



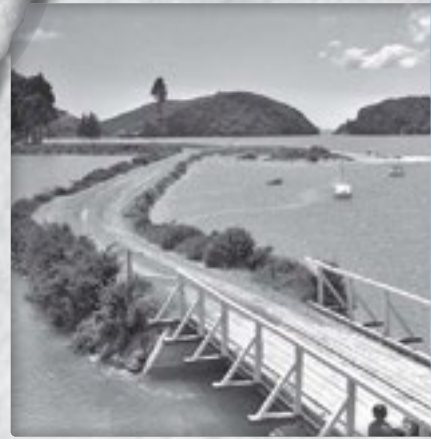
Pūrongo ā-Tau 2021

ANNUAL REPORT 2021

Te Rāhui Rēhia o Kaitereterē

Kaiteriteri

Recreation Reserve



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PERFORMANCE

Te Hua Mahi



Precinct Store
\$2.34m
REVENUE



Precinct F&B
\$2.18m
REVENUE



Accommodation
\$2.75m
REVENUE



Concessions
\$181k
REVENUE



47 Permanent
EMPLOYEES



113 Peak season
EMPLOYEES



**Cleaning, utilities
& consumables**

\$339k
EXPENDITURE



**Events, community &
marketing promotions**

\$194k
INVESTMENT



Infrastructure

\$342k
INVESTMENT



Lands, beach & bike park

\$172k
INVESTMENT

CHAIR / CEO REPORT

Te Pūrongo a te Heamana
me te Tumu Whakarae



There was a considerable degree of uncertainty leading into FY 2021 as the Reserve moved from the direct impacts of the 2020 lockdowns into a trading phase where travel could still be curtailed at short notice, there is no international tourism, a shortage of labour in specific industries was evident and the country was still trying to manage Covid-19 as best as possible. As it turned out, we experienced our busiest year in history through strong demand for our offer and because the Reserve has always appealed to and catered for the domestic market. In recent years we have seen large amounts of international growth, particularly over shoulder and winter periods, however Kaiteriteri will always be an affordable, family orientated recreation destination. Through excellent work by staff, and assistance from industry representative bodies, the Reserve has maintained good policy, standards and communications across safety, hygiene and operations since the 2020 Covid-19 lockdowns.

Despite the Reserve's financial growth, it is important not to lose sight of the fact that we are a self-funding Crown entity with an operating model where all profits are invested back into the Reserve for social, economic, environmental and cultural prosperity. Our team and Board are all committed to improving the Reserve from spatial and destination perspectives and to ensure that we regularly review our strengths, weaknesses, opportunities and threats. With that in mind, there have been some significant and exciting changes to our product and operating structure that will better position the Reserve to service the needs of our valued visitors, partners and community. The Board and management would also like to acknowledge the significant contribution and sad passing of former Chair Peter King earlier this year.

BUSINESS GROUP FINANCIAL PERFORMANCE

The combined result (before depreciation and disposal of assets) for our business groups was up 38% on budget at \$1,200,869. In terms of other income, we received \$180,697 from DOC as offset for nationally waived concession fees due to Covid-19 impacts. We spent \$804,134 on Reserve projects, management and development against a \$860,920 budget.

Revenue for the three business groups:

	2021 (\$)	Budget	2020 (\$)
Store	2,337,091	2,033,753	2,259,552
Camp	2,748,139	2,189,712	2,473,469
Restaurant	2,179,664	1,829,670	2,171,786

These numbers reflect strong domestic demand post 2020 Covid-19 lockdowns. As per last year's result, the Reserve is benefiting from our focus on shoulder and

winter periods which has also assisted with positive cashflow for longer periods. The net result after depreciation and impairment reversal is \$169,823.

Kaiteriteri Store

The Kaiteriteri Store provides an essential service and as such has extensive opening hours and staff retention throughout the year. Total revenue for FY 2021 is \$2,337,091 which is 15% above budget and up on last year by 3% due to strong demand and good management. GP at 36% is 1% below budget. Given increased costs of remuneration and goods, expenditure has been reasonably well controlled with a cost to income ratio of 32% against a budgeted 31% and a result before depreciation and impairment reversal is a surplus of \$81,928.

Guest Services and Operations

Our accommodation business has seen consistent growth over the past five years and FY 2021 is the strongest year on record. This is not just a reflection of the Covid-19 accommodation landscape but also testament to the hard work by our team across product and service delivery. We have successfully extended our visitor season and seen an increase in activities such as mountain biking and events to further deliver sustainable income and mitigate profit variability by reducing the duration and extent of the traditional low season. Our budget was conservative but as per last year, strong demand for our apartments coupled with dynamic pricing models has helped deliver record apartment income of \$529,316 which is a 27% increase on last year. Total revenue sits at \$2,748,139 which is 26% above budget and 11% above last year. Expenditure sits at \$1,903,139 which is above budget by 1%. The result before depreciation and impairment reversal at \$1,100,222 is 20% above last year.

Food and Beverage

It has been another challenging year for the restaurant despite good revenue. Last year the restaurant was closed during Covid-19 lockdowns and this year we were lacking some experienced staff in specific areas, reflecting nationwide challenges in the hospitality industry, and this impacted on our offer, particularly our ability to keep up with a record demand for coffee. It was very much a transition period for F&B as we implemented a change management process just prior to the season and the product related benefits from this will be realised in FY 2022 onwards. Revenue, before Covid-19 Wage Support, at \$2,178,264 is above budget by 19% and above last year by 6%. GP is on budget at 62%. Expenditure to sales for the year is at 62% and reflects higher costs across wages, consumables and non-budgeted repairs and maintenance. The result before depreciation and impairment reversal is \$587.

RESERVE MANAGEMENT

In 2019, after reviewing our strengths, weaknesses, opportunities and threats, we determined that next phases of operations and development would require a fine-tuning of our structure and a further investment in capability to better deliver sustainable solutions and address some bottlenecks and constraints. Core components of a consultation for change pre-dated Covid-19 but lockdown impacts meant that the process didn't commence until late July 2020. The proposed changes were designed to better enable the achievement of our vision and objectives with a team clear on intent, responsibilities, accountabilities, standards and performance as per the Reserve's Five Year Objectives and Strategies. The structure was implemented during the second quarter of the financial year, and amongst a series of changes we appointed Martin Brock as our new Commercial Manager and Reserve 2ic, Niall Aird as Head Chef, Lorna Harrison as People & Safety Manager and Paul Jennings was welcomed to the Marketing & Communications team.

Ross Maley's role as Kaiteriteri Mountain Bike Park Manager has been increased in scope and capacity and he is well supported through the excellent work of the KMBP Committee. The transition to Xero was implemented in FY 2021 and the Reserve appreciates the work of Nicola Bensemman and her administration team. Lorna and Nicola's work will also support the Audit and Risk Committee, financial and broader Reserve risk management.

The Reserve works closely with HotHouse Creative for design and website support, Capstone for accommodation industry support, Holiday Parks Association New Zealand (HAPNZ), Nelson Regional Development Agency (NRDA), Extraordinary Experiences and the Nelson Tasman Chamber of Commerce for destination activity. It is great to be closely engaged with our community and \$194,000 was invested into environmental, sports and event partnerships along with associated promotions and campaigns.

The Reserve received \$180,697 in concessions and communications rental income in FY 2021. This revenue is normally paid by those businesses operating on the Reserve through concession agreements for rent and beach crossings. The Minister for Conservation decided to waive these fees across the country, however we have received this revenue directly from DOC to offset an important loss of income. All concession revenue is invested back into the Reserve, including amounts paid by Spark New Zealand, Vodafone and 2Degrees. Tourism concessionaires are a key part of this destination and include:

- Abel Tasman Sea Shuttles & Kaiteriteri Kayaks
- Wilsons Abel Tasman
- Abel Tasman Eco Tours
- Abel Tasman Sailing Adventures
- Kaiteriteri Boat Charters
- Waka Abel Tasman
- Kiwi Journeys
- Wheelwoman
- Whenua Iti
- Abel Tasman Aqua Taxi
- Coffee & Cruise Absolute Adventures Ltd
- Gravity Nelson NZ

RESERVE DEVELOPMENT

The Reserve's Spatial / Destination Master Planning and the new statutory Management Plan have been delayed due to Covid-19, but we have commenced the process and are looking forward to completion in 2022. Between January and March 2021 using innovative maptionnaire technology and WSP resources we implemented a significant and detailed Reserve user survey.



To understand the perceptions of people who come to Kaiteriteri, and to help inform the policy and design direction of the planning, two surveys were conducted. One survey was based around intercepting people within the Kaiteriteri Beach and Mountain Bike Park area and the other was an online survey. Across both surveys there were a total of 597 respondents representing visitors and residents. The Kaiteriteri Recreation Reserve is clearly valued and appreciated with an overwhelmingly positive response from the visitors who participated in the surveys.

In summary, the current provision of facilities was generally seen as adequate, but there was a perception that in some cases more facilities are needed (rather than better). Parking, shelter, shade and drinking fountain facilities were highlighted as currently being inadequate and more of these facilities were required. For the online survey only, the respondents stated they were very likely to use vehicle and bicycle charging points. The beauty, beach and pleasantness of the Kaiteriteri Beach and Reserve areas were the top features respondents would recommend to others. On the other hand, aspects that could hinder enjoyment was the crowding and parking. Online respondents also stated they felt that the Reserve could do more to reduce the impact of visitors on the environment as well as providing facilities that cared for the environment. However, respondents were also ambivalent to paying or volunteering for environmental conservation activities. When asked how well we balanced the mix of uses and fair access to water activities the respondents' perceptions were centred

around the balance being good. We found a notable difference between the two survey formats in response to the question about crowding. Online survey respondents were more likely to report locations were crowded compared to the intercept survey. This may reflect the different experiences that regular visitors and the local community have of the Reserve where they are more likely to see it uncrowded over the year. Importantly, the majority of both sets of survey respondents strongly agreed that these locations were enjoyable. When asked to identify features and areas that had the biggest impact, positive or negative, on experiences of the beach and Reserve areas, most identified features were positive ones, particularly the beach and mountain bike park. The main negative features were related to parking and boating.

OUTLOOK

The Reserve's new Five Year Objectives and Strategies clarifies our intent with detailed ambition, priorities, structure, and resources. Fundamental to this are the vision, mission and values which form the Reserve's foundations and our partnerships with Ngāti Rārua, Te Ātiawa and Ngāti Tama. 2022 and 2023 will continue to see periods of disruption from the direct and indirect effects of Covid-19. Availability of suitably qualified staff and vaccine mandate implications are our biggest challenges, and the hospitality industry is particularly vulnerable. Policies relating to Covid-19 vaccines for staff, customers and guests will be grounded in good risk assessment, risk mitigation, duty of care, Health & Safety regulations, employment law and wellbeing.

Budget forecasts are based on sound assumptions but will require adaptivity and scheduled re-forecasting for the best management of variance.

We are looking forward to showcasing our new restaurant brand Waterfront, our new food to go offer based on Gone Burgers, Kākā Point Coffee and an improved retail product. The Reserve is also much better supported through our Shared Services – People & Safety, Finance & Administration, Marketing & Communications and Facilities & Environment. Our growth projections for accommodation and mountain bike park use remain strong.

Disruption caused by Covid-19, together with the escalating effects of climate change, requires the tourism sector to reset and re-shape the future of the industry. This reset was also necessary to address the impacts of overcrowding on our finite natural resources and the values we as a nation hold for our treasured landscapes. Our Future Ready Matrix has been developed for Kaiteriteri to help bring clarity and vision to complex challenges and key trends. Research into the local context is being completed for key global trends, including climate change, resources, society and technology. The matrix is intended to be a working document throughout the Kaiteriteri Destination Spatial plan programme to be completed in 2022. It will be used to help guide design of the plan, inform policy direction for the Reserve Management Plan and to help set assessment criteria for the multi-criteria analysis.

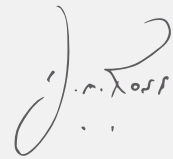
Some at-risk assets have been identified and work is ongoing to define further risks and how these will impact on Kaiteriteri. The assessment looked at factors such as understanding how sea level rise projections are going to impact long-term planning and future development for Kaiteriteri and how the Reserve can be prepared and adapt, including options such as retreat and fortification through design.

Kaiteriteri is also playing an important role in the development by the Nelson Regional Development Agency of Destination Nelson Tasman 2021–2026. This planning will improve the long-term wellbeing of our region and residents by placing environment and community at the heart of visitor sector planning.



Chair

Chris Hawkes



CEO

David Ross



SUMMARY OF FIVE YEAR OBJECTIVES AND STRATEGIES

JULY 2020 – JUNE 2025

Mahere Rautaki

In July 2020, the Board approved the Reserve's Five Year Objectives and Strategies. These objectives and strategies form the five year 'road map' for the Kaiteriteri Recreation Reserve and clarifies our intent with detailed ambition, priorities, structure and resources. Fundamental to this are the vision, mission and values which form the Reserve's foundations.

Covid-19 is still providing some of the biggest impacts in New Zealand's history, and while the full extent of the global pandemic is still with us, the economy and tourism are in an uncertain state. Our objectives and strategies not only account for these ongoing uncertainties but are also based on thorough reviews of our strengths, weaknesses, opportunities and threats.

This document will be the basis from which annual plans, financial budgets and marketing strategies are developed, and the annual plans will provide specific, aligned objectives measured against key performance indicators. This five year strategy is also consistent with the legislative requirements set out in the Kaiteriteri Recreation Reserve – Kākā Point Historic Reserve Management Plan. That Management Plan is a Ministerial approved set of 'instructions' to ensure that the Reserve is managed in accordance with the Reserves Act 1977, Resource Management Act 1991 and the Heritage New Zealand Pouhere Taonga Act 2014. The development of a new Management Plan alongside a transformational spatial framework are key components within this document's intent.

