2,229 (13.1%)
3 Education & training	1,709 (10%)
4 Retail trade	1,620 (9.5%)

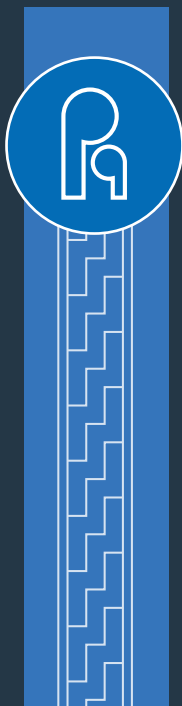
# TE PŪMAUTANGA, TE ARONGA ME NGĀ POU MATUA O TOI EDA'S COMMITMENT, FOCUS AND KEY PILLARS OF DELIVERY

E ū ana a Toi EDA ki te whanaketanga toitū, kauawhi hoki puta noa i tō tātou rohe. Toi EDA is committed to sustainable and inclusive growth across our region.

Our aspirations are enduring and become even more relevant during turbulent times. Our simple vision, to create a better future for the next generations, underpinned with values that embrace the pioneering attributes of our namesake, Toi, the great explorer.

## NGĀ POU MATUA – OUR KEY PILLARS

**TOHU TOA**  
A WINNING  
BRAND



**HUARAHĪ WHAKATIPU RAWA**  
SUSTAINABLE  
ECONOMIC DEVELOPMENT



**KĀINGA ORA**  
THRIVING  
COMMUNITIES





**Ka mārama te  
ia o ngā mahi,  
ka mārama te  
tuāpapa hai  
anga whakamua**

A clear purpose  
helps align an  
organisation and  
underpins its  
future direction

## TOHU TOA A WINNING BRAND

The number of individuals opting to migrate from metropolitan hubs in favour of regional areas continues to be a trend throughout Aotearoa, including to the Eastern Bay of Plenty. Engaging initiatives as well as the progress of PGF supported projects continues to attract investment interest from several national as well as international stakeholders.

Amidst this promising backdrop, the Eastern Bay of Plenty continues to face challenges in both retaining and attracting talent. Attracting skilled professionals to our region is vital for championing future ambitions. It is not only about drawing new expertise into our community but also ensuring that our rangatahi and community members are equipped with the necessary skills and training to enter the workforce and pursue fulfilling career paths.

The focus to establish a “winning” regional brand received significant support this year, marked by notable events in the Eastern Bay. We had the honour of being approached to coordinate the inaugural Bay of Plenty Aquaculture Summit, a prestigious gathering attended by industry leaders, investors, local government representatives, and more. Additionally, there has been notable interest and communication from major corporations’ keen on investing in Eastern Bay of Plenty



Showcasing VR education opportunities at Te Kura Mana Māori o Whangaparāoa



Bay of Plenty Aquaculture Summit



Making international connections at the World of Drones and Robotics

projects, as well as industry partners seeking meaningful collaborations with local businesses, the community, and iwi.

A significant milestone was achieved with the launch of the Te Puawaitanga o Te Rangatahi (The Success of Our Youth) Showcase Boards across the Eastern Bay of Plenty. These boards celebrate outstanding young individuals excelling in academic, cultural, community, and sporting pursuits. The late Louis Rāpihana's legacy, in particular, continues to inspire us. His naming of these boards continues to remind us of the profound impact one person can have on a community and the importance of nurturing aspirations.

Preparations for the Talent Attraction Campaign have made substantial progress through extensive consultations with local councils, communities, and iwi. The development of a brand that encapsulates

the essence of all region throughout the Eastern Bay of Plenty has reached its final stages before launch. This brand will play a fundamental role in guiding our efforts to support a number of sectors, shaping the trajectory of our region's growth.

In the past year, we have actively engaged our stakeholders and communities through regular media releases, events, and tours, showcasing the remarkable progress of our region and the promising future that lies ahead. To enhance our outreach, we have significantly increased the use of visual content in our reports and general media, effectively highlighting our impact and engaging diverse audiences. The Toi EDA Team has also amplified our presence through radio broadcasts, podcasts, local media collaborations, and participation in numerous regional events, ensuring a high level of visibility and fostering connections throughout the community.



