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## Have Your Say

Kia ora tatou,

I'm pretty sure that most members will be aware of the well-publicised financial problems that Auckland Council are facing as the mayor and elected members try to balance the books as part of their budgeting process. Every third year their proposed budget, known as the Long Term Plan (LTP) budget, covers a ten-year period, in this case 2024 – 2034 and it's on this LTP budget that Council wants to hear your feedback.

The recent government announcement scrapping the Regional Fuel Tax on 30<sup>th</sup> June 2024, which sees Aucklanders paying an additional 11.5 cents per litre of fuel, has left an even bigger financial hole in Council's LTP budget which has also been adversely affected by the cost of reparation following the 2023 floods, not to mention the operational cost of the City Rail Link when it eventually opens.

Council wants to hear what you think of their proposals. Business North Harbour will be making a written submission on behalf of our members, for which we need your feedback to inform our submission, so please take the time to complete our member survey by Wednesday 20<sup>th</sup> March, [here](#)

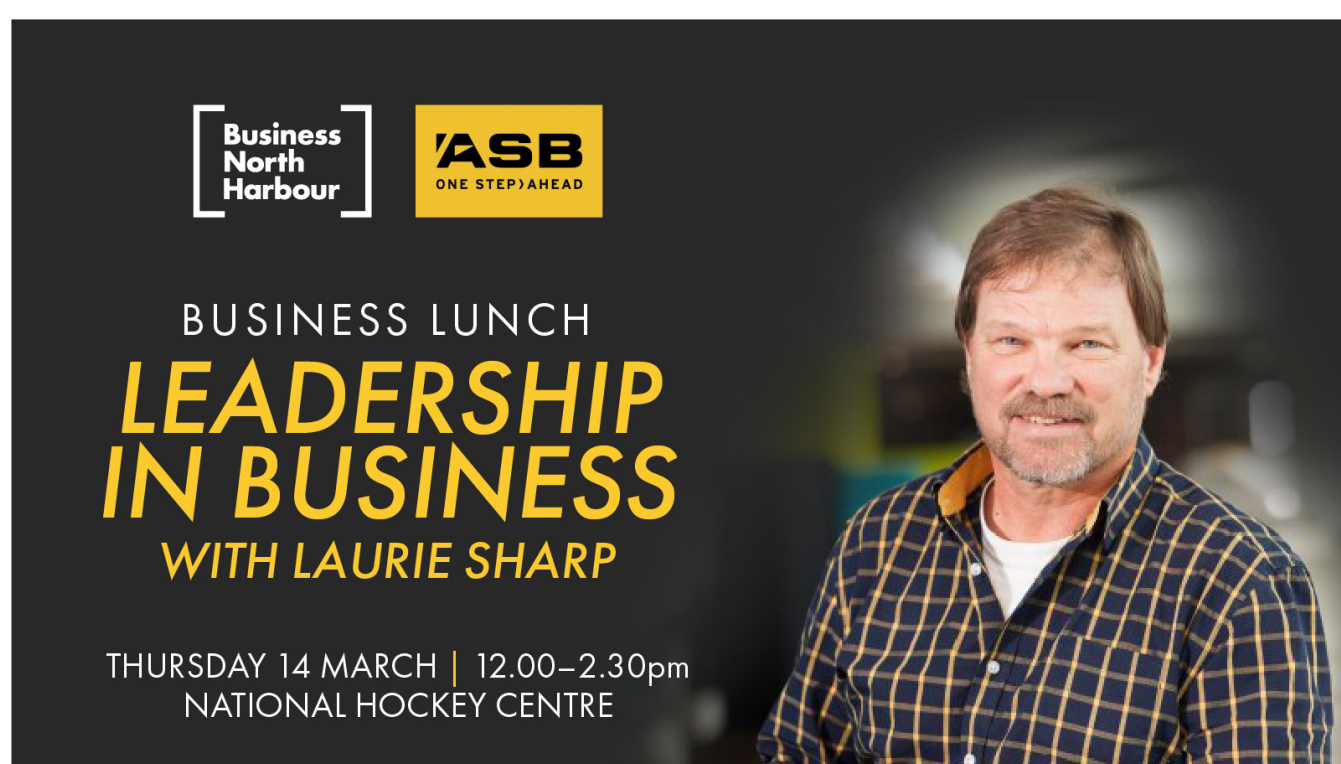
I would also encourage as many members as possible to make your own individual submissions to the LTP 10-year budget which you need to complete by no later than Thursday 28<sup>th</sup> March, using the following link: [akhaveyoursay.aucklandcouncil.long-term-plan-2024-2034](https://akhaveyoursay.aucklandcouncil.long-term-plan-2024-2034)  
Please don't miss this opportunity to have your say on the future of our city.