There is an emphasis on people, culture, our responsibilities to the Treaty of Waitangi and our formal partnerships with mana whenua and the Department of Conservation. Also included is the Reserve's approach to performance, safety and wellbeing, sustainability and how we structure, resource and direct the Reserve for durability and growth.

There are uncertain years ahead for business, tourism and recreation in New Zealand. The Reserve is well positioned to successfully push through this period and approach the five year timeframe with confidence and ambition to ensure that Kaiteriteri is the best coastal outdoor recreation experience in New Zealand.

The detailed contents of the Five Year Objectives and Strategies are not included in this report, but a summary can be found on the following page.

Te Rāhui Rēhia o Kaitereterē

Kaiteriteri

Recreation Reserve



The best coastal
outdoor recreation
experience in
New Zealand



Our Purpose

Inspire our visitors, guests and community through memorable family recreation experiences, sustainable operating practices and the preservation of our taonga and wāhi tapu for generations to enjoy.

Our Values

Kaitiakitanga: guardianship, sustainability, protection, and preservation.

Kotahitanga: one team with a diverse, progressive, and inclusive culture.

Quality: pursuit of excellence in our products, service, and operations.

Integrity: relationships and partnerships are based on integrity and respect.

Innovation: our success is built on innovation and adaptability rather than convention.

Whanaungatanga: we share our experiences, strengthen each other and our community.

Key Objectives



\$8 million
total revenue



B Corporation
accreditation



4.5+ star
customer reviews



Reserve is a fully established
civil defence hub



Destination spatial master planning and sustainability
projects implemented

Strategic Planning 2020 – 2025 Summary

PEOPLE & CAPABILITY

Optimum performance through engaged teams

- A safety culture with zero harm and committed to best practice standards
- Mango QHSE 100% optimised for team assessment, expectation setting, enabled work and monitored outcomes
- Benefits of durability, antifragility and safe to fail integrated across all teams
- Investment in mentoring and coaching for a high performing leadership team
- Investment in training and development for supervisory teams to enhance our people's capabilities
- 100% annual feedback engagement with the Reserve wide team
- Wellbeing framework implemented: protect, foster, reclaim, support

BUSINESS & CUSTOMERS

Delivering growth and guest satisfaction

- Reserve split into two mutually supporting operating components
- Business Groups: customer focused centres of product and business. Includes Hospitality & Retail Precinct / Accommodation / KMBP
- Shared Services: supports and enables performance: Finance & Administration, People & Safety, Communications & Marketing, Facilities & Environment
- Teams structured and calibrated by October 2021
- Products and systems further developed to meet demand through peak and off-peak seasons
- Dedicated customer experience focus, training, coaching and engagement for minimum 4.5 star reviews

FINANCIAL

A sustainable business platform with social enterprise values

- 5% increase in combined revenue through peak season product diversification, pricing and shoulder-winter leveraged recreation activity
- GP minimums F&B 65% and Retail 36% held through managed supply agreements and expenditure management

- Minimum accommodation price increases of 3% per annum for apartments and 5% every two years for sites
- Xero, iPayroll, TimeDock and Hubdoc systems fully optimised
- Improved fixed asset management through new register
- Government grants received to fund destination-spatial projects, sustainably supported by cash reserves and bank lending against future earnings

PARTNERSHIPS

The Reserve is the heart of our community

- Strong working relationships with mana whenua enhanced through quarterly meetings after destination spatial master planning completed. Treaty of Waitangi principles incorporated into Reserve operations.
- New management agreement completed with KMBP Inc by November 2022
- Tasman Environmental Trust Coordinator role funded by the Reserve to best manage our significant financial and operational support for Reserve and community conservation projects
- Financial and operational support provided to six events, three athlete groups and two local school initiatives
- Youth scholarship based on business sustainability and iwi is funded and operational

DESTINATION & SPATIAL

Inspired and sustainable solutions

- Destination-Spatial Master Plan completed by WSP 2022
- Reserve Management Plan completed by WSP 2022
- Sustainability projects implemented and B Corporation accreditation achieved
- Landscaping, Cultural, Restoration and Disability Access projects implemented
- Civil Defence Hub incorporated into Reserve operations involving planning, training, community engagement, assets, and liaison with NZ Civil Defence Authorities
- Infrastructure projects implemented including Block 1 rebuild



DESTINATION & SPATIAL MASTER PLANNING

Te Whakamahere Whaitua Matawhānui

LEGEND

- BIKING TRACK
- 20M CONTOURS
- RECREATION RESERVE PARCEL BOUNDARIES
- KAITERITERI RECREATION RESERVE
- KĀKĀ POINT HISTORIC RESERVE
- LEGAL ROAD



BETHANY PARK

ESTUARY

COMMERCIAL

FORESHORE
KAITERITERI BAY

KĀKĀ POINT

KĀKĀ ISLAND



A Destination-Spatial Plan and new Reserve Management Plan are required to achieve the vision and objectives for Kaitereterere Recreation and Kākā Point Historic Reserves. The creation of these plans provides the opportunity to reimagine what it will take to move from the current state to a future state that is resilient, abundant and underpinned by authentic people and place values. The Reserve's vision, mission and values help shape this project.

After a robust six-month evaluation and selection process with four leading companies in New Zealand, WSP was confirmed as the Reserve's partner for our planning. Supporting WSP's work are four extensive reports that were completed throughout 2019, 2020 and early 2021:

- Ecological report on Kaitereterere Estuary, Kaitereterere Beach and Kākā Point Historic Reserve by Davidson Environmental Limited in June 2019.
- Kaitereterere Parking Demand Survey by Stantec in January 2020.
- Traffic Volume Analysis Master Planning Project by Stantec in February 2020
- Kaitereterere Recreation Reserve User Survey from January – March 2021

The Destination Spatial Plan and Reserve Management Plan (RMP) are being prepared in tandem. Both plans will work as companion documents to turn innovative, inspired ideas into tangible solutions across connected landscape, cultural, restoration, durability and sustainability components. They are, however, two distinct documents. While supporting each other they each have a different status.

DESTINATION SPATIAL PLAN

This is a non-statutory document. It is a graphic plan that will support the objectives and policies of the RMP by showing the key design and management actions in a graphic format. It will not, however, be subject to the provisions of the Reserves Act 1977. The real value of the plan is its ability to graphically depict the key design and planning moves as an overlay on the existing landscape. It will show how the Reserve can move from current state to an improved future state based on the underlying natural patterns and processes of the physical landscape and the cultural/human values of the people and place. A further benefit of the plan is its ability to consider the reserve in its wider landscape context beyond the cadastral boundaries that limit the RMP as an instrument of positive change.

RESERVE MANAGEMENT PLAN (RMP)

The RMP is a statutory document prepared pursuant to Section 41 of the Reserves Act 1977. The purpose of a RMP is to put in place objectives and policies that give effect to the classification of the reserve land – in this case, Kaitereterere Recreation Reserve and Kākā Point Historic Reserves.

REGENERATIVE APPROACH

Kaiteretere Recreation Reserve is seeking a regenerative approach, which requires a mind-shift from an extractive approach based on consumption, to one where human activity gives back more impressively than it takes. In this way, the visitor economy can be an engine for restoration of cultural and natural values. Several key considerations need to be addressed to shift Kaiteretere towards a regenerative future. Of primacy are:

The place of mana whenua

Mana whenua are not currently visible at Kaiteretere Reserve. Reinstating kawa, kaupapa and tikanga is a legitimate and necessary step towards re-instating the mana and mauri of Kaiteretere.

Climate emergency

This will see increasing threats to the sustainable management of Kaiteretere Reserve – threats such as sea level rise, storm surges and hotter, drier summers with associated fire risk. Understanding how these climate projections are going to impact long-term planning and future development for Kaiteretere will allow KRR to be prepared and adapt to change.

Covid-19 global pandemic

Covid-19 has created major disruption and uncertainty for Aotearoa New Zealand's tourism sector and for Kaiteretere visitor destination planning specifically. This disruption has motivated a reset of tourism, allowing those in the industry to reimagine a regenerative visitor economy which gives back to local host communities, Aotearoa New Zealand and Taiao / the natural world. Kaiteretere visitor numbers have been sustained throughout the crisis by domestic tourism.

Restoration

The natural patterns and processes of Kaiteretere have been disturbed through successive developments over decades and denuding the ngahere / forest at Kākā Point. A landscape systems approach to design and planning will enable restoration of natural systems/Te Taiao and abundant ecosystems.

Infrastructure

Existing and future infrastructure need to be of a high standard to support delivery of services to customers and visitors. Infrastructure is vulnerable to climate change and needs to be resilient to its effects and supportive of our growing civil defence needs.

Recreation experiences

The recreation value of Kaiteretere is underpinned by a diversity of landscape settings and visitor offerings. Maintaining quality visitor experiences requires ongoing investment in current facilities as well as identifying new opportunities to meet future trends and demands. Recreation experiences will also be enhanced through a stronger connection with nature / biophilia and mitigation of the adverse effects of development.

Kākā Point

This landscape is of high cultural and spiritual significance to mana whenua, yet it has been degraded by removal of the indigenous ngahere / forest and construction of inappropriate visitor facilities. Restoration of the natural values of the headland, together with light infrastructure to support manaakitanga / hosting will be mana-enhancing and will help restore the mauri of the whenua.

Kaiteretere Beach

This coastal edge should be the highlight of the visitor experience. The quality of the space, however, is compromised by the road which cuts it off from the rest of the reserve, rendering it a narrow strip squeezed between vehicular movement and the CMA. Natural coastal processes have also been compromised by building the road along the coastal edge. Ongoing grooming is needed to maintain a sandy beach. Opportunities to enhance the beach environment should be explored.

Kaiteretere Mountain Bike Park

New and improved amenities, facilities, toilets, bike hub, parking, green space and Reserve connectivity.

Parking

Parking demand far outstrips supply during the peak summer period. Congestion has an adverse effect on visitor experiences and landscape values, as well as for those transiting through Kaiteretere. We seek to spread visitors across the seasons, this may alleviate pressure; conversely, latent demand could see the parking issues spread correspondingly.

Movement

Movement along and across the reserve by multiple modes including cars, boats and trailers, cyclists and pedestrians creates conflict. Clashes are most frequent along the public road and with vehicles manoeuvring boats into the CMA. Consideration should be given to prioritising the safety and amenity of pedestrians, cyclists, those with disabilities and other micro-mobility modes.

Arrival experience

The sense of arrival into Kaiteretera from the south is underwhelming. Consideration should be given to announcing arrival with strong gateway features such as pou whenua.

Event space

The general arrangement of spaces does not provide a generous space for gathering and events. This is a missed opportunity; one that could be addressed through reconfiguring spaces.

Access for all

Principles of universal design will ensure that the greatest number of people can visit and enjoy Kaiteretera. Design of buildings, products and features in the environment should aim to make them accessible to all people, regardless of age, disability, or other factors.

Interpretation and storytelling

Opportunities to tell the stories of Kaiteretera are not currently realised. These can take many formats including augmented virtual reality, oratory and story boards.

THE PROCESS

One team

A team has been set up to oversee the delivery of the plans. The project team structure involves a 'one team' approach consisting of a steering group including David Ross as the Kaiteretera Recreation Reserve (KRR) CEO, and representatives from the board members, mana whenua, DOC and WSP. This is to create a true partnership approach and give oversight, direction and input to the project. The team will meet at hold points at the end of each phase to confirm the outcomes of the phase tasks and set direction for the next phase. See page 19 for project phases, timeframes and hold points.

Reference group

A reference group has been established which brings together the various parties with an interest in and association with Kaiteretera. This group will bring their unique knowledge to the project helping inform what is important. The key reference group involvement is at a workshop in Phase 3 to discuss opportunities at Kaiteretera and to generate visionary ideas / options moving forward.

Technical specialists

Specialist background studies have been undertaken to provide detailed inputs into the plans. These include a visitor survey, a future ready analysis looking at the key trends impacting Kaiteretera, carbon assessment and decarbonisation strategy. Together with a large suite of existing reports and studies, site assessment and meetings with the 'one team', this information provides the baseline to guide Kaiteretera to a regenerative future state. Further inputs will be provided as the process proceeds.

The Opportunities & Constraints phase (phase 2) has been completed and we are currently at holding point 2. The programme for delivery of the plans currently extends from May 2021 to August 2022. Key dates may need to be revisited due to a current pause in the programme while the form of partnership with mana whenua is finalised.