Wetekina ngā here, tukuna  
ngā wawata kia rere

Remove barriers and  
ignite aspirations

## HUARAHI WHAKATIPU RAWA SUSTAINABLE ECONOMIC DEVELOPMENT

Throughout the past year, Toi EDA has been dedicated to enhancing the economic landscape of the Eastern Bay of Plenty. Our efforts have extended to building sustainable economic resilience in rural communities, opening long-term planning as well as development opportunities for communities and iwi that were previously unsupported.

The aquaculture, horticulture, manufacturing, and civil industries are undergoing significant growth, creating increased demand for workforce and training capabilities. Toi EDA has actively engaged in identifying and leveraging support and collaboration opportunities. This encompasses participation in the ISK reset, providing employment support for jobseekers, contributing to civil construction industry forums, and offering comprehensive driver training for both class one and heavy transport licensing.

Challenges we are actively involved to seeking solutions for are in relation to housing availability and infrastructure, including wastewater infrastructure and treatment. Attracting and maintaining a high quality of living for residents across the region remains a high priority. To address these multifaceted challenges, robust partnerships and collaborations are essential. Toi EDA continues to be positive about sustained collaboration with our partners to identify solutions and provide steadfast support for the region's long-term economic growth.



## PARTNERSHIP AND APPROACH

With a focus of supporting economic growth and opportunities for the Eastern Bay of Plenty, Toi EDA has proactively supported existing as well as new and impactful partnerships. These include with our core funding partners (Whakatāne, Ōpōtiki and Kawerau District Councils), Iwi, the Pasifika community, local and central government entities, and local groups such as education and training providers. Our engagement spans various industries, ranging from grassroots initiatives to governance-level collaborations, reflecting a holistic approach to economic development.

Toi EDA has not only strengthened existing partnerships but also initiated new relationships that will play a crucial role in driving future economic development initiatives across the region. The establishment of a central Whakatāne office has enabled more collaborative teamwork, providing the privilege of hosting local industry leaders, project partners, stakeholders, and guests from across Aotearoa.

Significant efforts have been directed towards rural areas, including support following Cyclone Gabrielle in Pōtaka and the wider Bay of Plenty Region. Key partners conducted small business support workshops, enhancing resilience and longevity for these businesses. The rollout of Class One licensing in rural areas has been a success, strengthening ties with communities and iwi, offering empowering qualifications, and substantially increasing employment opportunities.

Strategic partnerships have been formed with training providers delivering various programmes within the region, further supporting the retention of a skilled workforce. Notable collaborations include Mahi Rangatira, Crescendo, Hospitality, Rebel Business School, and virtual reality (VR)-based training initiatives.

New partnerships have been forged within the region, including collaborations with the Ministry of Pacific People and Pacific Growth Services, the Mataatua Regional Leadership Group, multiple Iwi groups, and Pasifika organisations. These collaborations enable enhanced support for these key groups.

Toi EDA has facilitated the entry of numerous support organisations into the region, spanning tech, investment, small business support, Iwi services, and education. This ensures that growth in the Eastern Bay matches, if not exceeds, opportunities in more centralised regions.

Maintaining strong relationships and fostering regular dialogue with the Regional Skills Leadership Group ensures the recognition of future workforce needs. The Aquaculture industry, a leading sector in the Eastern Bay of Plenty, has been identified for its potential for incredible growth.

Regular forums, including those for Civil Construction, Workforce Development, Sustainability, as well as collective meetings with landlords and future developers, have served as platforms for maintaining and advancing relationships essential to the region's economic progress.



Visiting Māori & Pasifika businesses throughout the region

## WORKFORCE – MSD CONTRACT

Collaborating closely with local Ministry of Social Development (MSD) offices in the Eastern Bay of Plenty, specifically in Ōpōtiki, Whakatāne, and Kawerau, has been central to empowering individuals and their families to access better employment opportunities.

Our primary focus is on wāhine (women) but our services are open to all. We believe in the power of creating a comfortable and supportive environment for our clients. We make it a point to connect with them in mutual areas, ensuring they feel at ease, and then work together to develop a plan for their career journey. This collaborative approach extends to helping individuals set achievable goals, refine their CVs, and prepare for job interviews. We assist them in identifying and applying for suitable employment opportunities, recognising that this can be a critical step in their path to economic stability and personal growth.

