

## In this edition of YOUR news

- [Uncertainty Reigns](#)
- [Upcoming Workshops & Events](#)
- [Past Event](#)
- [Applications Invited For The BNH Leadership And Business Mentoring Programme](#)
- [The Icehouse Business Owner Programme Exclusive Offer To BNH Members](#)
- [Latest Information From Business.Govt.NZ](#)
- [Read The Digital Edition of FYI](#)
- [Expansion Of ChargeNet Network With 12 New EV Charging Stations In Auckland](#)
- [BNH Member Offers](#)
- [Help To Protect Our Natural Environment - Join The Industrial Pollution Prevention Programme](#)
- [Rosedale Park Regeneration Project - SBN Case Study](#)

## Uncertainty Reigns

Kia ora tatou,

The increase in business optimism that I noted in our previous newsletter may be short-lived as there now appears to be increased uncertainty as to whether or not the Reserve Bank of New Zealand (RBNZ) will decide to increase the Official Cash Rate (OCR) in February and/or April. This news comes on the back of the latest unemployment figures, which stand at 4.0 per cent, which is lower than the 4.3 per cent that had been predicted.

The RBNZ could view this as a sign that the economy is doing better than expected, thus increasing pressure to hold interest rates at their current levels for longer, dispelling the hope that we may have seen a reduction in these rates at some time later this year. Additionally, should the RBNZ decide to increase the OCR, which is something that economists' opinions are divided on, to continue to drive inflation down towards its 1 – 3 per cent target, it could push interest rates even higher. Either way it's not good news for those members whose cashflow is already diminished as the high cost of business loans and mortgages, which may increase even further, look set to remain in place until early next year before any respite can be expected.

I sincerely hope the resilience that many businesses have had to develop in recent years stands them in good stead to overcome these ongoing economic challenges and any others that may lie ahead.

Ngā mihi mahana,

**Kevin O'Leary**

General Manager, Business North Harbour

## Upcoming Workshops & Events

Business North Harbour logo, NZ logo, Bolster Risk Management logo.

**BUSINESS CAPABILITY WORKSHOP**  
**MARKETS & KIWISAVER**  
**ARE YOU PREPARED?**

With Dominic Bish of Bolster Risk Management  
& Sid Singh of NZ Funds

THURSDAY 15 FEBRUARY | 5.30–7.30pm | NORTH SHORE GOLF CLUB

**Postponed**

Business North Harbour logo, Bolster Risk Management logo.

**BUSINESS CAPABILITY WORKSHOP**  
**THE ART OF SELLING**

Improve your sales confidence and skills  
with one of NZ's top sales and mindset coaches

THURSDAY 7 MARCH | 12.00–2.00pm  
National Hockey Centre

*Natalie Tolhopf*

Business Capability Workshop

The Art Of Selling

Thursday 7th March 2024, 12.00-2.00pm

National Hockey Centre

Business North Harbour is proud to announce that Natalie Tolhopf is back!

Join us for a Business Capability Workshop: The Art of Selling - Learn how to improve your sales confidence and skills with one of NZ's top sales and mindset coaches.

During the 2-hour workshop, build on your current sales skills by learning the mechanics of selling, how sales is JUST a conversation, and that sales can be done every day. YES, daily in a non-pushy way. The sales foundations being taught at the workshop will generate an ROI and build wonderful confidence. This workshop is suitable for all, no matter what stage you are in your sales career or business journey.

[Register Here](#)

Business North Harbour logo, ASB logo.

**BUSINESS LUNCH**  
**LEADERSHIP IN BUSINESS**  
**WITH LAURIE SHARP**

THURSDAY 14 MARCH | 12.00–2.30pm  
NATIONAL HOCKEY CENTRE

Business Lunch

Leadership In Business With Laurie Sharp

Thursday 14th March 2024, 12.00-2.30pm

National Hockey Centre

What is the difference between an effective leader and a manager?

In this session we look at research that explores what leaders of winning companies are doing to close the gap between their top and bottom performers. We share 2 or 3 actions that may be implemented tomorrow to enrich development conversations with your team. We also look at what people want from leaders and how to get people to 'take action' without being constantly told what to do!