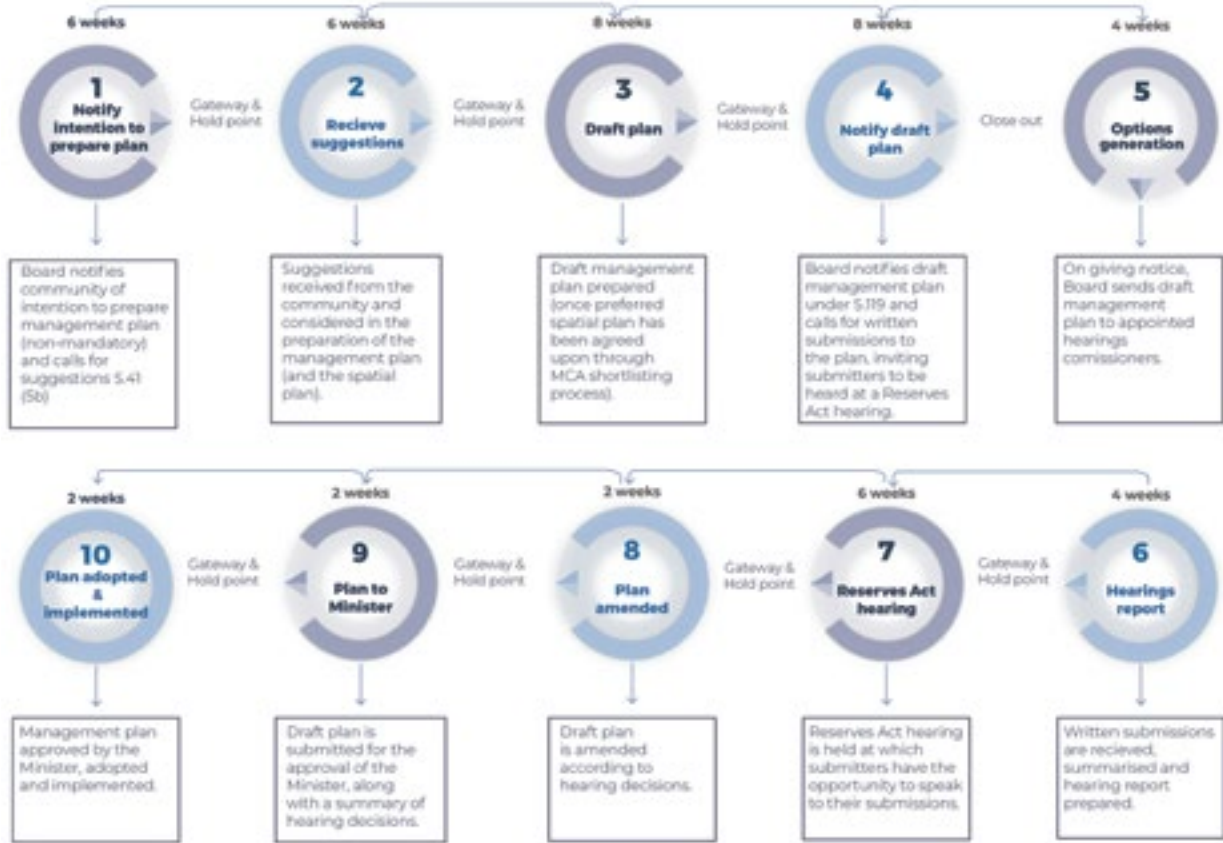
FUTURE READY MATRIX

A Future Ready Matrix is being developed for Kaiteretera to help bring clarity and vision to complex challenges and key trends. Research into the local context was completed for key global trends, including:

- **Climate change** – wetter, wilder, hotter, climate management.
- **Resources** – decarbonisation, sustainable resources, evolving energy patterns, water and waste management.
- **Society** – demography, health and wellbeing, changing workforce, changing society.
- **Technology** – automation and electrification, smart data, new materials and innovation.

The matrix is intended to be a working document throughout the Kaiteretera Destination Spatial Masterplan programme. It will be used to help guide design of the masterplan, inform policy direction for the Reserve Management Plan and to help set assessment criteria for the multi-criteria analysis.

RESERVE MANAGEMENT PLAN (RMP)



DESTINATION-SPATIAL MASTER PLANNING



STRUCTURE & CAPABILITY

Whakatakoto



The Kaiteriteri Recreation Reserve has seen a significant amount of growth over the past four years in line with investment into people, infrastructure, product development, business development and marketing. Much has been achieved through a team contribution aligned to specific objectives. It was recognised in late 2019 that next phases of Reserve operations and development required a fine-tuning of our structure and a further investment in capability. As a forward leaning entity, the Board and CEO reviewed our strengths, weaknesses, opportunities and threats with the view to better deliver sustainable solutions and address some bottlenecks and constraints. Feedback was also provided from team workshops in the first quarter of FY 2019/20.

Core components of the consultation for change pre-dated Covid-19 but lockdown impacts meant that the process didn't commence until late July 2020. The proposed changes were designed to better enable the achievement of our vision and objectives and foster a progressive culture through a team clear on intent, responsibilities, accountabilities, standards and performance. Culture trumps strategy and getting this right will ultimately drive the successful execution of the Reserve's Five Year Objectives and Strategies which were presented to and approved by the Board in August 2020.

The structure and new capabilities were implemented during the second quarter of the financial year. The Reserve now has two mutually supporting operating components, Business Groups and Shared Services:

BUSINESS GROUPS

- Accommodation, Hospitality & Retail Precinct, KMBP.
- Customer and guest focus.
- Direct and indirect revenue generation.
- Centres of product and business development.
- Transactional with P&L and supply chains.
- Brand and product equity.

Accommodation

- All accommodation and conferencing business on the Reserve.
- Kaiteriteri Reserve Apartments.
- Kaiteriteri Reserve Camp and Cabins.
- Ngaio and Aorere conference and meeting rooms.
- Led by the Guest Services Manager at 1 FTE with a Guest Services team focused on the optimum delivery of service to our guests.

Hospitality & Retail Precinct

- Merger of retail and food and beverage operations into one group.
- Will provide better integration across product development, product management, merchandising, brand, service, buying, teamwork, compliance and operational effectiveness and efficiency.
- A new Commercial Manager position with additional responsibilities supporting the CEO as 2ic.
- Leads restructured kitchen, restaurant customer service, retail customer service, food to go, merchandising and inwards goods functions.

Kaiteriteri Mountain Bike Park

- Positioned as a business group to build on the importance of cycling and cyclists to the Reserve and region.
- Integrated for significant growth, product and business development.
- Reflects the importance of the management agreement with Kaiteriteri Mountain Bike Park Incorporated.
- Led by the Kaiteriteri Mountain Bike Park Manager at 25 hours per week.

SHARED SERVICES

- Finance & Administration, People & Safety, Facilities & Environment, Marketing & Communications.
- Supports and enables the successful performance of the business groups.
- Supports the safety and wellbeing of our people.
- Cares for and supports our significant natural assets.
- Maintains and develops infrastructure, facilities, equipment, utilities and technology.
- Communicates and markets for growth and positioning.
- Ensures financial, regulatory and HR compliance.



Finance & Administration

- An integrated finance and administration service team.
- Responsible for the Reserve's financial management, financial support, systems, risk, reporting, financial compliance, payroll and audit.
- Led by a Finance Manager, the new Finance & Administration team will remain located within Business Groups but will be more cohesive, better aligned and trained which will significantly improve our capacity for systems, and payroll support.

People & Safety

- A new, dedicated capability across HR, Health & Safety, wellbeing, training, development, recruitment and retention to meet our growing needs and compliance requirements.
- With the CEO, focus on developing people, culture and capability and will have oversight of our Mango-Live QHSE system.
- Provides support to the Reserve through technical expertise in human resources and health & safety.
- Led by a People & Safety Manager at 0.75 FTE.

Communications & Marketing

- Additional resources for structured communications and marketing with a short, medium and longer term focus across strategy, aligned business planning, communications, PR, campaign development, campaign management, social media, digital and creative work, promotions, event and sponsorship coordination.
- Delivered through enhanced strategic communications and marketing capabilities and supported by agency services.
- Resources include a Marketing Executive at 0.75 FTE and a contracted Communications & Marketing consultant.

Facilities & Environment

- Responsible for the care of all assets, facilities and lands across the Reserve, including the project management of landscaping, environment and infrastructure works and contractors.
- This service will be managed by a Facilities & Environment Manager leading Housekeeping & Cleaning, Maintenance & Environment, Ranger and Foreshore teams.
- The new seasonal Foreshore Team will be responsible for beach concessions compliance, beach and water safety.
- The Ranger team will provide ongoing support to our guests and team members during the peak season.

ACCOMMODATION & GUEST SERVICES

Ngā Ratonga Manuhiri





Following the lockdowns of 2020, demand for the Reserve’s diverse accommodation offer has been very strong. This offer includes our premium, serviced Reserve Apartments, our two and four bed cabins, our en-suite four bed cabins and our popular campground with over 400 powered sites.

We have two rooms with conferences facilities although this has not been an area of priority for 2021 while we reconfigured our hospitality and shared service operations. Rachele Parkins and her team, assisted by Tyler Beaumont, deserve much credit for managing the operation so well with Covid-19 still having impacts. We have invested into this team through a range of packages including Service IQ, Open Polytechnic, Customer Service and Newbook Productivity training.

From a revenue perspective it has been a good year. Total Accommodation Business Group revenue at \$2.75 million is 11% above last year’s result. Most of our guests stay in our campground in either a caravan, motorhome, or tent and this contributed to 59% of our total accommodation revenue. 18% of accommodation revenue was generated from our Reserve Apartments, 8% from ensuite cabins, 2% from four berth cabins and 3% from two berth cabins. This is the strongest year for accommodation revenue in Kaiteriteri’s history.

Accommodation income*	2021	2020
Sites	\$1.64m	\$1.40m
Reserve apartments	\$506K	\$416K
Ensuite cabins	\$220K	\$158K
Four person cabins	\$49K	\$41K
Two person cabins	\$58K	\$54K

*excludes other revenue

There are several reasons for this growth. Many New Zealanders are travelling and are restricted from international destinations. That said, the Reserve is benefiting from its long-term domestic focus, and we have invested a significant amount into our land assets including the mountain bike park and Kaiteriteri Beach. Shoulder and winter business has improved considerably over the past three years. ‘Kids stay free’ campaigns were successful over specific holiday periods. We have also invested into improving our commercial facilities and there is a further programme of investment scheduled for 2022 to improve our apartments, cabins and finalise plans for the rebuild of amenity block 1.

Capstone is a key partner in providing specific OTA support and consultation. From a systems perspective, we invested into STAAH channel management as part of an integrated approach to utilising EFTPOS and Newbook. Dynamic pricing is also used for all covered accommodation to optimise yield. Holiday Parks Association New Zealand (HAPNZ) have continued to provide excellent support in terms of guidance, information and communications with government. Our robust hygiene and signage protocols remain in place and are constantly reviewed.

The Reserve appreciates the efforts of all those involved in what has been a very busy year.

GUESTS FROM NEW ZEALAND

Region	Bookings	Average revenue per booking (\$)	Average length (nights)
Auckland	354	219.57	3
Bay Of Plenty	117	199.66	2
Canterbury	2,370	471.94	11
Gisborne	8	204.2	2
Hawke's Bay	49	194.32	3
Manawatu-Wanganui	65	326.37	6
Marlborough	223	282.34	4
Nelson	755	306.07	14
Northland	39	306.49	5
Otago	263	279.48	7
Southland	52	178.6	3
Taranaki	54	205.69	4
Tasman	534	366.23	13
Waikato	132	160.09	3
Wellington	284	322.65	7
West Coast	76	401.03	8
Unknown	6,906	252.6	5
Total	12,281		7

GUESTS FROM OVERSEAS

Country	Bookings	Average revenue per booking (\$)	Average length (nights)
Australia	21	234.30	37
Austria	1	46.00	1
Brazil	3	51.63	2
Canada	4	214.68	1
Chile	2	34.50	1
Cuba	1	46.00	1
France	7	97.74	1
Germany	10	277.96	3
India	2	49.40	2
Indonesia	2	167.20	2
Ireland	1	138.00	3
Italy	4	100.00	2
Malaysia	1	60.00	1
Netherlands (the)	4	36.85	1
South Africa	1	49.40	1
South Korea	1	47.40	1
Spain	2	54.70	1
Sweden	1	46.00	2
Taiwan	1	231.00	2
United Arab Emirates	1	573.74	2
United Kingdom	35	227.70	3
United States of America	26	358.69	2
Uruguay	4	59.90	1
Other	210	287.57	2
Total	345		4



BOOKINGS REPORT

Source	Total bookings	Average revenue per booking (\$)	Average length (nights)	Booking source (%)
Walk in	4,772	137.30	4	33
Kaiteriteri website	2,377	264.34	4	16
Phone	1,895	229.98	4	13
NewBook online	1,355	322.37	6	9
Email	1,115	243.62	5	8
Booking.com	934	265.28	2	6
Rebook	827	827.87	16	6
Return client	489	374.73	29	3
Agents	249	237.76	2	2
STAAH	183	857.17	3	1
Staff	140	56.01	25	1
Expedia	108	336.97	2	1
Storage van	73	124.08	128	0.5
Camprmate	53	43.70	3	0.4
Other	26	420.47	5	0.2
i-SITES	6	53.96	2	0.04
Newbook self-service kiosk	2	69.16	2	0.01
HAPNZ Guide	1	122.00	2	0.00
Total	14,605			100.00

TEAM MEMBER PROFILE

Rachelle Parkins GUEST SERVICES MANAGER



I grew up in Motueka for 18 years before travelling and studying. I moved back to Motueka from Dunedin three and a half years ago to be closer to my family and to enjoy the climate and all that the Tasman region has to offer. My husband and I own our house in Motueka and live there with our two children, aged two and six. Spending time with my family, camping, and getting out and about around the area is important to me.

I have 15 years of experience working in hotels, have a Management Degree majoring in Hospitality (Otago Polytechnic) and I have completed a

Certificate in Adult Education and Training (Open Polytechnic). During my time in hotel management, I have worked in nearly every department and prior to Kaiteriteri was the Hotel Manager at Kingsgate Hotel Dunedin, part of Millennium Hotels & Resorts Group.

A large part of my role is working closely with our management team, and I particularly enjoy training and coaching my staff, to develop them and get the most out of a close team to provide the best possible experience for guests. In addition to the financial budgeting, forecasting and P&L responsibilities, my focus is on bookings, reservations, and front desk operations so I enjoy working in a busy, high demand environment.



HOSPITALITY & RETAIL PRECINCT

Te Kai me te Inu
Te Toa o Kaiteretera





The Reserve's retail and hospitality operations in FY 2020/21 can be viewed through three distinct but connected phases.

The first phase involved the planning and consultation for Reserve wide change from July 2020 through to November 2020. This had been conceptualised in late 2019 but due to Covid-19 was unable to be implemented until after the 2020 lockdowns. Core to this, from a retail and food and beverage perspective, was the decision to combine both operations into one Business Group called the Hospitality & Retail Precinct. The purpose of this is to provide better integration and accountability across service, brand, product development, product management, buying and merchandising, teamwork, training, compliance, operational effectiveness and efficiency. After a nationwide search by our HR partner Intepeople, we were happy to appoint Martin Brock as Commercial Manager, leading teams across Kitchen, Restaurant Customer Service, Retail Customer Service, Food to Go, Merchandising and Buying and Inwards Goods functions. A further finetuning of roles and significant product planning was completed after the peak summer season during phase three.

