

## Round up from the Top

**Welcome!** Supporting existing businesses through business assistance programmes, coaching, mentoring and networking is the cornerstone of what ENC do, it is our core business and we continue to exist because the two Councils support local business.

For the past 9 years ENC have provided government funded workshops and coaching to North Canterbury businesses (which we will continue to do) however the only difference now is that we are required to separate out these two services – that being business support (Cat Hannah) and business training (Robyn Eyles).

ENC has just signed a three year contract with New Zealand Trade & Enterprise and Ministry of Science and Innovation to continue to support North Canterbury businesses.

ENC is the only organisation in North Canterbury who can issue NZTE capability vouchers to businesses that require a 50% subsidy for training and development services. These services can only be provided by 'Accredited Training Service Providers' only of which there are currently 123 with another 197 having registered their interest

in becoming accredited. Go to [www.business.govt.nz](http://www.business.govt.nz) to view their details and to get a perspective of the types of training and development now available to you and your team.

**Cat** is ENC's Business Support Manager who will lead this programme.

**Read more on Page 2...**

ENC are also an accredited training provider offering their usual foundation, master class and high growth workshops along with follow up coaching. These will now be subsidised 50% if your business meets the criteria set by NZTE.

**Robyn** is ENC's Events and Office Manager who plans and runs this programme.

**Read more on Page 2...**

ENC have a very busy month engaging in local economic development initiatives:

- WDC and HDC in conjunction with ENC are running a Local Economic Development Forum for Councilors, Chairs of Promotion/Business Associations and very importantly major North Canterbury businesses and employers. The theme is; **'The North Canterbury Economy – Where to Now?'**

- ENC Board are meeting with Hon David Carter (Minister of Economic Development) hosted by Hon Kate Wilkinson to discuss the key issues on North Canterbury's agenda being Water, Rural Broadband and Agriculture Technology Transfer.

- Cameron Bagrie, Chief Economist at ANZ, will be the keynote speaker at the quarterly Business Update Function to be at Flat White Café, Pegasus, on the **9<sup>th</sup> of August 2011** (all welcome - RSVP to [office@enterprisenc.co.nz](mailto:office@enterprisenc.co.nz)).

On a final note the earthquakes have had a varying effect on all businesses. By all accounts, North Canterbury towns are experiencing an increase in trade. Long may it continue!

*Heather Warwick*

General Manager  
Enterprise North Canterbury



**Ps** Don't forget to tune into your local North Canterbury Radio Station COMPAS FM on **104.9FM**

## Rural Technology Transfer Project (RTTP)

Andrew Harris has been busy in the field working with willing dryland and irrigation farmers, Lincoln University and Agribusiness industries scoping the specifics of this new project to identify its role in connecting new technologies with the farming sector. The RTTP purpose is to facilitate a transformational change in farmers strategic thinking and management of their farming systems.

### Dryland

Water and Nitrogen are the key inputs to on farm production and the key is efficient use of these for sustainable profitability and land management. The key issues for dry land farmers is generally pasture persistence which relates to the efficient use of water and nitrogen. The RTTP has identified the common ground with these farmers. Andrew is now tasked with bringing a group of like minded people together to share their experiences and knowledge, surrounding them with the expertise of the University and the support of rural service providers.

### Irrigation

This project will work in Irrigation Management and Education on Water Use Efficiency and transferring best practice into normal practice.

Contact Andrew Harris for more information:

Tel: 021 924842 or Email: [andrew@enterprisenc.co.nz](mailto:andrew@enterprisenc.co.nz)

## Business Recovery Coordinator (BRC) in Kaiapoi

Pete Vink is the BRC operating in Kaiapoi since January this year and has completed more than 100 formal interviews with businesses, making referrals to various organizations such as: Business Mentors NZ, the IRD, Business Rebuilders and Canterbury Business Recovery Trust Fund.