Ngā mihi mahana,

**Kevin O'Leary**

General Manager, Business North Harbour

## Upcoming Workshops & Events



Business North Harbour ASB ONE STEP AHEAD

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](#)



Business North Harbour Kaipātiki Local Board Auckland Council

**Wairau Park Business Support Opportunity:  
Information Evening**

20th Mar, 2024 | 5.30 to 7pm  
Aristotles Motel and Conference Centre



Wairau Park - Business Support Opportunity  
Information Evening  
20th Mar 2024, 5.30 to 7.00pm  
Aristotles Motel and Conference Centre, 20C Link Drive, Wairau Park

Come and join us to find out more about this exciting opportunity and how you and your business can benefit from engaging with Kaipātiki Local Board and Business North Harbour and establishing a local business support framework.

[Register Here](#)

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

Help reduce landfill,  
protect the environment  
and save money!

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

Abilities  
Group



Business  
North  
Harbour

BUSINESSNH.ORG.NZ/INORGANICCOLLECTION

**This is your final week to register for Inorganic Collection! Register Now!**

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).



EXCLUSIVE MINI SKIN HEALTH SESSION BY CAROLINE,  
HEAD OF TRAINING FOR DERMALOGICA NEW ZEALAND  
**dermalogica**

# Business & Beauty

with Natasha Bourke

WEDNESDAY 10 APRIL 2024

Business  
North  
Harbour

WOMEN IN BUSINESS  
EVENT PARTNER

PHONE *plus*  
BUSINESS SERVICES



NORTH SHORE GOLF CLUB | 10AM – 12PM

WOMEN IN BUSINESS

Women In Business

Business & Beauty with Natasha Bourke

Wednesday, 10th April 2024, 10-12pm

North Shore Golf Club

Join us for an extraordinary Women in Business event this April, where we blend empowerment with elegance, featuring Natasha Bourke, CEO of 200 Doors (Dermalogica & Skintopia New Zealand). Natasha, a dynamic business leader, will share her remarkable journey and insights into success, succession planning, and rethinking business strategy. Prepare for an enriching experience as we introduce a unique twist to our event – 'Business and Beauty.' Delve into Natasha's captivating talk, followed by an exclusive mini skin health session led by Caroline, Head of Training for Dermalogica New Zealand. Gain valuable insights into achieving skin confidence, understanding the impact of hormones on our skin, and gracefully navigating perimenopause and menopause. Plus, each attendee will receive a delightful goodie bag courtesy of Dermalogica.

[Register Here](#)

Business  
North  
Harbour

# BUSINESS AFTER 5

## UNLOCK GLOBAL OPPORTUNITIES

### IMPORTERS AND EXPORTERS EVENING

THURSDAY 11 APRIL 2024 | 5.30PM – 7.30PM  
BUSINESS NORTH HARBOUR

Business After Five

Global Opportunities: Current and Potential Importers and Exporters Information Evening

Thursday 11th April 2024, 5.30-7.30pm

Business North Harbour

Join us for an exclusive evening hosted by Business North Harbour, dedicated to unlocking the vast potential in importing and exporting goods. Whether you're new to global trade or a seasoned navigator, our event offers invaluable advice and support tailored to your specific needs. Our team of experts is committed to guiding you through the complexities of international trade, ensuring our BID Members succeed. Explore potential collaborations, stay updated on regulatory changes, and grasp market trends crucial for your business' international success. Don't miss this opportunity to connect with like-minded professionals and gain the knowledge needed to thrive in the global arena.

Our Team of Experts Includes Representatives from:

MFAT (Confirmed)

MPI (Confirmed)

British Chamber of Commerce (TBC)

New Zealand China Trade Association (TBC)

[Register now to secure your spot!](#)



# AIMES AWARDS

Gala Dinner

FRIDAY 7 JUNE 2024, 6PM-MIDNIGHT | BRUCE MASON CENTRE, TAKAPUNA

Book online at [northharbourclub.co.nz](http://northharbourclub.co.nz) or email [info@northharbourclub.co.nz](mailto:info@northharbourclub.co.nz) | Tickets \$299+GST pp

PLATINUM SPONSORS



GOLD SPONSORS



SILVER SPONSOR



Date: 7th June 2024

Time: 6:00 PM - Midnight

Venue: Bruce Mason Centre, Takapuna

We are thrilled to extend to you an invitation to the highly anticipated AIMES Awards Gala Dinner - A Night in Paris! This enchanting evening promises to be an Olympic-sized celebration, recognising the outstanding achievements of our talented young individuals in the North Harbour Region.

[Book your tickets today](#)



# PINEHILL & PONDEROSA

## LET'S GET CLOSER!

**FREE Event • Food and Ice Cream**  
**Bubbles • Play Equipment**  
**Face Painting • Lawn Games**

**SUNDAY 17TH MARCH 10am - 1pm**

**Glen Bay Close Reserve (off Hugh Green Drive)**

### Pinehill and Ponderosa - Let's Get Closer!

Date: Sunday 17th March  
 Time: 10:00am - 1:00pm  
 Venue: Glen Bay Close Reserve (114 Hugh Green Drive, Pinehill)

Harbour Sport is excited to bring you this FREE family-friendly event to bring our Upper Harbour community together to connect, play and enjoy what our neighbourhood has to offer. The event is supported by Upper Harbour Local Board and Out and About Auckland, plus many more partners who help make this event possible!