The second phase was summer trading. This was always going to be a challenging phase as demand was very robust, and we experienced shortages of suitable staff, particularly in kitchen, restaurant front of house and barista departments. We had new staff in some supervisory roles and there was no seasonal international workforce to draw upon.

Hospitality staff shortages are a national and international problem and certainly not unique to Kaiteriteri. We had a limited response to our advertised Head Chef position and our most senior front of house team member had left on maternity leave just prior to the start of the season. Restaurant revenue at \$2.18 million exceeded previous years on the Reserve. It was 6% above last year and 1% higher than our prior record year in 2019. Staffing shortages were much less acute in the Store and again, revenue at \$2.34 million was a record amount at 3% above our previous highest last year. The efforts by all involved is certainly appreciated.

The third and very satisfying phase involved executing Precinct planning activity as an outcome of the structural changes. Key values associated with the Precinct are affordable, available, family, quality, value, memorable, authentic, history and soul. Our objectives are to consistently provide:

- A quality food and beverage experience with authenticity.
- A trusted full-service convenience offer delivering value, range and a great shopping experience.

The food and beverage opportunities were identified as:

- Famous for our offering for the right reason.
- Create a winning culture for great service, great products and great experience.
- Connect and engage with the customers through brand and experience.



- Build capability in leadership, through training and acquisition.
- Develop efficiencies to delight our customers.
- Win with trust and showcase local.

To achieve this, we have created the exciting dining brand Waterfront, a better segmented Gone Burgers brand with great burgers, fish and chips and seated licensed area. Takeaway coffee has been energised and provided more visibility through the Kākā Point brand. It has moved to two adjacent food to go locations in the Store. A very capable head chef and FOH Manager have been recruited to lead this operation. Niall Aird and Joel Naf are welcomed to the team and both bring a wealth of international experience. We look forward to highlighting them and the new operations in next year's annual report.

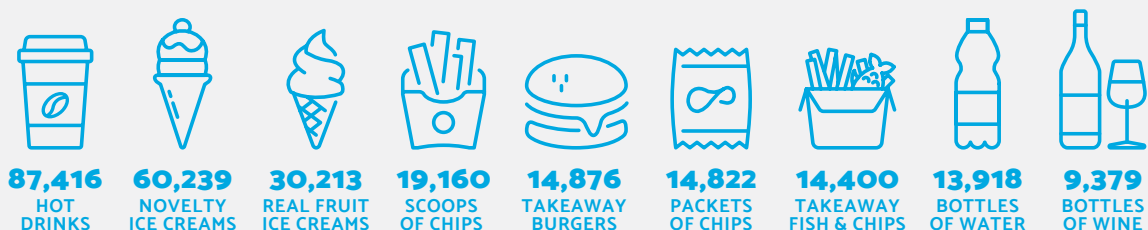
The retail opportunities were identified as:

- Training the team, supported with a clear plan and KPIs.
- Brand development.
- Range rationalisation and core range.
- Pop-up marketplace for meat, vegetables and fruit.

- Pop-up gold standard gift/apparel retail.
- Famous for food to go and barista coffee.
- Community top up shopping drives visit frequency and basket spend.
- Famous for ice cream.

A winning customer experience and more market share will be achieved through the establishment of a quality food to go offer. The Kākā Point barista coffee brand will be central to this offer. Loyalty and trust will continue to be built through range, value and merchandising including cross merchandise offers. The team will receive more training in profit and efficiency drivers while promoting shop local. Leanne McIntosh, Sarah Pye and Peter Everett will support Martin by leading this work.

Thanks must go to the contribution of previous team members Grant Dicker, Rick Bensemann, Sonya McLay and Jacqui McCullough. While anticipating that labour shortages will again be a key restriction for the 2021/22 season, the new Precinct team are looking forward to delivering excellent product and service to our guests under a new framework.



RETAIL SALES COMPARISON (Gross sales before internal cost adjustments)

Department	2020/2021 (\$)	2020/2021 (%)	2019/2020 (\$)	2019/2020 %
Overall result	2,608,737	100	2,455,354	100
Alcoholic RTDs	27,622	1.1	17,214	0.7
Bakery	35,448	1.4	35,753	1.5
Other	135,602	5.2	115,669	4.7
Tourist lines	160,125	6.1	195,912	8.0
Butchery	36,652	1.4	36,109	1.5
Café	233,668	9.0	169,423	6.9
Dairy	195,436	7.5	182,430	7.4
Frozen	281,255	10.8	244,482	10.0
General merchandise	125,397	4.8	148,649	6.1
Grocery	798,739	30.6	760,339	31.0
Packaging and fees	5,302	0.2	2,258	0.1
Produce	66,446	2.5	75,103	3.1
Product services	77,760	3.0	54,793	2.2
Seafood	17,469	0.7	12,198	0.5
Service delicatessen	77,413	3.0	92,112	3.8
Spirits	6,196	0.2	6,523	0.3
Tobacco	199,864	7.7	174,978	7.1
Wine	128,344	4.9	131,293	5.3
Units sold	517,781		495,973	



TEAM MEMBER PROFILE

Martin Brock COMMERCIAL MANAGER



I moved to New Zealand over 20 years ago from Oxfordshire in the UK and spent most of the time in senior Sales and Marketing leadership roles in the corporate world in Auckland, with FMCG giants PepsiCo and Frucor Suntory.

I have a passion for adventure and am a sucker for big challenges, such as completing two full Ironman events, multi day bike packing and off-road trail running. Therefore, the Nelson Tasman region has become the perfect home and playground.

My strengths are strategic thinking and driving customer led change based on a blend of insights and data. Helping Kaiteriteri Recreation Reserve to realise its vision to be the best outdoor recreation experience in New Zealand and work at one of the best spots in New Zealand has proved to be a great fit.

It's still early days, but our customers and visitors are already enjoying our recent redevelopments across the Reserve, aimed at improving their experience whilst in Kaiteriteri.



KAITERITERI MOUNTAIN BIKE PARK

Te Papa Eke Pahikara
Maunga o Kaiteretera





PARK MAINTENANCE AND DEVELOPMENT

The year ending 30 June 2021 did not include extensive closures for fire but we did have a few earth slips. After review of our operating structure, we determined the need to increase the hours for the Kaiteriteri Mountain Bike Manager as an increased focus on maintenance was required, particularly the lower trail network as an initial priority. Ross Maley has left his previous role with DOC and has committed to a 0.6 FTE role with the Reserve.

The park was fully closed during Covid-19 lockdowns in 2020 which impacted the main fundraising Kaiteriteri Weekender event. This was successfully held in 2021 and the Reserve contracted Nettie Stow, Lis Cleland and Scott Woods to ensure we are responding to participant growth and compliance requirements. More information on this event can be found in the community section of this report. The winter Phat Nights and Santa Cruz Dig Days were also very successful with great attendance. On 13 December, the NMTB Talley's Final XC Race was held in the park and this was a great one-day event.

Five year planning for KMBP was completed and integrated into the Reserve's Five Year Objectives and Strategies. A busy period of winter development in the park saw Karmakaze opened as a new, professional hand-built enduro trail following our southern boundary. This is the first Grade 5 track in KMBP and will set the bar for enduros across the country.

Piki ki te ra 'Climb to the Sun' is our new climbing trail for accessing our southern trails which have been transitioning to the one-way network. A further Grade 4 climbing extension to this trail was commenced. Further work included remediating the 'Cracken Thru the Bracken' exit, joining Tapu to Mr Stephens and completing the Easy Rider GTT makeover.

Simon Noble has been engaged by landowners and councils to review trail grading around the country with the intent to establish national uniformity and consistency. He has used the standards prescribed by NZ Cycle Trails, Rec Aotearoa and DOC. Simon has seen over 170 trails and has found a national average under-grade of about 0.65. The big track changes recommended for Kaiteriteri are on the Coppins Loop, reversing directions on Huff and Revelation allowing a Grade 2 route from the Trailer Park to Ziggy, and a Grade 3 route returning via Revelation. In total, recommendations include 16 regrades from 39 tracks or a 0.4 change to our park. That is a lower change than recommended for Nelson, Sylvan, Rotorua and Wellington.

We acknowledge and thank the work and commitment of Ross Maley, David Ryder, Sam Knowles, Rod Markham all the volunteer members of Kaiteriteri Mountain Bike Park, volunteer trail builders, trappers, trail sponsors and those who have donated funds. This contribution is essential to the park's ongoing success.

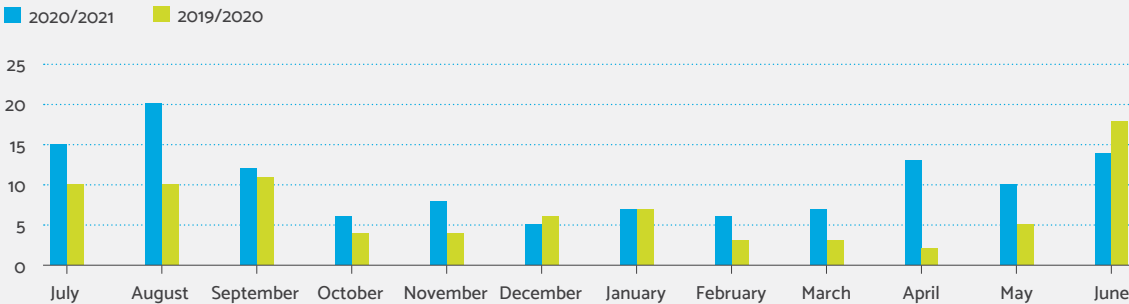


PREDATOR CONTROL

The trapping network was originally established in 2014 with support from mountain bikers and some residents. The Reserve greatly appreciates of the work by all volunteers and particularly Rod Markham. The network has grown to 125 traps along 8km of riding tracks making a ring around most of the mountain bike park. The 150 DOC traps are checked roughly every fortnight by five volunteers contributing around 300 hours work during the year. The objective remains to increase bird life to add to the mountain bike park experience. There has also been wilding pine and extensive weed control.

During the financial year period we hosted groups from local primary schools, Whenua-iti Outdoors, and cycle training organisations. They helped with trap checks and gained practical conservation experience. Most catches are in traps in the lower park near housing so we would like to engage more Kaiteititiri residents in the trapping work. Since the report period we have enlisted some Tapu Bay residents and are working more closely with other trapping groups between Kaiteititiri and Mārahau.

Covid lockdown affected the frequency of trap checks but probably had little impact on the total catch. The graph below compares the total monthly catch for the 2019/2020 and 2020/2021 years. There are similarities in the annual cycle. The total catch was up on 2019/2020 but was similar to earlier years.



13
STOATS



110
RATS



123
TOTAL



11
STOATS



70
RATS



81
TOTAL

TEAM MEMBER PROFILE

Ross Maley

KAITERITERI MOUNTAIN BIKE PARK MANAGER



Ross Maley manages the Kaiteriteri Mountain Bike Park, ensuring the tracks are fit to ride 365 days a year. Ross grew up in Motueka attending Motueka High School before seeing the world. Returning home in 1991 he worked at Toad Hall and as an orchard contractor before joining the Department of Conservation in 2002 as a Ranger. Ross is experienced in restoration, weed and pest control and, of course, track building.

Ross has been building tracks and managing volunteers in the park since its inception in 2009.

He has provided momentum for KMBP to be family-friendly with tracks for all abilities. Ross has always had his wife Sarah and three children in mind when designing trails, making them fun and appropriately challenging for their grades.

Ross has been pivotal in establishing the one-way network of tracks, and with the support of the KMBP committee continues to pursue new and exciting developments that will keep KMBP at the forefront of New Zealand's great mountain bike parks. Ross recently moved on from DOC and is now working for the Reserve on a permanent basis.

"Kaiteriteri is my happy place, I'm proud to contribute."



PEOPLE & SAFETY

Tikanga Haumaru



The People & Safety Manager role is new and its prime responsibilities are to provide Reserve wide leadership and capability across HR, Health & Safety and wellbeing. Working with the CEO on culture and capability, Lorna Harrison was recruited in late 2020 and brings much experience around high-performance safety culture, human resource planning, training, development, talent acquisition and retention.

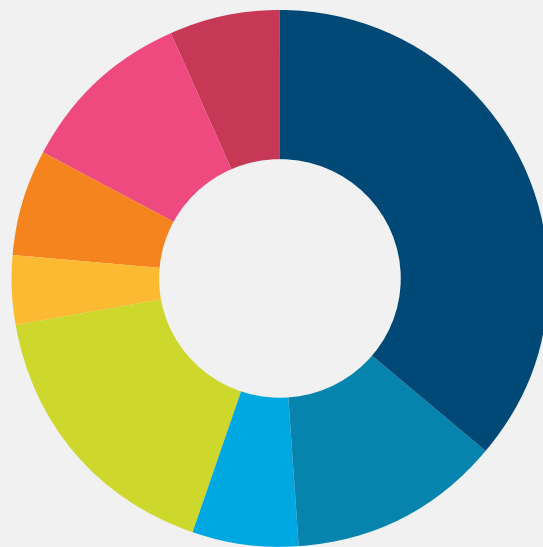
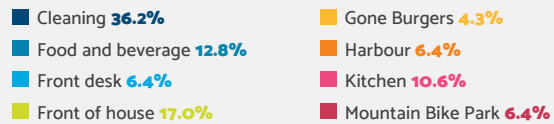
Objectives within the remaining months of FY 2020/21 were to:

- Project manage implementation of our QHSE system Mango Live.
- Ensure Health & Safety best practice is maintained through the Reserve's Health & Safety Committee.
- Review our Health & Safety and HR policies, manuals, resources and tools.
- Provide leadership and support across recruitment, IEAs, induction, performance management and retention.