Pete is now working with businesses who would benefit from some training (one to one or group) and is able to issue Capability Vouchers to those businesses.

Pete has identified some 'Clusters' of businesses in Kaiapoi who are able to work together and collaboratively market their businesses. This aim is to increase the turnover of businesses and by doing so have some impact on the overall economy in Kaiapoi.

Pete is available in Kaiapoi to speak to businesses for the foreseeable future, so if you would like an appointment to discuss the progress of your business following the earthquake, please contact him;

**Pete Vink, Business Recovery Coordinator**

Email: [pete@enterprisenc.co.nz](mailto:pete@enterprisenc.co.nz) or call 03 375 5009 ext 2733

ENC now has two very separate ways that it can help businesses in North Canterbury, find out how we can assist your business to expand and grow:

**1 - Business Support : Cat Hannah** as **Business Support Manager** at ENC, I work with businesses from across North Canterbury on a daily basis, I work with clusters or individual business, to provide information and signposting on a variety of subjects.

## One to One assessments

It is my role to work with the senior management team of your business and offer FREE assessments so that you can see where your business are now and where you want to be, then help you decide how you are going to get there!

This is a very different way to how ENC has been able to work with businesses in the past and offers you far more proactive support.

### How it will work:

- \* Arrange an **appointment** with me
- \* Complete an **assessment** (allow approx 1 hour) separate assessments are required for all managerial staff
- \* We will agree on an **Action Plan** with follow up dates (3 months, 6 months or 12 months) to see how the action plan is going.
- \* If the need for coaching or training is identified - a **Capability Voucher** for 50% towards identified training or coaching may be provided.  
(NZTE eligibility criteria apply, maximum \$5000 per business per year)



### Please note:

NZTE are requesting that training providers around New Zealand register with them to become an **accredited Capability Training Provider**.

**ONLY** those providers registered on this list are able to accept the Capability Vouchers and ENC is **one of** the training providers.

If the Action Plan identifies the need for coaching or training, business owners or managers must select **their own** training/coaching from the NZTE list of training providers only.

ENC asks that any training providers who want to work with North Canterbury businesses, **contact Cat Hannah to find out how to register.**

Regional Business  
Partner  
Canterbury

New Zealand  
TRADE & ENTERPRISE

TechNZ  
Investing in Innovation  
for Business Growth

**Guidance and Signposting** although we do not offer advice, ENC is linked with many agencies locally, regionally and nationally and able to offer guidance and signposting for enquiries which you can not easily find answers to, contact me and I will try to help.

### Some things we can help with:

- \* Signposting for sourcing suppliers and distributors
- \* Providing templates for business plans, marketing plans and cash-flow forecasts
- \* Assistance with sourcing funding for projects
- \* Linking businesses together for support (sharing knowledge & best practice)
- \* Links to Business Mentors New Zealand.
- \* Regular Email Updates and Quarterly BusinessGems E-newsletter
- \* Information on [www.northcanterbury.co.nz](http://www.northcanterbury.co.nz)
- \* Business Economic and Employment Confidence Survey results twice a year

Contact Cat Hannah for business support:

Tel: 03 310 6860 or

Email: [catherine@enterprisenc.co.nz](mailto:catherine@enterprisenc.co.nz)

**2 - Business Training & Events : Robyn Eyles** as the **Business Training and Events Coordinator**, I am in the process of compiling a training calendar for the next few months which will be sent out via email and posted on our website.

**Business Training** ENC offers coaching, training and seminars for business owners and managers on a user pays basis and has contracted some familiar names to provide coaching and training to businesses in North Canterbury. [www.northcanterbury.co.nz/business/BusinessTraining](http://www.northcanterbury.co.nz/business/BusinessTraining)

ENC is a **registered training provider** with NZTE and will be **one of** the options available to businesses in North Canterbury who are issued with a **Capability Voucher**.