- Management vs. Leadership – The difference
- Getting people to take action
- What people want from leaders
- A model for rich and insightful conversations
- Intent vs. Commit

To book a table of 8 - 12 guests - please email [admin@businessnh.org.nz](mailto:admin@businessnh.org.nz)

Lunch will be served, if you have any specific dietary requirements, please email at least 4 working days prior with your request: [comms@businessnh.org.nz](mailto:comms@businessnh.org.nz)

[Register Here](#)



Business North Harbour

# BUSINESS AFTER 5

## NETWORKING & BUSINESS SHOWCASE

WEDNESDAY 20 MARCH 2024 | 5.30PM-8.00PM  
NORTH SHORE GOLF CLUB

REGISTER NOW | ONLY \$79+GST PER BUSINESS

Business After 5  
Networking & Business Showcase  
Wednesday 20th March 2024, 5.30-8.00pm  
North Shore Golf Club

Showcase your products, services, or expertise!  
We invite you to join our 2nd Business After 5: Networking & Business Showcase! This is a great opportunity to connect with other businesses in the BID. While primarily a B2B event, all members are welcome to attend.  
Each business will have a designated tabletop to display and interact with others. Exchange business cards, discuss collaborations, and build relationships. The \$79.00 + GST registration fee includes a bar leaner tabletop, 2 event tickets, refreshments, cash bar, and complimentary parking. Feel free to bring marketing materials but avoid bulky items or large banners. Pull-up banners are acceptable, but spots are limited.

Register Here

21ST & 22ND MARCH 2024  
INORGANIC COLLECTION  
REUSABLES // E-WASTE // GENERAL INORGANIC

Help reduce landfill,  
protect the environment  
and save money!

Only  
\$49<sup>plus GST</sup>  
per m<sup>3</sup>  
collected  
\* Minimum charge of  
\$49 plus GST applies

Abilities Group

Business North Harbour

BUSINESSNH.ORG.NZ/INORGANICCOLLECTION

### Inorganic Collection

21st -22nd March 2024 Business inorganic collections for unwanted office furniture, equipment and e-waste. Pick ups are made from your business (not the roadside) and will be organised with you directly once you have registered for a collection.  
Please [click here](#) to register or contact [david@businessnh.org.nz](mailto:david@businessnh.org.nz).

## INCLUSIVE LEADERSHIP WORKSHOP

### Training for your current and upcoming leaders

To be sustainable, workplaces need inclusive leaders with the skills to manage diverse perspectives, support and empower their teams and turn differences into opportunities for growth and innovation within their organisation.  
North Harbour Hockey is partnering with Diversity Works New Zealand to deliver an Inclusive Leadership workshop at its Albany centre in March and Business North Harbour members are invited to book places for their team members at a discounted rate.

[Find out more about this training](#) on the Diversity Works New Zealand website and email [events@diversityworks.nz](mailto:events@diversityworks.nz) to access the discounted rates.

## Past Event



Thank you to everyone who joined us at **BNH Business After 5 at North Harbour Hyundai**! It was an evening filled with networking, fun, and invaluable connections. Special appreciation goes out to Nic, Tony, and the entire North Harbour Hyundai team for their outstanding hospitality. We're thrilled to have kicked off the year with such a fantastic event. Stay tuned for more exciting networking opportunities to connect and grow together as a community! [Click here](#) to learn more.

## Applications Invited For The BNH Leadership And Business Mentoring Programme

Following the success of the Business North Harbour (BNH) Leadership and Business Mentoring Programmes in 2023, applications are invited from potential mentors and mentees for two new Leadership and Business Mentoring Programmes which will run concurrently in 2024. Developed in conjunction with Dr. Patricia Bossons, Honorary Teaching Fellow, Massey University Business School, one programme will accommodate female mentees who prefer a female mentor, while the other will be a mixture of male and female mentors and mentees. Applications for the programmes should be made by no later than Wednesday 28<sup>th</sup> February, to [kevin@businessnh.org.nz](mailto:kevin@businessnh.org.nz) click [here](#) for more details.

## The Icehouse Business Owner Programme Exclusive Offer To BNH Members

Business North Harbour

### Business Owner Programme

This is a practical three-month programme for business owners, where you'll have the opportunity to learn new business skills, network and redesign your business for the future.

Designed for business owners with turnover

**\$1M-\$3M**

The Icehouse offers a unique learning experience designed for business owners, spanning three full days over three months. Tailored to owners of businesses with revenues between \$1M and \$3M and



a staff of three or more, this practical programme equips participants with essential tools, support, and connections for driving progress and enhancing their businesses.