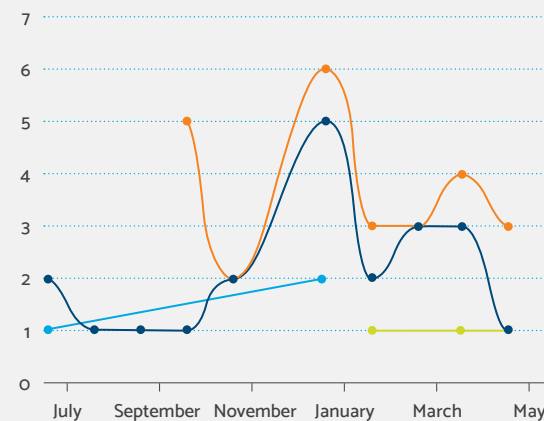
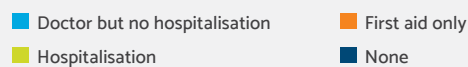
Some notable operational achievements during the second half of the financial year included:

- Health & Safety Committee Representative elections and nominations were implemented and we now have nine members representing all areas of the Reserve.
- The change process in the Hospitality & Retail Precinct was finalised with 10 appointments in Hospitality and two in the Store.
- Loading bay improvements were completed, including portable barriers in place for safer loading, and painting and relay of the yard area.
- The smoking area was re-sited when the new office /staff cabin was introduced.
- Induction processes were improved to ensure key information was given on commencement of employment.
- The alcohol and drug policy consultation was completed for random testing.
- Ace Payroll was changed over to iPayroll which included changing the pay frequency for staff.
- Chainsaw, Growsafe and Working at Heights training was completed with the Facilities & Environment team through external trainers.
- Our apprentice management programme was implemented in the restaurant with two staff.
- Staff discounts were confirmed and updated.
- New standards of dress policy were agreed and rolled out.

ACCIDENTS AND INCIDENTS BY BUSINESS AREA



ACCIDENTS AND INCIDENTS BY TREATMENT



TEAM MEMBER PROFILE

Lorna Harrison

PEOPLE & SAFETY MANAGER



12 February 2012 was the first time I saw Kaiteriteri Beach. When I met my now husband, Harry (real name Wayne) in Aviemore, Scotland in 2004 he said the one place in the world he would love to move to was New Zealand. It was all based on a trip he did back in 2001. The trip included kayaking in Abel Tasman so once we eventually got to New Zealand, Nelson was the first place on his to-do list, along with a visit to the place they set off from.

We spent time in Queenstown, West Coast, Dunedin, and Paihia seeing some stunning places, but there was no place quite like Kaiteriteri on the whole trip. I loved the country and Nelson so much that on 20 November 2013, I was being picked up at the airport by my new landlady. First thing we did at the weekend was a drive to Kaiteriteri! Since then, it has been the first place we take any visitors as it such a special place. For me to start working here nearly seven years to the day that I arrived permanently in New Zealand is very special.

My role as People & Safety Manager utilises my previous experience in HR both in New Zealand and the UK. In the UK I worked in a variety of industries including retail, construction and latterly with Police Scotland. Since coming to New Zealand I worked in primary industries and with industry training and apprentices. While working here I completed my Occupational Safety training for New Zealand and this role lets me put that study in to practice alongside my previous experience of staff safety while working in HR.

Team members across all business areas are passionate about guests, customers and visitors having a great experience while at Kaiteriteri and I feel the same way. As an employer, if you have good benefits, great managers and a safe work environment most staff are happy. When you add in the beach, an amazing view and being on the doorstep to the Abel Tasman and one of the best mountain bike parks in the country, we up our game as an employer. It's my role to support the managers to be great with training and development and keep the Reserve safe, with managers help and our Health & Safety reps. The rep team have worked well over the year supporting various changes to the businesses through consultation and have given key feedback around staff welfare, wellbeing and are always willing to support a fun event and attend meetings. (Joking about the meetings – they need biscuits to attend meetings!)

With the first year completed I still have a full to-do list to keep supporting the managers in their roles and ensure we have a safe environment for everyone. The best part about working here is that the whole team realise how special the area is to them on a personal level, our local community and iwi along with everyone that visits, even if it is just for a short time. Everyone is focused on maintaining the unique vibe and environment, everything from carting away all the rubbish to predator trapping, making great coffee and awesome food. I am really looking forward to celebrating my 10th anniversary of first seeing Kaiteriteri with something special – like a fire drill, a tsunami drill or maybe another fun activity for the team to join in. They have been great at it so far!

FINANCE & ADMINISTRATION

Pūtea Whakahaere





It has been a busy year for Finance and during consultation for change it was proposed that the three administration roles on the Reserve would be moved into a new Finance and Administration team, led by Nicola Bensemman as Finance Manager. Although these roles would remain located in respective business groups for servicing requirements, under the 'one team' approach, priorities, planning, project management and communication were improved. The Reserve appreciates the contribution of Nicola Bensemman, Kim Petch, Verushcka Van der Westhuizen, Natalie Stratmore, Anne Cowley and Jude Lovell.

Key work during FY 2020/21 involved preparation of annual budgets, finance and payroll management, administration management, concession financial compliance, managing the fixed assets project in Mango Live, completing annual accounts to Audit New Zealand requirements, reviewing impairment calculations and evaluating iPayroll for implementation in FY 2021/22. The changes to our payroll system and associated projects will be a feature of next year's report.

Two specific areas of FY 2020/21 activity that require highlighting are:

AUDIT & RISK COMMITTEE

- Establishment of the Reserve's new Audit & Risk Committee chaired by Terry Kreft.
- Completion of the Terms of Reference including:
 - » Financial reporting.
 - » Regulatory compliance.
 - » Risk management.
 - » Annual work plans.

XERO IMPLEMENTATION

- Reviewed options for change.
- Contracted Malloch McLean to set up and host files and train staff.
- Implemented activity:
 - » Daily processing of bank transactions.
 - » Review of progress on Xero introduction.
 - » Finalise processes in Xero ready for full use by administration staff.
 - » Trial run of month end journals.
 - » Upload of comparatives and budgets.
 - » Completion of fixed asset introduction to Xero.
 - » First report options.
 - » Live use of Xero software.
 - » Accounts initial work and updated 1 July balances.
 - » Training managers on reporting from Xero.
 - » Use of Xero files to support year-end audit.
 - » Complete accounts and audit with full use of Xero.

TEAM MEMBER PROFILE

Nicola Bensemman

FINANCE MANAGER



Kia ora koutou, ko Nicola Bensemman tōku ingoa, nō Te Maatu, Motueka ahau.

I am English born, calling Aotearoa home since arriving as a young child. My family moved from the North Island and I completed my final two years of high schooling in Motueka before qualifying as an accountant.

My accounting career started in public practice, completing financial accounts, tax and GST returns, auditing legal firms, Reserve finances and became secretary to the Reserve board in the early 90's. Fresh out of formal learning, there was much I learnt very quickly around the board table in management and governance. In 2014 I decided on a change, leaving public practice and moved out to work onsite fulltime for the Reserve.

Outside of work I also enjoy contributing to:

- Whenua Iti Trust as board minute secretary.
- Spirit of Tasman Bay Trustee supporting leadership training in youth of the Tasman area while sailing with Spirit of Adventure Trust.
- Trustee to FACE Nepal – sponsoring children in schooling and supporting community development in rural Nepal, having visited in 2018.

I enjoy spending my weekends in faith activity, and fun time with friends and family. I like to keep active and I aspire to get on my bike or tramping more than I achieve! This year however I'm setting a goal, having tramped all three surrounding peaks, I'm determined to do the Tongariro Crossing before we open to the international visitors coming to enjoy it also.

Conservation is important to me and finding small ways that I can add to the larger effort. I've joined the team of community trappers in the area and help with predator control clearing traps around the Reserve and on Kākā Point. What can be gross to others becomes highly satisfying knowing there is one less predator on the loose, killing our native birds.

The past few years I have also embraced a journey in te ao Māori learning and increasing little by little my te reo, encouraging its everyday use with those around me. When my eldest son was born, I realised I didn't really have good knowledge of my own family history to be teaching him and so embarked on an ongoing search into stories and information on my ancestors / tupuna to learn more about myself, where I come from and what makes up my gene pool.

What I feel for Kaiteiteri is the 'specialness' of place that it holds, it is an acknowledged treasure, set aside space for all to enjoy and have amazing experiences interacting with. My own memories over the years include waka paddling with three generations of my family, mini golf championships, sunrises on Kākā Point on Easter Sunday, excitement hosting Godzone adventure race, waka ama, New Year's Eve fireworks, Volvo kids sailing in the bay, heading into the National Park to release kākā, mountain bike coaching sessions, mid-winter swims, dawn blessings and amazing scenery from many angles.

Manaaki whenua, manaaki tangata, haere whakamua – *If we take care of the land, and take care of the people, we will take care of the future.*

COMMUNICATIONS & MARKETING

Te Whakatairanga Matihiko





Communications with our local and domestic audiences remained critical throughout the year with ongoing work focused on regional campaigning and destination Kaiteriteri marketing. Social media also remains an effective engagement tool for the breadth of opportunities on the Reserve, our business groups, partnerships, community environmental programmes, events and the Kaiteriteri Mountain Bike Park. Our stunning environment still resonates well with our domestic audience and there is often an emotional aspect to this. Our critical community infrastructure is greatly appreciated but more work is needed to nurture and present the benefits of the Reserve's unique operating model and community 'connective tissue'.

Consistent presentation of our brands, better segmentation and differentiation within the broader cohesive Reserve narrative has featured this year. A significant amount of work went into supporting the Hospitality & Retail Precinct's planning, brand development, product development and messaging. This has involved refurbishment, new branding, signage, printed collateral, and other digital and non-digital media. Paul Jennings and Ali Kimber have worked closely with Martin Brock's team to assist with the execution of all Precinct planning in time for FY 2021/22 peak season trading.

As per last year's report, mountain biking remains an important and growing sector of our tourism market and we ensured that our mountain bike park and its trails are well positioned nationally and regionally. The KMBP Committee do excellent work maintaining a riding destination that is a must ride for passionate cyclists of all abilities. Through sponsored ambassadors, influencers, social media and the cycling media we have been able to grow awareness of our product and develop a high-quality reputation. We are engaged with other main regional cycling destinations to develop an even

more compelling reason to book an extended mountain bike focused holiday in Nelson Tasman that includes an extended visit to Kaiteriteri. This will be enabled through the development, mid-year, of a push notification Hivepass App for the KMBP and an improved website utilising specific video work from Storyline Pictures. We look forward to providing more details next year.

The strength of the Reserve as an accommodation destination during peak and shoulder/winter seasons this year is not a testament to the lack of international travel options, but to the resilient passion for Kaiteriteri and the range of offers we have developed and presented. In addition to the Reserve's own transformational Destination-Spatial Master Planning to be completed in 2022, the Kaiteriteri Recreation Reserve features prominently in our region's story as supported through Nelson Regional Development Agency's Destination Nelson Tasman 2021 – 2026.

Despite the Covid-19 challenges ahead, we are excited to progress into FY 2021/2022 and as illustrated through the scale of activity throughout this report, the Marketing & Communications team support the connection of people to our unique and authentic story.

WEBSITE AUDIENCE OVERVIEW **experiencekaiteriteri.co.nz**

■ Sessions



115,772
SESSIONS

75,568
USERS

00:02:44
AVERAGE SESSION

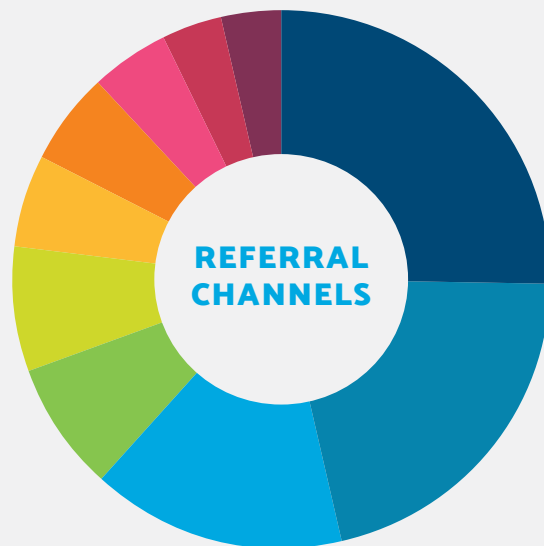
35.4%
RETURNING VISITORS

276,799
PAGE VIEWS

31.57%
BOUNCE RATE

2.39
PAGES PER SESSION

64.6%
NEW VISITORS



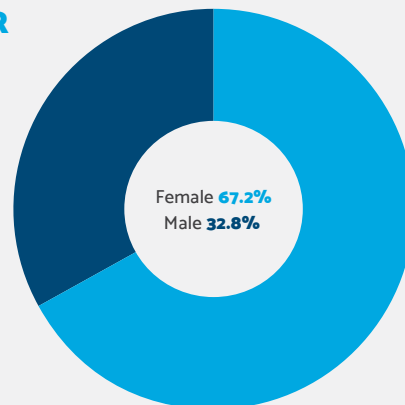
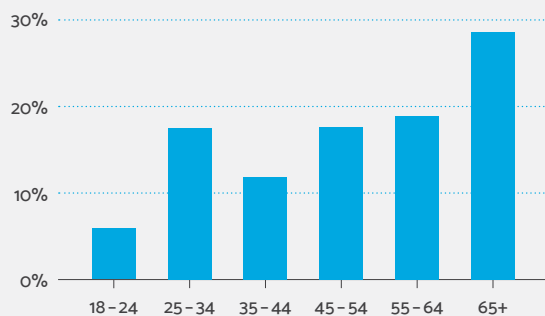
- Christchurch **39.4%**
- Auckland **19.5%**
- Nelson **10.2%**
- Wellington **7.8%**
- Dunedin **1.9%**

- Unknown **1.7%**
- Tauranga **1.7%**
- Richmond **1.6%**
- Queenstown **1.3%**
- Hamilton **1%**

- m.facebook.com **22%**
- experiencekaiteriteri.co.nz **18.2%**
- newzealand.com **13.2%**
- tourism.net.nz **6.7%**
- bookingsap.newbook.cloud **6.4%**
- l.facebook.com **4.9%**
- nelsontasman.nz **4.8%**
- staahmax.staah.net **3.9%**
- facebook.com **3.3%**
- app.maptionnaire.com **2.9%**

WEBSITE VISITORS BY AGE AND GENDER

■ % of sessions from each age group



TEAM MEMBER PROFILE

Ali Kimber

MARKETING EXECUTIVE



Ali, her partner and her two young girls are from Nelson, however Ali's background is a little more international being of Swedish and English heritage, arriving in New Zealand at the age of 18 for an OE. Ali then spent her time down in sunny Dunedin studying Exercise Physiology at Otago University and balancing national and international representation in track and field. After a year working in research in the Department of Surgery, her passion for sport science led onto a Master's degree and advanced research and analytics. Employment then flowed onto advisory roles for the NZ Academy of Sport and multiple sporting governing bodies such as Triathlon and Basketball NZ.