**Business Events** We will continue to offer the very popular **"Business Update Functions"** free of charge to businesses. These are held 3 times per year in conjunction with various sponsors and aim to provide businesses with relevant information. These events are hosted by businesses in our region who take the opportunity to invite businesses into their premises and find out more about their business. **Please speak to Robyn today if you would like to host a future event.**

**Hot Topic Seminars** From time to time when there is a "Hot Topic" such as changes to GST or legislation, ENC will organise a breakfast seminar to provide businesses with information. The costs of these seminars are kept to a minimum and a small charge is made to attend.

Contact Robyn for business training and events and to be included on our database of North Canterbury Businesses

Call: 03 3106860 Email: [office@enterprisenc.co.nz](mailto:office@enterprisenc.co.nz) Or see our Business Training Calendar on: [www.northcanterbury.co.nz](http://www.northcanterbury.co.nz)



## Your Questions Answered.....

### Q As a business owner, at what point am I obliged to get a structural assessment of my building following an earthquake?

The information available says something to the effect of: under the health and safety requirements, employers are required to “identify, isolate and minimise risk” and that “employers are to ensure that employees are returning to a safe workplace”.

**Andrew Lightburn, Labour Inspector from the Department of Labour had this response.....**

The Department of Education has set **their own policy** stating that in the event of a significant EQ (defined as M5+) All buildings should be evacuated and an assessment should be carried out before allowing students back into the building.

**There are no specific guidelines in place for employers** - this is because magnitude is only ONE measure of the strength of an EQ, ground acceleration is another measure and BOTH should be considered along with location and direction.

For example if we compare the September M7.1 and the February M6.3 EQ's - the magnitude was higher in September, the ground acceleration

was higher in February. The displacement pattern was also different; horizontal versus vertical. The epicentre was located in different areas.

### Advice for Employers

- \* **Set your own policy**— Dept of Ed. is a good rule of thumb to start with.
- \* **Create a check-list for your building (inside and outside)** - use maintenance staff to design as they have good knowledge of the building. Call on the services of a structural engineer to help design the checklists.
- \* **Assign responsibilities for checks** —maintenance staff (if available) are a good resource to carry out an initial check of the building because of their prior knowledge.
- \* **Consult with staff**—make staff aware of the policy and procedures, ensure that they are vigilant and able to report any damage noticed AFTER an event.
- \* **If a structural engineer is called upon**, allow the staff member assigned to check the building following an EQ to shadow the engineer to understand areas of weakness etc.
- \* **Ask the Engineer to speak to the staff following the inspection report** - it may help allay fears if the staff can ask questions of the expert directly.
- \* **Be Flexible**— If the EQ was particularly violent one initiate the check whether the building was evacuated or not.

***If in doubt.... Have it checked out.....***

### Q I have heard that there are training vouchers available to businesses affected by the earthquake, what are they and how do I get them?

You have heard correctly! There are vouchers available to businesses in Canterbury who have been **NEGATIVELY** affected by the recent earthquakes.

The vouchers offer eligible businesses 100% towards training or coaching required to get their business back on track following the earthquake.

#### **To qualify for the voucher your business must be;**

- \* **NEGATIVELY** affected by the EQ's
- \* Have fewer than 50 employees
- \* GST registered
- \* Operating from North Canterbury (i.e. can have moved here following EQ's)
- \* Operating in a commercial environment (i.e. not for profit or charities are not eligible)

**Pete Vink is the Business Recovery Coordinator dedicated to working with businesses in Kaiapoi.**

Contact Pete:  
[pete@enterprisenc.co.nz](mailto:pete@enterprisenc.co.nz) Ph 03 375 5009  
 Mob: 029 200 6243

#### **How do I get them?**

Contact **Pete Vink, the Business Recovery Coordinator.**

Pete will spend some time with you identifying what your areas of need are and he can write vouchers to cover 100% of the cost of **eligible training or coaching.**

#### **Eligible Training or coaching**

This is defined as any training required as a result of your business being negatively affected by the earthquake.