Once our clients secure employment, our commitment doesn't end there. We continue to stand beside them, providing support and guidance as they transition into their new jobs. We facilitate access to funding through Work and Income New Zealand (WINZ) to ensure they have the resources necessary to make this transition smooth and successful.

Our holistic support approach is designed to be ongoing, recognising that individuals may require assistance at various stages of their employment journey. Additionally, we've been fortunate to actively engage with the MSD community through events like the MSD Careers Expo and the 'Speed Dating' forum. These opportunities have allowed us to showcase our services, promote collaboration, and help MSD offices select the most suitable contractors for the individuals they serve, ultimately strengthening our collective efforts in improving employment opportunities for the community.



## DRIVER OPERATOR TRAINING PROGRAMME (DOT)

The aim of the DOT programme is to provide access to driver training in freight, logistics and civil construction. The funding received from MBIE (Kanoa) encourages us to focus on people of the Eastern Bay who are currently employed or looking to upskill to enter better employment as drivers or machine operators across all sectors within the Eastern Bay of Plenty. The DOT programme has made significant progress in the past year with a hands-on approach to community engagement.

**Results from the June 2022 – July 2023 programme included the following qualifications being obtained:**

Wheels Tracks and Roller Endorsements	<b>37</b>
Forklift License	<b>59</b>
Class 2F (truck)	<b>10</b>
Class 1L	<b>5</b>
Defensive Driving	<b>30</b>

There are four key elements of opportunity within the programme:

- Firstly, we identify and connect with the people who are looking to develop new skills, this comes in a variety of ways. These are the people who would like to work in the civil, freight, logistics areas but do not yet have all the necessary skills or knowledge to do this.
- Secondly, there is the training. Through our collaboration with training providers, we have access to training and qualifications on a wide range of skills. Majority of our Taura/students go onto employment or further study.
- Thirdly, there are the employers that are looking to take on new staff and work with them to grow their skills and experience. With the willingness of the Taura to learn and work, the training providers to transfer the skills and knowledge, and the employers taking on the newly skilled worker, we can build a sustainable workforce in the Eastern Bay of Plenty to meet the needs of industry now and into the future.
- Lastly and most importantly we have whānau well being, growth, more opportunity, role modelling front and centre ensuring intergenerational success.

## THE VISION

DOT is committed to ensuring equitable access to high-quality driver education for everyone.

The focus lies in supporting safe, skilled, and fully licensed drivers, contributing to enhanced road safety, career opportunities and a skilled workforce. Programmes will align with the evolving needs of diverse communities, embracing a collaborative approach to driver licensing services.

These initiatives will empower, upskill and pathway participants, creating a strong and resilient workforce for the future.

“I belong to a family of five and having to pay the full price for the defensive driving would have pushed my parents budget to the limit, I am grateful for the funding from TOI-EDA as it has given me more opportunities, by getting my full license sooner I am then able to help my parents with transport of siblings.” - Elissa

“Thank you so much for having faith in me. I thoroughly enjoyed the last 4 days in class and practical.

The course has given me a lot more confidence in believing in myself, that I can change my occupation and not to stick in a unhappy work environment. I was proud to tell my children when I passed, that you're never too old to learn new skills.” - Colin

“Tenei te mihi atu kia koe I to awhia o matou kaimahi a Taare, Ben raua ko Mailan. Gaining their wheels tracks and rollers licenses will increase the scope of services we can provide for our customers and will lead to increased work hours for Ben, Taare and Mailan. RBC (Robert Black contractors) place great emphasis on development of our staff, and we see this qualification for our kaimahi as a positive step for both our whānau and our business.”

- Robert Black Contractors

## CATALYSTS FOR FUTURE GROWTH

The Provincial Growth Fund investments have yielded substantial progress in targeted areas for catalytic sectors including: aquaculture, high-value horticulture, Kawerau Putauaki Industrial Development, and tourism/marine. This progress marks a significant shift towards real momentum in these projects and completion or nearing completion for many.



### AQUACULTURE

The Whakatōhea mussel processing factory has become a major employer, processing mussels not only from the sea development off Ōpōtiki but also from the North and South Islands. This achievement reflects the tremendous effort invested in supporting this growth that supports the entire region.