Following the arrival of her two girls, a relocation to Nelson called for family, lifestyle and her love of cycling. It was during this period that she retrained in graphic design, digital analytics, photography, social media and web design. The Master's degree in research and analytics became very useful in the marketing world. She has worked with design agencies, private businesses and consulted. Fifteen years in marketing has been an exciting change in direction and allowed for her to find a huge passion in design, brand and digital platforms. Her passion for sports, the environment and healthy lifestyle is part of why she enjoys working at the Recreation Reserve and additionally encouraging others to get out and enjoy our beautiful coastal destination.

Outside of work, Ali can be found cycling and hiking with her kids around the many national parks at the top of the South Island or helping her partner as a training hack for Coast 2 Coast. The competitive bug has never left and after retiring from track running, she is now part of the New Zealand E-sports cycling team and is patiently waiting for events to kick in after most being cancelled due to Covid-19. Ali still coaches elite athletes and consults on sport science research projects that involve her specialty: elite women's physiology and heat adaptations.

TEAM MEMBER PROFILE

Paul Jennings

COMMUNICATIONS & MARKETING



Paul has been working on the Reserve's communications activity for the past 12 months. With previous communications roles ranging from Walmart to Nelson City Council, Paul is helping improve how we tell the story of the Reserve to improve engagement with our audience. Since moving to Nelson 13 years ago Paul has been involved in the development of Wairoa Gorge Mountain Bike Park, Saxton Velodrome and Nelson Mountain Bike Club, and is bringing that knowledge and experience to help support the development of the Kaiteriteri Mountain Bike Park.

"It's a real pleasure to be involved in telling the story of Kaiteriteri Recreation Reserve. With such an amazing location, a first-class food and beverage offering and some of the best mountain bike trails in the region, the Reserve is unique and special and deserves its reputation as one of the best holiday destinations in New Zealand. I'm looking forward to working with the team over the next year to help ensure the culture and history of the Reserve are equally well known and valued."



FACILITIES & ENVIRONMENT

Ngā Mahi



Endorsed by QUALMARK



Another extremely busy year has passed as our Operations team have transitioned into the new Facilities & Environment structure with Reserve wide responsibilities in Assets & Maintenance, Housekeeping & Cleaning, Foreshore and Ranger services. Regular activity was conducted to high standards including cleaning, housekeeping, equipment and asset maintenance, beach remediation, painting, lawn and land care, site remediation, drainage, spraying, weeding, security, fire protection, plumbing and electrical. Our key partners include Bell Computers, Workx, Flash Electrical, Hays Plumbing, Allied Civil Earthworks, FFP Nelson Marlborough Fire Ltd and Nelson Alarms.

Total expenditure during the financial year was \$1.89 million. Specific projects included:

- Refurbishing apartment and ensuite cabins – not completed but will be finalised in 2022.
- Fibre cabling.
- Store cabling and IT cabinet solutions
- Refurbishment of recreation shed.
- Block improvements and laundry upgrades.
- Restaurant and Store refurbishment.
- Shower switches and foot wash.
- Furniture improvements for apartments.
- Replacement of the quad bike with a Polaris vehicle.

The Reserve received its Qualmark Covid-19 Clean award through assessment that allows Qualmark to work through a series of evaluations that are relevant to our operations processes, customer interaction and staff wellbeing. The assessment covers detailed information about Covid-19 requirements and

reinforces awareness of resources, such as posters and QR codes, to ensure we are providing the necessary information to both staff and visitors. This Qualmark award is a recognised and trusted sign of a safe and quality destination.

The Facilities & Environment team is led by Dennis Petch, with Supervisors Jeanette Hoffman and Richard Pattie. Richard led the Ranger team through the summer season then transitioned into the Maintenance & Environment Supervisor role in April. We would like to thank the efforts of all the team members who often work in challenging conditions, all weathers and at night, including Ray Mockler, the boat ramp team, Wendy Smith and the Ranger service. Ray Reardon and his wife Bronwyn left us earlier in the year to work in the Marlborough Sounds and Bronwyn unfortunately passed away in July. We appreciate their contribution to the Reserve.

Facilities & Environment are central to much of the sustainability project work that WSP are examining through completion of their detailed Future Ready Matrix.



Areas we are reviewing and planning include:

CLIMATE

- Coastline communities exposed to erosion.
- Development in flood-prone areas.
- Storm surges and higher temperatures.
- Protection, mitigation and adaptivity.
- Business and recreation infrastructure.
- Insurance and productivity.
- People movement safety, roading and infrastructure.
- Ground shrinkage, water supply and quality.
- Bush fire.
- Mitigation and adaptation.

RESOURCES

- High emission products and prices.
- Assets with non-renewable fuels e.g., vehicles, gas, refrigeration, boilers and generators.
- Sustainable building materials and end-of life buildings and infrastructure.

- Food and beverage purchasing and merchandising.
- Biodiversity in terrestrial and water environments.
- Waste management, consumer use, circular economy and re-purpose.
- Batteries and energy systems.
- Smart systems and data for efficient resource use.
- Energy generation and recovery from water catchments and wastewater treatment systems.
- New infrastructure for hydrogen and biomass fuels.
- Energy capture and storage.
- EVs and recycling of lithium batteries.
- Electrification infrastructure to support generation, supply and e-waste.
- Water supply storage.

TECHNOLOGY

- Automation and electrification.
- Micro-mobility.
- Smart data, cyber security, AI.
- New materials and innovation.



25,250m³
WATER
USED



895,500kWh
ELECTRICITY
USED



204,300L
FUEL
USED



53T
WASTE
RECYCLED



204T
WASTE
DISPOSED



15T
SOIL PLACED
TO REMEDIATE
CAMPSITES



315T
SAND MOVED
DURING BEACH
MAINTENANCE

TEAM MEMBER PROFILE

Dennis Petch

FACILITIES & ENVIRONMENT MANAGER



Den was born in Sheffield, England and moved to New Zealand as a child. He lived in Christchurch for many years and went to Riccarton High School before joining the Post Office as a Draughtsman. He then moved into design and project management with Chorus. Den moved to Nelson on a promotion with Chorus and spent 30 years with that company before deciding on a career change.

He secured the Camp Manager position at Kaiteriteri Recreation Reserve in 2014 which has since been changed to the Facilities & Environment Manager overseeing the whole Reserve's assets, maintenance and cleaning. The job involves living onsite with wife Kim who is the Accommodation Office Administrator in the Finance & Administration team. Living onsite has been challenging and no two days are the same.

Den has two wonderful daughters, both married with two young children, one living in Nelson and the other in Wellington. His passion for classic cars can be seen through his Ford Mustang onsite and he has brought many classics back to life over the years.



COMMUNITY, ENVIRONMENT, PARTNERS

Hapori me te Taiao

PROTECTING OUR ENVIRONMENT AND SUPPORTING
OUR COMMUNITY THROUGH ENDURING PARTNERSHIPS





The Kaiteriteri Recreation Reserve is proud to support our local community, schools, environmental projects, events and local athletes. Through much valued partnerships and community ties, we invest significant time, money and resources.

WAITANGI DAY, FEBRUARY 2021

Waitangi Day, the national day of Aotearoa, is a time to come together, to celebrate and reflect on Te Tiriti o Waitangi, the founding document of our nation. This year marks the 181st anniversary of the signing of the treaty. On Saturday 6 February 2021, Waitangi Day was celebrated at the Kaitereteri Recreation Reserve and Kākā Point Historic Reserve, both areas of cultural and historical significance to tāngata whenua. Ngāti Rārua and Te Ātiawa Ki Te Tau Ihu (Te Ātiawa) are the mana whenua iwi of Kaitereteri. Ngāti Tama Ki Te Tau Ihu (Ngāti Tama) have an association with Kaitereteri through participation in significant events and Ngāti Apa have an historical relationship with Kaitereteri from prior to 1827. Kākā Point was gifted to Ngāti Rārua, Te Ātiawa and Ngāti Tama as part of the Treaty Settlement process in 2014, it was then gifted back to the nation.

Kaitereteri is a special place to the mana whenua iwi, and Waitangi Day is a time to come together, share stories and reflect on the significance of Te Tiriti o Waitangi. As well as our famous beach and recreation activities, the Reserve holds a great deal of cultural significance. Waitangi Day is an opportunity for us to tell the story of iwi, their connection to this land and their role as guardians. This year's celebrations began

at 8.30am with a ceremony at Kākā Point Historic Reserve followed by kai at Kaitereteri Beach and the afternoon spent with whānau and friends.

MANA WHAITAKE, MARCH 2021

Through our financial support and provision of Reserve resources, we hosted Tasman Bay Guardians and Lower Moutere School's delivery of the now annual Mana Whaitake event. The third year of facilitating this fantastic event was aimed at the special Kaitereteri environment, raising awareness of Kaitiaki values, knowledge and renewing connections with the sea and its habitat. 2021 featured experiential learning opportunities, including Toi Moana for Year 4, 5 and 6, teams of six plus a supervisor, and Toi Tangata for Year 7 and 8, teams of six plus a supervisor.

TASMAN ENVIRONMENTAL TRUST

The Reserve is partnered with the Tasman Environmental Trust (TET) and is currently developing a funding and resourcing MOU for implementation in 2022. TET's vision is to help create and maintain healthy, diverse ecosystems woven through the Nelson Tasman landscape. They work with local community conservation groups to raise their profile, expand their reach and access specialist skills and resources.



They help link individuals to projects, and projects to like-minded organisations. With a proven track record of supporting large-scale projects over the long term, Tasman Environmental Trust has built up a web of connections spanning local and central government agencies, iwi and funding organisations. We also assist the micro-groups – those often-invisible volunteers who work so hard to remediate their own special section of creek, valley or coastline. A key initiative through 2021 was coordinating excellent trapper networking efforts being led by Reserve staff, particularly Rod Markham, Ross Maley, Nicola Bensemann and Ali Kimber, along with members of our local community. Nine traps are located around the Reserve’s campground. A great example is the work done by the Split Apple Rock Owners Association where 35 traps accounted for seven rats, one stoat and one possum in June 2021.

LITTLE BLUE PENGUIN / KORORA CONSERVATION ACTIVITIES

Little Blue Penguins / Korora are the world’s smallest penguin, and they live right here in our local Kaiteriteri bays. DOC’s conservation status for them is “At Risk – Declining” which makes our conservation focus particularly important to ensure we help provide safe habitats for them to thrive.

The Kaiteriteri Recreation Reserve activity supports and collaborates with local community, Tasman District Council and DOC to provide essential support to promote their wellbeing and safety. In 2019 this support included the funding of materials for the

provisioning of 30 nest boxes for the Love Our Little Blues conservation group. These nest boxes were deployed around the various bays and are now regularly monitored by Love Our Little Blues, particularly during the breeding season (July – Dec) and moulting season (Jan – Mar) when the penguins are especially vulnerable while on land.

In 2020, Alastair Judkins of the Kaikōura Ocean Research Institute and his penguin-detection dog, Mena, completed a survey of the local penguin population from Tapu Bay to Towers Bay, which resulted in 173 active burrows being located. This confirms that our coastline is a viable habitat for Little Blue Penguins / Korora and worth every effort to ensure a safe environment for them.

Highlights this year include the extension of the predator trapping programme to include Kākā Point. We wish to acknowledge and thank iwi support from Ngāti Rārua, Te Ātiawa and Ngāti Tama in extending the permissions required to make this happen. Ten DOC 150 predator traps were installed mid-year and are now regularly monitored by Reserve staff, supplemented by a roster of community volunteers. In the first five months 12 rats were caught. The Kākā Point traps add to the coastal traplines extending from Tapu Bay north to Kaiteriteri, which complement the inland trapping done in the mountain bike park and around the camp. Various trapping groups in the vicinity now meet regularly to collaborate on their catch numbers and share expertise. The Reserve greatly appreciates all efforts and particularly the leadership from Linda Jenkins and Larry Lumsden.

EVENTS

The Kaiteriteri Recreation Reserve supports, hosts and manages many significant events as they are a key component of the Reserve's unique recreational offer and partnership mix.

ABEL TASMAN COASTAL CLASSIC, OCTOBER 2020

This is a fantastic trail running and walking event from Awaroa to Mārahou on the Abel Tasman Coast Track owned and managed by Nelson Events. The event was sold out with 350 participants and a waitlist in operation from early May. No international athletes were able to participate due to Covid-19, but New Zealand entries came from as far as Ashburton, Auckland, Buller, Christchurch, Dunedin, Golden Bay, Invercargill, Marlborough, Nelson, Northland, Canterbury, Southland, Tasman, Waikato, Wellington, West Coast, and Westland. This was the third year being hosted by the Reserve and it was wet! The great help of the Riwaka junior rugby parents was brilliant and the additional help of some of their personal orchard seasonal workers made a huge difference in the speed of replenishing the catering. The vibe during registration and the prizegiving banquet in the marquee on the Reserve was so positive and welcoming to all.