This could be learning how to;

- \* Change the structure of your business,
- \* Restructure your finance
- \* Move into a new product/service or market
- \* Gain tools to help you manage change effectively
- \* Gain tools to help you manage staff through change effectively
- \* Develop a disaster recovery plan so you are ready for any future events!

The 100% vouchers **CAN NOT** be used towards training for “business as usual” so general growth or product/service or process development which was NOT as a result of the effects of the EQ's is NOT eligible for 100%.

### Q I am not (or the training I need is not) eligible for the EQ Recovery Vouchers—what do I do?

Under the Regional Partner Scheme, ENC is able to offer businesses in North Canterbury 50% towards training to develop and grow their businesses.

#### **To qualify for the voucher your business must;**

- \* Be GST registered
- \* Have fewer than 50 employees
- \* Operating from North Canterbury (i.e. can have moved here following EQ's)
- \* Operating in a commercial environment (i.e. not for profit or charities are not eligible)

**Please note: if you have already discussed your business with Pete, he will pass your details directly to Cat.**

**Please contact Cat Hannah at ENC to arrange an appointment, [catherine@enterprisenc.co.nz](mailto:catherine@enterprisenc.co.nz) or call 03 310 6860**

Cat will undertake a needs analysis of you and your business and work with you to develop an action plan and source the training you require.

**Exporting:** NZTE's ground-breaking new website, [newzealand.com](http://newzealand.com) speaks directly to the international market. The site – shared with Tourism New Zealand - is tightly tailored to attract offshore investment and to generate international interest in buying goods and services from New Zealand.

**Put bluntly, it is a sales channel to inform, promote and woo international trade and investment.**

Seven global regions will interface with subsidiary websites targeted specifically at their interests, with some of the sites offering foreign language versions as well as English.

The regions are: Australia/Pacific, China (Chinese and English versions), South & South East Asia, Europe/Middle East/Africa, North America, South America (Portuguese, Spanish and English versions), and North Asia.

Further language versions can be added as our experience and knowledge of this promotional model grows.

[newzealand.com](http://newzealand.com) is a virtual investment and trade shop-window. The site directs potential investment and trade partners to sector-specific investment opportunities and trade connections. Case studies are presented regionally and from an off-shore perspective.

New Zealand business leaders tell their stories of remarkable ingenuity as a critical ingredient of their successful internationalisation strategies.

The site has also been through a search engine optimisation process that will make finding us on Google and other search engines much easier. And for the technically minded, this site is hosted on the Amazon Cloud.

## Technology:

The Ministry of Science and Innovation (MSI), established on 1 February 2011, is part of a broader Government focus to boost the science and innovation sector's contribution to economic growth.

MSI was created from merging two other agencies - the Foundation for Research, Science and Technology and the Ministry of Research, Science and Technology. It is responsible for the policy and investment functions of both those agencies.

MSI has some key roles and functions such as advising the Government on New Zealand's science and innovation system, overseeing science and innovation investment and supporting infrastructure and fostering commercialisation, enhancing productivity and achieving wider benefits for New Zealand through the application of research results.

### Technology Transfer Voucher

The Technology Transfer Voucher is only one of our solutions to help businesses grow. Whether you are a small start-up or a large established exporter, we can tailor a package to help you develop your business and get your products to market faster.

### The Technology Transfer Voucher in a nutshell:

- The Voucher programme is targeted at businesses with limited R&D capability that lack the specific in-house capability to carry out a piece of research, and have well-defined problems or ideas that will benefit from the R&D expertise and services in a research organisation
- For 2011/2012, \$5 million of funding is available for Vouchers. Vouchers can range from \$30,000 to \$1 million (GST exclusive).
- From 1 July 2011, the Voucher will also be awarded to businesses to access R&D services in the **agri-technology area**, alongside other areas with the **High Value Manufacturing and Services** sector.