Additionally, more crews are in the water, with an additional boat added in 2023 to support sea farm development. Along the coast in Te Kaha, Te Whanau a Apanui have begun building a Mussel spat hatchery, contributing to ongoing aquaculture development across New Zealand. Throughout 2023, Toi EDA has continued to provide robust support to enterprises in this industry as part of the Bay of Plenty Aquaculture Group.

### KAWERAU PUTAUAKI INDUSTRIAL DEVELOPMENT

The Kawerau Putauaki Industrial Development, is nearing completion, presenting a significant opportunity to leverage clean geothermal energy, world-leading industrial engineering expertise, and emerging circular economy fiber and forest-based opportunities. Completion of the off-road highway has been achieved and discussions are also underway concerning growth support for hydrogen and geothermal initiatives. The acquisition of Norske Skog by Oji Fibre Solutions (OjiFS) will benefit both industry and the community. A reset of ISK ensures that manufacturing industries remain supported and connected with the Kawerau community.



### HIGH VALUE HORTICULTURE

The Eastern Bay is privileged to host an abundance of fertile lands, and two irrigation schemes are currently in progress in the East Coast at Raukokore and Te Kaha. This development will enable an additional 700-1150 hectares of irrigatable land along the coast. Several significant Māori land trusts have successfully initiated the development of lands into high-value crops, including kiwifruit, berries, and macadamias, with ongoing identification of other land uses. These projects in high-value horticulture contribute to the region's economic growth and sustainability.



Me whakarite huarahi  
ki a eke ai ngā  
tumanako, mahi hoki  
mo ngā reanga kai  
te tipu ake

We need to ensure  
generations have  
better opportunities  
and outcomes

## KĀINGA ORA THRIVING COMMUNITIES

As the Eastern Bay of Plenty continues to experience and expect increased economic activity, our commitment is to ensure that this prosperity extends to all our communities, particularly those in rural and isolated regions. Toi EDA actively engages with local businesses and community organisations to facilitate connections with support, opportunities, and training that may not yet be within their reach.

Our efforts encompass linking communities with vital services, such as IRD assistance, accounting support, marketing guidance, and resilience training, thereby fostering growth on par if not more advanced than that received by more

centrally located organisations. Initiatives like the Class 1 Licensing programme, play a pivotal role in ensuring that families not only gain access to quality employment opportunities but also to essential services such as healthcare.

# CLASS 1 DRIVER LICENCING RAIHANA MO TO TATOU ROHE

The MSD Class 1 Licensing contract has empowered Toi EDA to extend vital opportunities to our communities, with a particular focus on supporting our smaller, rural areas. We recognise the challenges many face in accessing licensing services, whether due to distance or anxiety, and sought to remove these barriers.

Collaborating closely with training providers, including the innovative mobile licensing trial by NZTA and REAP, has been instrumental in achieving this goal. Before the rollout of mobile licensing, we partnered with local NZTA and AA agencies to guide our community members through the process, providing not only the means to obtain their licenses but also the confidence and knowledge required. Our efforts reached communities like Te Teko, NASH, Rūātoki, and Waimana, and the response was overwhelmingly positive. This outreach has shed light on the pressing needs within our smaller rural communities and

underscored the value of our collaborative approach in enhancing access to essential services.

Our commitment to community engagement extends to our partnerships with local key figures within these communities who hold significant influence among their whānau and in their respective rohe. These connections are invaluable, as trust is fundamental in our interactions with the community. To date, we've successfully delivered close to 90 licenses, covering Learners, Restricted, and Full Licences, all within our rohe. We consistently attend community hui alongside all the organisations holding licensing contracts within our region, allowing for the exchange of information and fostering a collaborative spirit. This collective approach is pivotal in addressing the unique needs of our community, and we place great importance on working together to achieve our common goals.



# TAHA PŪTEA

## FINANCIALS

These financial statements should be read in conjunction with the notes to the financial statements and accompanying audit report.