Check out Harbour Sport [Facebook event](#) and please invite your network to click 'going' on our event page. Any queries about the event and/or collaboration opportunities, please email Alvin Cheung at [alvinc@harboursport.co.nz](mailto:alvinc@harboursport.co.nz)

## It's Back!

# TORO CUP

### 2024

**Friday 5<sup>th</sup> of April 2024**

#### Event Details:

When: Friday 5th of April 2024  
 Where: North Shore Golf Club – 51 Appleby Road, Albany, Auckland 0632  
 Entry: \$40pp. including participation, food, refreshments and prizes

#### Schedule:

11:00am – Registration and BBQ  
 12:10pm – Golf briefing  
 12:30pm – Shotgun Start  
 5:00 pm – Prizegiving (with nibbles and refreshments)

#### Tournament:

1st Place: Gross individual score (The Toro Cup)  
 2nd Place: Nett individual score  
 3rd Place: Best team stableford score  
 Spot Prize: Longest drive  
 2x Spot Prizes: Nearest to the pin (Par 3's)

If you would like to register, click the link: <https://www.speedgolf.nz/2024-toro-cup/>

## IS YOUR ORGANISATION PREPARED FOR THE NEW INCORPORATED SOCIETIES ACT?

### ARE YOU AN ORGANISATION BASED IN OR WORKING WITH COMMUNITIES IN UPPER HARBOUR LOCAL BOARD AREA?

**The new Incorporated Societies Act came into force in July 2023.**  
**Membership societies and associations will need to re-register as an incorporated society under the new act.**  
**Join us at this FREE workshop to find out what you need to know to help your organisation manage this transition.**  
**Limited places - booking essential.**  
**To book your place visit:**  
**<http://tinyurl.com/Incorporated-Societies-Act>**

**WHERE:**  
ALBANY COMMUNITY HUB,  
575 Albany Highway, Albany

**WHEN:**  
Thursday 21st March  
10am-12pm  
followed by a networking lunch

When: Thursday 21st March, 10am-12pm - followed by a networking lunch  
 Where: Albany Community Hub, 575 Albany Highway, Albany  
 Limited places - booking essential.

Is your organisation prepared for the new Incorporated Societies Act?  
 Are you an organisation based in or working with communities in Upper Harbour Local Board area?

The new Incorporated Societies Act came into force in July 2023. Membership societies and associations will need to re-register as an incorporated society under the new act. For many organisations, this is a good time to consider whether you want to continue as a society, change some of your rules or convert to a charitable trust.

Join us at this FREE workshop to find out what you need to know to help your organisation manage this transition.

To book your place or visit: <http://tinyurl.com/Incorporated-Societies-Act>

## Past Event

### Simple Funnels

#### SALES FUNNEL

- Drive traffic & Attract
- Engage with the audience & Interact
- Generate inquiries
- Talk and make an offer to customer to purchase

#### BUYERS PYRAMID

- READY NOW
- OPEN TO BUY
- NOT THINKING/NOT INTERESTED
- NEVER BUY

natalietolhopf.com

#### Natalie Tolhopf: The Art of Selling



One of Natalie's great strengths is her candour. Drawing on her own experiences, she shares the highs, the lows, and the lessons. This refreshing honesty makes her presentations relevant and relatable. She covered three key areas:


1. Sales foundations and mechanics, including the difference between marketing and sales
2. Identifying sales bottlenecks
3. How to build the habit of selling every day

To learn more and view event photos, [click here](#)

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





## 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)

## 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**

## Read The Latest Digital Edition of FYI



An overview of what's in the current issue:  
Neurodiversity at work; How to ensure you're insured for financial resilience; Upcoming events and more...

[Read](#)

## Help To Protect Our Natural Environment - Join The 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](#).

## Share Your Diversity Views And Win




We are helping Diversity Works New Zealand gain a deeper understanding of the diversity and inclusion issues that really matter to organisations across Aotearoa by asking our members to complete the 2024 New Zealand Workplace Diversity Survey. Everyone who completes the survey can enter the draw to win one of five \$200 shopping vouchers. Plus, we will share the results of this important research with you later in the year. The survey closes on Friday, March 29th so have your say [here](#).



# Te Hononga a Iwi/North Harbour Hockey Association Need Your ICBs

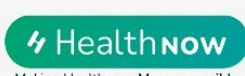


Te Hononga a Iwi/North Harbour Hockey Association need 6 ICBs to enable them to continue with work on the Rosedale Park Restoration Project. If you can support the project by donating an ICB please contact Nicky Shave: [scottshavefamily@gmail.com](mailto:scottshavefamily@gmail.com)

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



CONTACT: 09 968 2222 WEBSITE: [www.businessnh.org.nz](http://www.businessnh.org.nz)

EMAIL: [admin@businessnh.org.nz](mailto:admin@businessnh.org.nz) OFFICE: Level 1, Unit 2, 322 Rosedale Road, Rosedale

POSTAL: PO Box 303126, North Harbour