### How does [newzealand.com](http://newzealand.com) differ from [nzte.govt.nz](http://nzte.govt.nz)?

Fundamentally, our current site has a distinct domestic orientation. [nzte.govt.nz](http://nzte.govt.nz) is there to build capability and to provide market insights – it is a contemporary library to inform the internationalisation journey. [newzealand.com](http://newzealand.com) positions and offers opportunities in New Zealand from an international perspective – it is a sales channel.

The [newzealand.com](http://newzealand.com) implementation project has been a considerable undertaking for NZTE. Its success has depended on wide collaboration and a commitment to unleashing the potential of New Zealand businesses to build the nation's lasting prosperity.

Please follow this link to the taste test: [www.newzealand.com/business](http://www.newzealand.com/business) [newzealand.com](http://newzealand.com) will be an important platform to promote New Zealand as:

- A creative and innovative nation
- An attractive investment destination
- A great place to do business.

Let's lift the veil on New Zealand's cool, quirky and clever products.

### HINT:

**If you are thinking about developing new technologies, processes or exporting - contact ENC first to see if you are eligible for any support as funding can not be applied for retrospectively.**

From 1 July, 14 accredited R&D partners are available to businesses to redeem their voucher with any of the fourteen publicly funded research organisations which have been accredited to provide R&D services and expertise to businesses awarded a voucher. (see [www.msi.govt.nz](http://www.msi.govt.nz) for details)

### MSI Global Expert search service

MSI's Global Expert service connects New Zealand businesses with experts who can help progress smart business ideas and solve technical or market related challenges.

MSI are connected to some of the world's brightest minds, through international business and corporate networks, globally recognised universities, government and scientific institutes. If there's an expert out there that can help, Global Expert will find them.

They match your business need with the best experts to:

- evaluate new ideas, technologies and market opportunities
- guide and accelerate product / process development
- solve technical challenges.
- find new suppliers – in New Zealand and internationally

### How Global Expert connects you to the experts

Their specialists work with you, in confidence, to identify solutions that match your business needs. They will carry out a search and deliver a report with a screened list of suitable experts **within 15 working days**.

There are no application forms to complete. Your business may also be eligible to apply for funding towards the cost of engaging the expert/s.

**Fast, Confidential, Guaranteed, Connected.**

**Contact Cat now to find out if your business could benefit from support from MSI.**

**Email: [catherine@enterprisenc.co.nz](mailto:catherine@enterprisenc.co.nz) or call 03 310 6860**



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**Your employees are your most valuable asset and also your most expensive asset. A great employee will make your business and add value to it. An employee who does not perform can cost your business both financially and emotionally.**

The best way to recruit successfully is to follow a set outline. Each new employee will bring something different to your business. Make sure it is something positive. The following tips are just a small selection of factors you should consider.

Before you begin looking for that new employee ensure that you **know what you want**. Consider your business needs. Think of the big picture and ask yourself a few questions.

- \* What specific skills are needed to fulfill the position?, What skills can be taught/learned?, What type of personality will complement the existing staff? Look at your existing staff and decide what will keep the productive balance you have.

After you have decided upon the skills and attributes that will best fit your business and existing team you will be able to create a **job description** and **person specification** and a draft an **employment contract**. Refer to [www.dol.govt.nz](http://www.dol.govt.nz) for requirements or seek legal advice.

There are numerous outlets to **advertise your vacancy** today, decide which method will attract the best person for the role. Ensure your advert is **accurate and interesting**.

Decide whether you request that applicants complete an **application form**, submit their **Curriculum Vitae** or contact you by **telephone** initially. Each method has its own advantages. **It is important to be consistent**.

Decide who you want to **interview** by **screening choices** - *Sort using three piles; Yes, maybe, no*. An interview is a two way process, **face to face** or on the **telephone**. Try to make the applicant feel relaxed and at ease. Ask specific questions that will help you make an informed decision and decide if this person would be a good fit for your team. **Remember that there are discriminatory questions which you can not ask**.