### Toi Economic Development Agency Trust – Statement of Financial Performance for the year ended 30 June 2023

2021/2022 \$		Notes	Budget \$	2022/23 \$
<b>REVENUE</b>				
Donations fundraising and other similar revenue:				
15,000	Workforce project management		33,300	-
31,458	Linkup		60,818	44,265
10,360	Driver Licences		37,900	1,397
106,946	Driver Operator Training		198,000	147,424
5,561	Housing		78,200	19,637
0	Workforce Development		0	20,933
0	Cultural Advisor		0	12,033
0	Cyclone Relief		0	315,621
322,000	Fees, subscriptions and other revenue from members	1	302,000	334,750
126	Interest, dividends and other investment revenue		0	5
-	Other revenue		0	61,500
<b>491,451</b>	<b>TOTAL INCOME</b>		<b>710,218</b>	<b>957,565</b>
<b>EXPENSES</b>				
207,348	Volunteer and employee/contractor related costs	2	113,000	248,986
215,484	Costs related to providing services	3	623,318	597,334
48,092	Other expenses	4	60,700	34,386
<b>470,924</b>	<b>TOTAL EXPENSES</b>		<b>797,018</b>	<b>880,706</b>
<b>20,527</b>	<b>SURPLUS/(DEFICIT) FOR YEAR</b>		<b>(86,800)</b>	<b>76,859</b>

## Statement of Financial Position as at 30 June 2023

2021/22 \$		Notes	Budget	2022/23 \$
<b>ASSETS</b>				
<b>Current Assets</b>				
516,782	Bank accounts and cash	5		679,376
91,062	Debtors and prepayments	6		154,709
30,192	Other current assets (GST)			41,218
<b>638,036</b>	<b>Total current assets</b>			<b>875,303</b>
<b>Non Current Assets</b>				
	- Property, Plant & Equipment			-
<b>638,036</b>	<b>TOTAL ASSETS</b>			<b>875,303</b>
<b>LIABILITIES</b>				
<b>Current Liabilities</b>				
86,010	Creditors and accrued expenses	7		43,243
352,043	Unused donations and grants with conditions	8		555,217
	- Other current liabilities - GST			
<b>438,053</b>	<b>Total Current Liabilities</b>			<b>598,460</b>
<b>Non current liabilities</b>				
	- Other non current liabilities			-
<b>438,053</b>	<b>TOTAL LIABILITIES</b>			<b>598,460</b>
<b>ACCUMULATED FUNDS</b>				
	- Capital contributed by members			-
199,984	Accumulated surpluses/(deficits)			276,842
	- Reserves - Workforce			
<b>199,984</b>	<b>TOTAL ACCUMULATED FUNDS</b>			<b>276,842</b>



## Statement of Cashflow for the year ended 30 June 2023

2021/22		Notes	Budget	2022/23
\$				\$
<b>CASHFLOW FROM OPERATING ACTIVITIES</b>				
<b>Cash was received from:</b>				
203,449	Donations fundraising and other similar receipts			764,484
322,000	Fees, subscriptions and other receipts from members			270,112
9,103	Receipts from providing services			61,500
126	Interest, dividends and other investment receipts			5
9,996	Net GST			(11,024)
<b>Cash was applied to:</b>				
(463,414)	Payments to suppliers and employees			(922,483)
-	Donations			-
<b>81,260</b>	<b>NET CASHFLOW FROM OPERATING ACTIVITIES</b>			<b>162,594</b>
-	Net cashflow from investing and financing activities			-
<b>81,260</b>	<b>Net increase/(decrease) in cash</b>			<b>162,594</b>
435,522	<b>Opening cash</b>			516,782
516,782	<b>Closing cash</b>			679,376
<b>This is represented by:</b>				
<b>516,782</b>	<b>BANK ACCOUNT</b>	5		<b>679,376</b>

## Statement of Accounting Policies

### Basis of Preparation

Toi Economic development Agency Trust has elected to apply public benefit entity simple format reporting - accrual (not-for-profit) on the basis that it does not have public accountability and has total annual expenses of less than \$2,000,000. All transactions in the Performance Report are reported using the accrual basis of accounting. The performance report is prepared under the assumption that the entity will continue to operate in the foreseeable future.

### Goods and Services Tax

All amounts are recorded exclusive of GST except debtors and creditors which are stated inclusive of GST.

### Revenue

Revenue is recognised in the statement of financial performance when the rights and conditions to do so have been met.