WAKA TE TASMAN, NOVEMBER 2020

We have a long and proud history of supporting and hosting Kaiteriteri's annual Waka Ama event run by the Motueka Waka Ama club in November. This is a spectacular weekend of outrigger action with strong culture, heritage and values.

KAITERITERI SUMMER EVENTS SERIES, JANUARY 2021

Throughout January 2021, Sport Tasman delivered six community recreation events as contracted by the Reserve. The six events delivered included Kaiteriteri Got Talent, family sandcastle competition, karaoke and movie night, a karaoke night, orienteering competition and backyard games.

The aim of the events was to give guests and Kaiteriteri visitors an opportunity to get involved in free sport and recreation activities and provide them with the opportunity to socialise with others. Overall, the Kaiteriteri events were a great success, with over 500 people getting involved across the six events. Sport Tasman enjoys delivering these events and received nothing but positive feedback from those participating. Thanks go to Tiegan, Jody and Brent Maru, community business sponsors, and judges Trindi Walker, Darney Takao and Edwina Takao.





KAITERITERI GOLD HALF MARATHON AND 14KM, MARCH 2021

2021 was the 31st Kaiteriteri Gold event. Abbe West and her Nelson Events team were able to stage the 14km course utilising the mountain bike park and forestry roads. Simply put – what a success! There were many positive comments about this course – that it had the right challenge, was beautiful and the view from the summit was so worth the climb up. Numbers were slightly down but in the initial ‘post Covid’ year and after the Auckland lockdowns we knew numbers might not be as high – but to have 300 entries in this climate, we feel was a success. Nelson Events and the Reserve are excited about the possibilities about how this event can grow, showcasing Kaiteriteri to the nation.

KAITERITERI BIG BIKE WEEKENDER, APRIL 2021

The Kaiteriteri Big Bike Weekender is owned and managed by the Reserve and Kaiteriteri Mountain Bike Park. It is the annual fundraiser and an important part of the regional mountain biking event calendar. Held in April over two days, it involved the six-hour relay followed by the Gone Burgers Jaws Enduro and Whip-off. Richy-Try Hards won the team six-hour in a time of 05:56:18 and Cameron Jones won the solo six-hour in a time of 05:59:03. Mention should be made on the performance of Ethan Woods who completed both events in style. In the Enduro,

congratulations go to Louise Kelly and Brady Stone for their respective victories. The 2021 event was very successful due to exceptional event management by the team, particularly Nettie Stow, Lis Cleland and Scott Woods. We are also grateful for the support of many businesses in the community and all volunteers. Separate to the Weekender, we held the weekly winter Phat Night races which are very popular with the local riding community and included evening burgers and beers at Gone Burgers.

K2M, JUNE 2021

K2M could not be held in 2020 due to Covid-19 but despite some challenging weather, it was successfully held in June 2021. The Reserve hosted the kayaking component and the start of the longer biking and running legs between the Kaiteriteri Mountain Bike Park through to Māpua via the Great Taste Trail. John McIntyre, the event owner, changed the format and this year we had individuals and teams competing across 10km run, 21km run, 32km cycle, 42km run and 52km cycle disciplines. Total entries were 1,029, split 64% female and 36% male. Four competitors even made it from Melbourne and London! This exciting event is growing and 2022 should be an even bigger year.

MID-WINTER SWIM AND DUCK RACE 2021

The Reserve is proud to support and host Riwaka School’s main annual fundraising event but unfortunately due to Covid-19 restrictions, the event was cancelled again. We look forward to supporting this in 2022.

SPONSORED ATHLETE PROFILE

Team Motueka

ADVENTURE RACING



After last season's disruptions we were hoping for some normality going forward, but that wasn't to be...

Our pinnacle event 'Godzone' was postponed from November to March, thus putting it back to its usual time slot and allowing us a full summer for preparation. It quickly became a late start to the season, with lots of solo missions and more focus on individual events. Scott and Fiona both finished in the top five at the notorious Coast to Coast, whilst Brent and Greg picked up some great results competing in many local events.

March came around fast and the team packed up and moved to Rotorua for Godzone, only to be met with a lockdown situation less than a week out. Fortunately, with no team members coming from Auckland we were cleared to race. Huge hype surrounded this race as many previous world champions were competing and the "Richie McCaw" factor was in full effect. Our game plan was to head out strong whilst prioritising nutrition and body maintenance as our key components, especially early in this race. This meant the team spent time both in the lead and close to it for the early stages of the race and set us up for an epic performance. However, bad luck struck our game plan a solid four days in, with one team member suffering torn ligaments in their ankle. After a full day of excruciating pain, and a mammoth effort from the whole team to compensate and support, we were forced to retire with five stages to go. Incredibly, even after 12 hours of waiting for a helicopter, the team was still within the top ten. Oh, what could have been...

A month later we were off to Kaikōura for the next race of the season. This was tough 24 hour race that saw us at the front of the field at the halfway point. However, our eager early pace took its toll, and we lost a few places towards the end. Despite this, the team still learnt a massive amount during this race.

Our next adventure took us up to the Rangaitiki 12 hour. Once again, the early pace was extremely fast. We managed to keep putting pressure on the other top teams for much of the race, however we made a route choice decision which eventually cost us a few places. Despite this, we enjoyed being able to comfortably perform at a decent pace for the entire race.

Closer to home, our final race this season was the Nelson Lakes 48 hour – a race that will be remembered as "the race of recoveries!" We were on the brink of pulling out three times due to malfunctions and misplaced gear, but pulled together and dug deep to get ourselves back in the race to finish a solid and respectable third.

This season the team has managed to form some solid combinations and performed at the very best level. This has been made possible thanks to the awesome contributions of the Kaiteriteri Recreation Board and the fantastic training paradise they call home. 2022 is shaping up to be a year to really look forward to. Hopefully the borders will re-open and our international racing can finally resume. Until then, Team Motueka are excited to see how our hard work this year will have set us up for the season ahead.

SPONSORED ATHLETE PROFILE

Raewyn Morrison

PROFESSIONAL MOUNTAIN BIKER



I want to say a massive thanks for your continued support, it has helped me so much to travel overseas and race on the international stage.

Racing the World Series at a professional level with a mountain bike has a huge financial cost with travel, insurance and equipment. The support shown from Kaiteiteri Reserve helped significantly and was put towards the cost of flights to and from Europe.

Due to the pandemic my 2020 season was shortened and delayed, with many of the races cancelled. The extended time at home allowed me to get a bit more creative with my increasing social content. Once the races were back on, I was able to enter a few lead up races in New Zealand before heading overseas to Italy. It was a bit of a shock coming from winter into 30-degree heat on the Italian coast. I was just so happy to be able to race! Despite bearing a neck injury I sustained in New Zealand, I came away with 10th and 11th at the Enduro World Series.

Again in 2021 the pandemic was still at the forefront of unstable race logistics and travel. I had another successful New Zealand season with several wins under my belt including the Aorere Enduro, Cable Bay Enduro, Phoenix Enduro and the last round of the Nelson Downhill Series. Another race I was so happy to support and attend was the Kaiteiteri Big Bike Weekender, I am normally away overseas this time of year, so it was great to finally be home for it! I headed away again with my husband Jesse who is also my mechanic and race support. The series started later than usual but it finally

got away in June where we had the first two rounds back-to-back in Val di Fassa in Italy. After several thunderstorms, stitches in my shin and some good hard racing I came away with a 10th and 9th place in the most competitive and stacked womens field the series has ever seen. I'm super happy with how my year has gone, although I'm always striving for more and working towards improving. I'm looking forward to another summer visiting Kaiteiteri regularly, riding the park, filling myself on Gone Burgers and that mandatory dip in the sea. Thanks again for your support and making Kaiteiteri such a magical place to visit.

2020

- 1st Womens Middle Hill Enduro
- 1st Womens Jentree Downhill, Blenheim
- 10th Pro Womens Enduro World Series #2 Pietra Ligure (Italy)
- 11th Pro Womens Enduro World Series #3 Finale Ligure (Italy)
- 1st Womens Phoenix Enduro, Christchurch
- 1st Womens Dodzy Memorial Enduro, Nelson

2021

- 3rd Pro Womens NZ Open Downhill, Christchurch
- 1st Womens Aorere Enduro, Nelson
- 1st Womens Cable Bay Enduro, Nelson
- 1st Womens Nelson Winter Downhill Series, Nelson
- 10th Pro Womens Enduro World Series #1 Val di Fassa (Italy)
- 9th Pro Womens Enduro World Series #2 Val di Fassa (Italy)



SPONSORED ATHLETE PROFILE

Cameron Jones

MOUNTAIN BIKE AND MULTI SPORT ATHLETE



Ruby Bay local Cameron Jones is New Zealand's top young cross-country mountain biker. This year has posed his biggest challenges yet.

The season began with my biggest ride to date – 100 laps of Kaiteriteri's famous Big Airs jump track. It was an unforgettable challenge with the support of hundreds joining me for laps and sending messages of encouragement from around the country. Generous donations to my nominated charity, the local rescue helicopter, gave me strength to finish.

Having been national champion in the U17 and U19 age groups, I badly wanted to achieve the U23 title. There had never been an event I had put so much importance on. Therefore, when a whole year of preparation led to the perfect race, it was my proudest win yet. Such an effort took its toll on my body and a hamstring niggle flared up, putting me off training for eight weeks. By applying the same discipline to the rehab process, I made the best of the situation, coming out pain-free, more balanced and motivated than ever.

2020 had foiled my international race plans, but I was determined to make 2021 happen. With our national sporting body having to uphold the government's position of 'do not travel', they could not enter me into World Cup events. After hours of digging through rule books and emailing teams and officials in Europe, I got an exemption to join a Swiss team, who would let me race. Very few other kiwis made the trip, so I departed to Europe with no planned accommodation or vehicle, with the idea that I would link up with

people on the circuit. This very optimistic strategy worked out perfectly, finding free accommodation and catching rides with others 50% of the time (the rest in Air BnBs / public transport).

The ten races I attended produced a mixed bag of results. I had my share of bad luck, with mechanicals or illness compromising a few results. I was 34th at a World Cup, top 10 at National Cup events and won a XC Marathon race in Spain. The highlight was second U23 / eighth Elite place at Sea Otter Europe where everyone else were professional riders. Also, when I lead a Swiss Cup for 30 seconds against Nino Schurter!

The training continued through MIQ before finishing my season at the Tour of Southland. I very much enjoyed my first road tour and learned many lessons. I made it on the TV highlights in the breakaway and into an interview promoting our team's message about road safety. I have just taken three weeks off the bike to refresh the mind and body before doing it all over again. I am taking the year off university to contest the full World Cup circuit where I will chase top 20 results. This means I will be able to promote and train at Kaiteriteri until May next year.

I feel proud to be representing our region all over the world and thankful to Kaiteriteri Recreation Reserve for helping me live my dream.

Stats

- 193km (9,300m climbing)
- 18 hours riding (30 minutes airtime)
- \$5,000 raised



GOVERNANCE

Mana Whakahaere



CHRIS HAWKES - Chair

Being on the Board of the Kaiteriteri Recreation Reserve is a unique and truly satisfying experience. I particularly value contributing to an organisation that is considerably different and not readily emulated elsewhere. People, health and safety, well-being, sustainability, financial stability, environmental restoration, cultural and historical factors are key elements we consider on an ongoing basis. Working with the Board and senior executive staff members who have skills, passion, initiative and a best practice business mind set is very rewarding and stimulating. I am committed to our vision of being the premiere coastal outdoor recreation destination in New Zealand.



TIM KING - Deputy Chair

As a lifetime resident of the Nelson region Kaiteriteri has always been part of my life, visits to the beach and school camps both as a child and as a parent. Great place to take visitors to show off our fantastic area and start to many adventures in Abel Tasman. More recently a great weekend destination for mountain biking. It's a privilege to be involved in the running of such an iconic location where all the proceeds are reinvested to improve the experience and meet the challenges of increasing numbers of visitors and residents.



MARIA FILLARY

I feel privileged to be serving on the Kaiteriteri Recreation Reserve Board whose mission is to provide affordable family recreation opportunities. I love that that the reserve offers something for everyone. I know this to be true with my own family, we love biking in the mountain bike park, playing at the playground and exploring the beach. I'm looking forward to being a part of the next phase of planning to connect all parts of the reserve and to ensure the values of the reserve are forefront so future generations can continue to enjoy all that the Kaiteriteri offers.



MARK TOWNSEND

Kaiteriteri resonates for me as an active family destination. I have fond memories water skiing around the bay as a child and later recreating with my own family swimming at the beach, jumping off the bridge at high tide, competing against each other at mini golf, zooming down the flying fox, or riding mountain bikes down JAWS! Lots of fun equals lots of energy to burn at this stunning location. As the local Department of Conservation representative on the Board, I'm keen to ensure the local Kaiteriteri coastal and estuarine environment is managed in a sustainable way with natural aesthetic appeal. Stage 1 and 2 of the recent re-development project is complete and I am now looking forward to contributing to Stage 3 – the landscaping of the beach frontage, car parking and estuary to enhance this iconic location.



RENEE THOMAS

Growing up in Te Tauihu, visits to Kaiteretera were always special. Learning about my identity and whakapapa in the rohe has enhanced my connection to these places. With its rich history, the preservation and enhancement of this area is a priority so that generations to come may also experience the special qualities of Kaiteretera. With the challenges that Covid-19 presented, the Board has been proactive and courageous with decision making, only possible with the backing of a strong and professional suite of staff. I look forward to progressing relationships between the Reserve and Manawhenua, while working with the team to progress the development of the Reserve to enhance the experience for current and future visitors to Kaiteretera.