**Reference checking** can be used to verify information provided and also other information that will help you make a good decision. As well as asking skill based questions remember to ask about how the applicant interacted with other staff members, their work ethics and their strengths and weaknesses. Police checks, credit checks and medical testing may be relevant depending on the role.

**Profiling and psychometric testing** gives you an insight into an employee's personality or the type of position for which they are most suited. Although some applicants may be apprehensive taking these tests they are not threatening or complicated.

When making an **offer of employment**, allow the applicant time to consider the position but give the applicant a timeframe. Ensure that they have been provided with all the information regarding the position and the business to make an informed decision including details of any trial period.

.....a great employee is an asset for your business.

**Become a website business partner today.... and see your business featured in this section.**

If you would like to find out more about becoming one of our business partners please contact Cat Hannah or visit the website for more information.

Telephone 03 310 6860 email [Catherine@enterprisenc.co.nz](mailto:Catherine@enterprisenc.co.nz)  
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WILLIAMSMCKENZIE  
Lawyers

**"The Department of Labour is reminding all employers that from 1 July 2011, employers must keep copies of employment agreements or terms and conditions of employment for all employees signed by both parties."**

Employment agreements set out the terms for the employer / employee relationship. **Section 65 of The Employment Relations Act 2000 requires that agreements must be in writing for all employees hired since October 2000**. Employment agreements must be comprehensive documents setting out the terms and conditions of employment and contain information required by legislation and be entirely consistent with the law. **Employers without employment agreements for their employees may face prosecution by the Department of Labour**.

**As of 1 July 2011, the rules are extended to require employers to keep an up to date file for each employee containing:**

- \* A copy of the signed agreement (or intended unsigned agreement, if there is no signed agreement).
- \* Copies of any terms and conditions and any policies which govern the employment relationship.

The employer must promptly provide the employee with a copy of any documents held in the employee's file, if requested by the employee.

Enforcement of the new regulations will be policed by Labour Inspectors and there are penalties imposed by the Employment Relations Authority for breaching these requirements including a fine of up to \$20,000 per employee.

Penalties for non compliance with the legislation have been doubled from \$5,000 to \$10,000 for individuals and \$10,000 to \$20,000 for companies.

Prime Minister John Key has indicated that National may make further changes to employment law if elected for a further term in November. He has said any proposed changes will not be welcome news for unions but will aim to make the road easier for employers looking to employ staff.

In summary, **employment agreements are a must**. They must be comprehensive and include certain clauses which are mandatory. **Sound legal advice** is the best safeguard against a future personal grievance claim or a penalty therefore we recommend employers speak with a lawyer to ensure their employment agreements meet all legal requirements at the outset of an employment relationship.

[www.NorthCanterbury.co.nz](http://www.NorthCanterbury.co.nz)

For information on all things North Canterbury:

Business Work Live Visit



# And finally.....

## How to be sure you're making money and keep some for yourself.

A simple way to ensure business profitability and healthy cash flow is to focus on what drives both.

- What drives revenue needs to be understood.
- How saleable is the product or service and what's the market?
- What marketing is working and how much is it costing to acquire a customer?
- Is it profitable revenue?
- How does the true cost of delivering the product or service compare with the price?
- Are customers returning and if not why not?

One of the biggest missed opportunities we see is lumping all revenue into one account. Breaking down, not only the revenue, but the costs associated with each revenue source, enables you to see clearly where you're making and losing money.

**Pricing of products and services is vital to profit** it's vital to know the true cost of the product or service and keep an eye on it, to avoid 'margin squeeze' i.e. allowing costs to rise without increasing prices and absorbing extra cost. Market forces have an impact on pricing but it's not viable to continually absorb cost increases without price increases. It's not always necessary to increase everything.