### Bank accounts and cash

Bank accounts and cash in the Statement of Cash Flows comprise cash balances and bank balances.

### Tier 2 PBE Accounting Standards applied

The trust has not adopted any tier 2 PBE accounting standards in the preparation of these accounts.

### Changes in accounting policies

There has been no changes in accounting policies during the financial year.

## Notes to the Performance Report for the year ended 30 June 2023

2021/22 \$	Notes to the Performance Report	2022/23 \$
	<b>REVENUE</b>	
	<b>Note 1 Analysis of fees, subscription and other revenue from members:</b>	
211,000	Whakatāne District Council	211,000
25,000	Kawerau District Council	25,000
56,000	Ōpōtiki District Council	78,750
30,000	Bay of Plenty Regional Council	20,000
<b>322,000</b>	<b>Total</b>	<b>334,750</b>
	<b>EXPENDITURE</b>	
	<b>Note 2 Volunteer and employee/contractor related costs:</b>	
204,140	Contractor/Information costs	240,696
2,602	Trustee fees	3,279
606	Trustee expenses	5,011
<b>207,348</b>	<b>Total</b>	<b>248,986</b>
	<b>Note 3 Costs related to providing services:</b>	
26,125	Attracting Investment	19,425
5,561	Connectivity / Housing / Transport Sustainability	19,637
2,860	Engaged Stakeholders	11,613
27,005	Workforce Project Management	27,876
31,458	Career Linkup	14,847
10,360	Driver Licence	1,397
106,945	Youth to Employment	147,424
5,170	Work Ready Programme	6,527
-	Workforce Development	20,933
-	Cyclone Relief	315,621
-	Cultural Advisor	12,033
<b>215,484</b>	<b>Total</b>	<b>597,334</b>
	<b>Note 4 Other expenses:</b>	
2,852	Audit Fees	4,470
88	Bank Fees	108
26,400	Consultant	5,000
12,486	Printing & Stationery (incl Photocopying)	1,578
1,945	Venue & Office Hire	13,731
1,598	Sundry	74
2,546	Insurance	3,838
178	Subscriptions	5,588
<b>48,093</b>	<b>Total</b>	<b>34,386</b>

2021/22 \$	Notes to the Performance Report	2022/23 \$
	<b>ASSETS AND LIABILITIES</b>	
	<b>Note 5 Bank accounts and cash:</b>	
516,782	Cheque account	679,376
292	Serious saver account	297
-	Term investments	0
<b>517,074</b>	<b>Total</b>	<b>679,673</b>
	<b>Note 6 Debtors and prepayments:</b>	
87,499	Sundry debtors	152,137
3,563	Prepayments	2,572
<b>91,062</b>	<b>Total</b>	<b>154,710</b>
	<b>Note 7 Creditors and accrued expenses:</b>	
82,810	Creditors	38,930
3,200	Accrued expenses	4,313
<b>86,010</b>	<b>Total</b>	<b>43,242</b>
	<b>Note 8 Unused donations and grants with conditions:</b>	
0	MBIE - Cyclone Relief	273,561
29,265	BOP Education - Career Linkup	0
11,390	Todd Foundation - Driver Licences	12,342
216,949	MBIE - Operator Licences	71,998
94,439	BOP Community Trust - Housing	74,802
0	MSD - Cultural Advisor	26,412
0	MSD - Workforce Development	67,352
0	MSD - Driver Licenses	28,750
<b>352,043</b>	<b>Total</b>	<b>555,217</b>
	<b>Note 9 Accumulated Surpluses</b>	
179,456	Balance at 1 July:	199,983
20,527	Surplus/(Deficit) for Year	76,859
<b>199,983</b>	<b>Total</b>	<b>276,842</b>
	<b>Note 10 Contingent Liabilities</b>	
	There are no contingent liabilities at 30 June 2023 (2022: Nil)	
	<b>Note 11 Related Party Transactions</b>	
	The Whakatāne District, Ōpōtiki District, Kawerau District and Bay of Plenty Regional Councils are all stakeholders in Toi EDA and all have funded it during the year. This funding is recorded in the Statement of Financial Performance, and all transactions are at arms length.	