The programme commences with the use of our Centrigrade™ online tool, guiding participants to identify strengths and growth opportunities in their businesses. Over the following three months, attendees engage in three interactive full-day workshops, where they apply their newfound knowledge to their businesses and exchange experiences and ideas with fellow owners. Beyond the monthly workshops, participants can opt for focused one-on-one sessions with an Icehouse business coach for an additional fee, aimed at accelerating progress in their Business Growth Plan.

The programme addresses crucial aspects, such as deciding the future of business operations and strategies for success, instilling leadership, mindset, and resilience for top-tier growth, building high-performing teams and cultivating a positive business culture, transforming sales approaches to become customer-centric, and harnessing digital and social media channels for growth.

Under the guidance of Programme Facilitator Jamie Brock, a seasoned Business Coach and Programme Director for various Icehouse programmes, participants will benefit from his expertise in enhancing business performance. Jamie has a wealth of experience as a senior executive, leading sizeable sales and marketing teams in New Zealand. His ownership of small businesses and involvement in successful start-ups locally and internationally adds valuable insights to the programme.

The Auckland-based programme spans three workshops on August 15th, September 12th, and October 24th, providing a comprehensive and dynamic learning experience for business owners seeking to elevate their ventures.

**50% funding is available from Regional Business Partners Funding.** For more information and to register your interest please download the [full brochure here](#) or email Bernadette Roberts @ [Comms@businessnh.org.nz](mailto:Comms@businessnh.org.nz)

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## Latest Information From Business.govt.nz



The [business.govt.nz](https://business.govt.nz) and other Government sources provide the latest information for businesses. If you have any questions or need support please contact the Ministry of Business, Innovation and Employment (MBIE)'s phone line for small businesses: Freephone **0800 424 946**

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## Read The Digital Edition of FYI Magazine



Our popular FYI magazine is published four times per year and is read by an estimated 75,000 business decision-makers, local property owners and employees in the area. You can read the FYI magazines online in the browser or download them for off-line reading.

An overview of what's in the current issue: The power of data-driven decisions in recruitment; Purple Ink BNH Business Excellence Awards 2023; The 'e-bike library' that lets you try before you buy.

[Read The Digital Edition](#)

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## Expansion Of ChargeNet Network With 12 New EV Charging Stations In Auckland



On February 12th, 2024, ChargeNet announces the addition of 12 EV-charging stations in Auckland, acquired from Vector. The expansion aims to enhance accessibility and reliability of fast charging for electric vehicle (EV) owners. Effective from February 19th, the new stations offer both fast and AC chargers, accessible through a ChargeNet account. These stations operate under a paid usage model, ensuring ongoing maintenance and support for Auckland's growing EV community. While only specific chargers named in the announcement transfer to ChargeNet, clear signage distinguishes ownership. Vector's trial period for free public EV charging concludes, signalling a shift in long-term service provision.

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## BNH Member Offers

# MEMBER OFFERS

# Save

[www.businessnh.org.nz/membership/member-offers](https://www.businessnh.org.nz/membership/member-offers)

Being a member of Business North Harbour unlocks many benefits and discounts with our beloved members. Find out what you can enjoy today! [Member Offers](#)

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## Help To Protect Our Natural Environment - Join The Industrial Pollution Prevention Programme



# Industrial Pollution Prevention Programme



An Upper Harbour Local Board funded pollution prevention programme has started in Rosedale. The programme, run by Wilkinson Environmental Ltd, delivers free advice to businesses in the area on how to prevent accidental stormwater pollution on their sites. Businesses that handle oils, chemicals, or any material that can spill, are faced with the risk that these substances could accidentally enter their local stream. Rosedale has a number of businesses who face such a risk. Find out more [here](#).

## Rosedale Park Regeneration Project - SBN Case Study

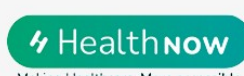


The Sustainable Business Network (SBN) have produced a case study on North Harbour Hockey Association's sustainability programme which some members and Business North Harbour have supported since its inception. Learn more about the project [here](#).

Thank you to our 2023-2024 PLATINUM PARTNERS



Thank you to our 2023-2024 GOLD PARTNERS



Thank you to our 2023-2024 SILVER PARTNERS



Thank you to our Event PARTNERS



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