**Costing of products and services** is vital knowledge to work out gross profit. Gross profit is the difference between revenue and costs and is an important benchmark. Cost of products may include: the product, importing, freight, packaging, labour, warehouse, raw materials etc. Cost of jobs may include: labour, materials, out of pocket expenses etc. If gross profit is below expectations it may be necessary to assess how products and services are costed and acquired.

**Labour** is another example of cost management on jobs. It's often the case where chargeable labour spends time doing non chargeable work such as admin. If you take the number of people, and calculate the total hours spent on admin multiplied by their hourly charge out rate, it's often the case that the cost of employing someone else to do it, is less than the missed income.

Contact Cat to find out how revising the pricing and costing structure in your business can improve your competitive advantage and your bottom line.

[Catherine@enterprisenc.co.nz](mailto:Catherine@enterprisenc.co.nz) or call 03 310 6860

## Shop Local Support Kaiapoi

This fantastic booklet has **99 value coupons** from **65 Kaiapoi Businesses** and coupons are **valid for 12mths**

Get your Shop Kaiapoi Coupon Book today!

Copies available at Amberley & Rangiora Libraries & Kaiapoi iSite



*Business Gems* is a quarterly publication produced by Enterprise North Canterbury. For more information, contact the Business Services Team 83 Ivory Street, PO Box 436 Rangiora 7400.

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## Dates for the diary:

21st July - Local Economic Forum -

*North Canterbury Economy -Where to Now?*

9th August - ENC Business Update Function

16th August - Email Marketing Workshop

17th August - Visit Waimakariri Business Partner Networking Function

6th September - Audacious Advertising on and off -line

9th October - Pegasus Fun Run/Walk -

enter your corporate team (more info below)

### Watch out for....

IRD Team visiting Rangiora and Kaiapoi businesses offering information and advice during August and September

## ACC Earner Levies open for consultation now!

For the second year running ACC is expected to show a surplus of around \$2.5 billion. This is driven by improved rehabilitation of injured people, lower claim rates and better investment returns. However, levies aren't set on the basis of a single year's results, and ACC still has some way to go to become financially sustainable.

This is your opportunity to find out more and have your say on the proposals. You are encouraged to take a look at the consultation documents and provide your feedback.

Proposals open for consultation now are:

- \* **Work Levy Consultation**
- \* **Earners' Levy Consultation**
- \* **Motor Vehicle Levy Consultation**

More information is available at: [www.acc.co.nz/levyconsultation](http://www.acc.co.nz/levyconsultation)

All submissions must be received by 5pm on 16 August 2011

## Discover and experience the Waimakariri District:

[www.visitwaimakariri.co.nz](http://www.visitwaimakariri.co.nz)

What to do, where to stay, where to dine, shopping, events, gardens, walking and cycling. Great hosts and great things to do in Waimakariri.



Sign-up to receive this monthly event guide.

**what's on** Waimakariri

Go online to: [www.visitwaimakariri.co.nz](http://www.visitwaimakariri.co.nz) and sign-up on either the Home page or Events page.



## Are you looking for a venue for your next business meeting, function or conference?

The Waimakariri District has a wide range of venues available. A full list of venues and contact information can be downloaded from the Visit Waimakariri website; [www.visitwaimakariri.co.nz](http://www.visitwaimakariri.co.nz)

## Pegasus Fun Run / Walk - Sunday 9 October

Enter your workplace, challenge your business associates and competitors to a 2.5km, 5km and 10km course that will include the environs of Pegasus Lake, the beach road to Pegasus Bay, the beach and Tuhaitara Coastal Track.

Further details on the website [www.visitwaimakariri.co.nz](http://www.visitwaimakariri.co.nz) and [www.pegasusfunrun.co.nz](http://www.pegasusfunrun.co.nz) will be LIVE from 1 August

Corporate sites are available next to Pegasus Lake, for your site contact; **Jenny Lake, phone 03 920 3305 or email [jlake@pegasustown.com](mailto:jlake@pegasustown.com)**