# PŪRONGO A NGĀ KAITĀTARI MOTUHAKE

## INDEPENDENT AUDITORS REPORT

### OPINION

We have audited the accompanying performance report of EBOP Regional Economic Development Trust on pages 1 to 11, which comprises the entity information, the statement of service performance, statement of financial performance, statement of cash flows for the year ended 30 June 2023, the statement of financial position as at 30 June 2023, the statement of accounting policies and other explanatory information.

In our opinion:

- a) the reported outcomes and outputs, and quantifications of the outputs to the extent practicable, in the statement of service performance are suitable;
- b) the performance report on pages 1 to 11 presents fairly, in all material respects:
  - the entity information for the year ended 30 June 2023.
  - The service performance for the year then ended; and
  - The financial position of EBOP Regional Economic Development Trust as at 30 June 2023, and its financial performance, and cash flows for the year then ended in accordance with Public Benefit entity Simple Format Reporting – Accrual (Not-For-Profit).

### BASIS FOR OPINION

We conducted our audit of the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with International Standards on Auditing (New Zealand) (ISAs (NZ)), and the audit of the entity information and statement of service performance in accordance with the International Standard on Assurance Engagements (New Zealand) ISAE (NZ) 3000 (Revised). Our responsibilities under those standards are further described in the Auditors Responsibilities for the Audit of the Performance Report section of our report. We are independent of EBOP Regional Economic Development Trust in accordance with Professional and Ethical Standard 1 (Revised) Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other than in our capacity as auditor we have no relationship with, or interests in, EBOP Regional Economic Development Trust.

### TRUSTEES RESPONSIBILITY FOR THE PERFORMANCE REPORT

The Trustees are responsible on behalf of the entity for:

- a) identifying outcomes and outputs, and quantifying the outputs to the extent practicable, that are relevant, reliable, comparable and understandable, to report in the statement of service performance;
- b) the preparation and fair presentation of the performance report which comprises:
  - the entity information;
  - the statement of service performance; and
  - the statement of financial performance, statement of financial position, statement of cash flows, statement of accounting policies and notes to the performance report in accordance with Public Benefit Entity Simple Format Reporting Accrual (Not-For-Profit) issued in New Zealand by the New Zealand Accounting Standards Board, and
- c) for such internal control as the Trustees determine is necessary to enable the preparation of a Trustees performance report that is free from material misstatement, whether due to fraud or error.

In preparing the performance report, the Trustees are responsible on behalf of the entity for assessing the entity's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Trustees either intend to liquidate the entity or to cease operations, or have no realistic alternative but to do so.

## AUDITORS RESPONSIBILITIES FOR THE AUDIT OF THE PERFORMANCE REPORT

Our objectives are to obtain reasonable assurance about whether the performance report is 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 is not a guarantee that an audit conducted in accordance with ISAs (NZ) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of users taken on the basis of this performance report.

As part of an audit in accordance with ISAs (NZ), we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the performance report, 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 internal control.
- 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 entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of the use of the going concern basis of accounting by the Trustees and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors report to the related disclosures in the performance report 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 auditors report. However, future events or conditions may cause the entity to cease to continue as a going concern.

We communicate with the Trustees 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 during our audit.

*Cookson Forbes & Associates Ltd*

Chartered Accountants  
96 Waioweka Road  
ŌPŌTIKI

19 December 2023

**CooksonForbes**  
COOKSON FORBES & ASSOCIATES LTD

  
CHARTERED ACCOUNTANTS™  
AUSTRALIA • NEW ZEALAND



Ina rā he nui taumahatanga  
Inā noa he nui whakarirā  
Kua rere te manu i te rā  
Kua tau kai te rua  
Ka tō he rā ka rere anō he rā  
Hei te tau tītoki

---

The challenges were especially heavy  
The solutions were exceedingly vigorous  
The bird in the sky (sun) departs  
And returns to its abode  
As a sun sets, another will rise  
The tītoki will be fruitful again



**Eastern Bay of Plenty Regional Economic Development Trust**

PO Box 349, Whakatāne

EMAIL: [info@toi-eda.co.nz](mailto:info@toi-eda.co.nz)

[www.toi-eda.co.nz](http://www.toi-eda.co.nz)  Toi EDA