LEE-ANNE JAGO

Nō Waikato ahau heoi kei konei kei Kaiteretera ahau e noho ana. Kaiteretera is my home and a part of my everyday life. My husband and I live, work, play and bring up our children here. For these reasons I am committed to the vision of Kaiteretera being the best coastal outdoor recreation experience in Aotearoa, I believe it is! I have a strong interest in preserving our natural environment for the generations to come and understand how fortunate we are to have such an iconic location that is reserved for all people to enjoy. I am committed to a sustainable and cultural focus, providing facilities while managing the natural unique character of Kaiteretera.



ANEIKA YOUNG

My connection to Kaiteretera is through my whakapapa relationship with the land and the local iwi Ngāti Rārua and Te Ātiawa. I spent my childhood with my whānau swimming, jumping off the bridge, boating, waka and baching. Later, I worked in the Abel Tasman as a walk and kayak guide. Kaiteretera was where we started our trips and is known as the 'gateway to the Abel Tasman'. Kaiteretera is a significant place for our iwi where our ancestors welcomed and first met the New Zealand Company in an agreement to support the arrival of settlers to the Tasman region. Not only does it have a rich history, but is a valuable taonga for our community and wider society providing recreational experiences and opportunities to engage with the natural world. My interest is to enhance and sustain the ecological and cultural integrity of Kaiteretera, while ensuring we, as a board, are running a smooth, efficient and viable operation that supports connection of visitors to this amazing place.

FINANCIAL REPORT

Pūrongo Pūtea

FOR THE YEAR ENDED 30 JUNE 2021



STATEMENT OF RESPONSIBILITY

FOR THE YEAR ENDED 30 JUNE 2021

The Reserve Board is responsible for the preparation of these financial statements and the judgements used in them.

The Board is responsible for establishing and maintaining a system of internal control designed to provide reasonable assurance as to the integrity and reliability of financial reporting.

In the opinion of the Board, these financial statements for the year ended 30 June 2021 fairly reflect the financial position and operations of the Kaiteriteri Recreation Reserve Board.

Kaiteriteri Recreation Reserve Board was required under section 88A of the Reserves Act 1977 to complete its audited financial statements information by 31 December 2021. This timeframe was not met because Audit New Zealand was unable to complete the audit within this timeframe due to an auditor shortage and the consequential effects of Covid-19, including lockdowns.



Chris Hawkes
Chairman



Tim King
Deputy Chair

19 May 2022

STATEMENT OF ACCOUNTING POLICIES

FOR THE YEAR ENDED 30 JUNE 2021

REPORTING ENTITY

The Kaiteriteri Recreation Reserve Board as defined in Section 2 of the Reserves Act 1977, is appointed to manage the Kaiteriteri Reserve, Motueka and is a Crown entity in terms of the Public Finance Act 1989.

These Financial Statements encompass the following activities of the Kaiteriteri Recreation Reserve Board:

- Accommodation
- Retail Store
- Restaurant
- Reserve, Harbour and Beach Administration
- Mountain Bike Park

The Recreation Reserve consists of 243 hectares of Crown land of which the camp occupies approximately 13 hectares. The balance of the area is tidal estuary and bush covered hills.

BASIS OF PREPARATION

The financial statements have been prepared in accordance with The External Reporting Board (XRB) Public Benefit Entity (PBE) Accounting Standards Reduced Disclosure Regime (RDR) – Tier 2. The Reserve Board has applied these standards as it is considered a Public Sector public benefit entity and total expenses are greater than \$2 million and less than \$30 million and is not publically accountable.

MEASUREMENT BASE

These Financial Statements have been prepared on the basis of historical cost. These Financial Statements have been prepared in terms of Section 88 of the Reserves Act 1977.

These financial statements have been prepared in accordance with generally accepted accounting practice in New Zealand and section 41 of the Public Finance Act 1989. For this purpose the board has designated itself as a public benefit entity.

The information is presented in New Zealand dollars.

SPECIFIC ACCOUNTING POLICIES

a. Plant, Property and Equipment

All plant, property and equipment assets other than land, which is not depreciated, are stated at cost less accumulated depreciation and impairment.

Depreciation of assets is calculated on a straight line basis so as to allocate the cost of the assets, over their estimated useful lives as follows:

- Land improvements: 12 – 67 years
- Buildings and fittings: 8 – 50 years
- Retail complex: 3 – 50 years
- Vehicles and motorised plant: 5 – 15 years
- Plant and equipment: 4 – 25 years
- Office equipment: 2 – 12 years
- Restaurant: 3 – 50 years.

b. Goods and Services Tax

The financial Statements have been prepared on a GST exclusive basis of accounting, except for debtors and creditors which are prepared on a GST inclusive basis.

c. Financial Instruments

The Board is party to financial instrument arrangements as part of its everyday operations. Financial instruments are classified into the following categories:

Loans and receivables

Loans and receivables are initially recognised at fair value and subsequently measured at amortised cost using effective interest method.

Loans and receivables include:

- Cash and cash equivalents
- Bank deposits
- Foodstuff deposits
- Trade receivables – short term receivables are recorded at the amount due, less any provision for uncollectability.

Available for sale assets

Shares in Foodstuffs (South Island) Ltd are recorded at the value at which they were issued as rebates by Foodstuffs. The fair value of the shares is not known. They are not publicly traded and the Board does not have access to the information necessary to reliably estimate fair value.

Financial liabilities measured at amortised cost

Financial liabilities are initially recognised at fair value and subsequently measured at amortised cost using effective interest method. Financial liabilities include trade payables, they are recorded at their face value.

d. Inventories

Inventories are stated at cost, FIFO method.

e. Taxation

Kaiteriteri Recreation Reserve Board is a public authority in terms of the Income Tax Act 2007 and is therefore exempt from paying income tax.

f. Budget Figures

The budget figures are those approved by the Board at the beginning of the financial year. The budget figures have been prepared in accordance with generally accepted accounting practice and are consistent with the accounting policies adopted by the Board for the preparation of the financial statements.

g. Employee Entitlements

Provision has been made in respect of the Board's liability for annual leave. Annual leave has been calculated on an actual entitlement basis.

h. Revenue

1. Goods Sold

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discount and volume rebates. Revenue is recognised when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of good can be estimated reliably, and there is no continuing management involvement of with the goods.

2. Services

Revenue from services is recognised to the extent that the service has been performed.

3. Comparatives – Government Grant – Covid-19 Wage Subsidy

Revenue from the Covid19 Subsidy was full recognised in the prior year as the eligibility criteria were met and corresponding subsidised wages were paid prior to 30 June 2020.

i. Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short term highly liquid investments with original maturities of three months or less.

CHANGES IN ACCOUNTING POLICIES

All policies have been applied on bases consistent with those used in previous years.



STATEMENT OF COMPREHENSIVE REVENUE AND EXPENSE

FOR THE YEAR ENDED 30 JUNE 2021

2020 (\$)	Notes	2021 (\$)	2021 Budget (\$)
Revenue			
2,259,552	Store	2,337,091	2,033,753
2,473,469	Accommodation	2,748,139	2,189,712
272,182	Reserve	180,697	189,474
2,171,786	Restaurant	2,179,664	1,829,670
7,176,989	Total revenue	7,445,591	6,242,609
6,695,951	Total operating expenditure	7,308,407	6,504,982
27,539	Total finance expenses	22,500	22,500
55,139	Total PPE impairment expense	(55,139)	-
398,360	Net surplus/(loss) for year	169,823	(284,873)
-	Other comprehensive revenue	-	-
398,360	Total comprehensive revenue/(expense)	169,823	(284,873)



STATEMENT OF MOVEMENTS IN EQUITY

FOR THE YEAR ENDED 30 JUNE 2021

2020 (\$)		2021 (\$)	2021 Budget (\$)
9,775,596	Equity at 1 July	10,173,956	9,418,622
Total comprehensive revenue/(expense) for the year			
88,626	Store	62,081	39,627
711,177	Accommodation	844,999	308,927
(422,062)	Reserve	(626,597)	(671,446)
20,619	Restaurant	(110,661)	38,018
398,360	Total comprehensive revenue/(expense)	169,823	(284,874)
10,173,956	Equity at 30 June	10,343,779	9,133,749

STATEMENT OF FINANCIAL POSITION

AS AT 30 JUNE 2021

2020 (\$)		Notes	2021 (\$)	2021 Budget (\$)
Current assets				
868,317	Cash and cash equivalents		1,610,656	1,144,769
11,605	Accounts receivable		16,486	20,000
47,027	Foodstuff – deposits	2	54,140	46,087
257,544	Stock on hand	3	156,176	242,500
1,184,493			1,837,458	1,453,356
Non-current assets				
67,237	Foodstuff pref shares	4	64,053	64,053
9,459,756	Plant, property and equipment	6	9,137,979	8,166,740
(55,139)	Less impairment expense		–	–
9,404,617	Subtotal plant, property and equipment		9,137,979	8,166,740
9,471,854			9,202,032	8,230,793
10,656,347	Total assets		11,039,490	9,684,149
Current liabilities				
220,217	Accounts payable – employee		228,272	190,000
92,196	Accounts payable – supplier		143,985	105,400
133,516	Deposits in advance		296,271	245,000
36,462	Goods and services tax		27,182	10,000
482,391			695,711	550,400
482,391	Total liabilities		695,711	550,400
10,173,956	Equity – accumulated comprehensive revenue and expense		10,343,779	9,133,749
10,656,347	Liabilities and equity		11,039,490	9,684,149

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED 30 JUNE 2021

2020 (\$)		2021 (\$)	2021 Budget (\$)
Cash flows from operating activities			
<i>Cash was provided from:</i>			
6,985,709	Receipts from customers	7,502,622	6,295,533
53	Interest received	683	200
2,359	Dividends received	2,419	2,000
10,693	GST (net)	18,048	(25,835)
6,998,814		7,523,772	6,271,898
<i>Cash was applied to:</i>			
3,888,877	Payments to suppliers	4,043,478	3,785,270
2,360,957	Payments to employees	2,663,828	2,236,022
27,539	Bank finance expenses	22,500	22,500
6,277,373		6,729,656	6,034,792
721,441	Net cash inflow from operating activities	794,116	228,106
Cash flows from investing activities			
<i>Cash was provided from:</i>			
67,707	Reducing Foodstuffs investment	72,740	53,184
67,707		72,740	53,184
<i>Cash was applied to:</i>			
255,672	Purchase of plant, property and equipment	124,518	4,838
255,672		124,518	4,838
(187,965)	Net cash outflow from investing activities	(51,778)	48,346
Cash flows from financing activities			
-	Net cash flow from financing activities	-	-
533,476	Net increase / (decrease) in cash held	742,338	276,452
334,842	Add cash at start of year	868,317	868,317
868,317	Balance at end of year	1,610,655	1,144,769
<i>Comprising:</i>			
868,317	Cash and cash equivalents	1,610,655	1,144,769
868,317		1,610,655	1,144,769



STATEMENT OF COMMITMENTS AND CONTINGENCIES

FOR THE YEAR ENDED 30 JUNE 2021

STATEMENT OF COMMITMENTS

No commitments exist for the year ended 30 June 2021 (2020: Nil).

STATEMENT OF CONTINGENT LIABILITIES AND ASSETS

No contingent liabilities or assets existed for the year ended 30 June 2021 (2020: Nil).

NOTES TO THE ACCOUNTS

FOR THE YEAR ENDED 30 JUNE 2021

1. EXPENDITURE BREAKDOWN

2020 (\$)		2021 (\$)	2021 Budget (\$)
Operating expenditure			
2,249,433	Direct purchases	2,336,986	1,976,777
2,399,552	Wages	2,671,883	2,205,805
347,302	Management and board fees	429,448	389,016
181,844	Repairs and maintenance	224,180	212,012
151,360	Marketing and sponsorship	193,353	175,065
954,884	Other expenses	1,011,101	1,063,764
406,896	Depreciation	441,457	482,543
4,680	Loss on asset disposal	-	-
6,695,951	Total expenses	7,308,407	6,504,982

2. FOODSTUFFS DEPOSITS

Deposits are non-transferable with variable interest rates ranging between 0% and 1.50%.

(2020 0% – 1.50%) These relate to purchase rebates.

3. INVENTORY

No stock has been pledged as security for liabilities, or are subject to retention of title clauses.

4. FOODSTUFF SHARES

Shares are non-transferable redeemable preference shares with a face value of \$1.00 each. These relate to purchase rebates.

5. COVID-19 PANDEMIC EFFECT

Year end 30 June 2021

Despite no international tourism, uncertainty of domestic travel with ongoing risk of regional lockdowns and a shortage of labour, the Reserve experienced a demand for its offer and increased revenue 4% on the previous year.

Additional, but unquantified costs were incurred within wages, health and safety and cleaning areas to meet additional Covid19 operational requirements.

Comparative year ended 30 June 2020

25th March 2020 Alert Level 4 immediate impact:

- Food and beverage business – complete closure.
- Accommodation – closed to general public, support provided to Civil Defence and occupied by staff.
- Retail grocery store – remained open as essential service providing grocery items to locals.
- All areas managed as per Government health directives and continued to do so under the differing Alert Levels to 30 June 2020.
- Covid-19 Wage Subsidy received totalling \$292,325 supporting 44 staff for the full 12 week period.

Estimated Reserve wide revenue effect over April / May / June 2020:

- Actual revenue \$653,500
- Previous year comparison \$844,800
- Budgeted revenue \$1,054,700

2020 Covid-19 pandemic triggered impairment assessment of property, plant and equipment of \$55,159, subsequently reassessed and reversed in the current year. Further details are included in Note 7.

6. PROPERTY, PLANT AND EQUIPMENT

Movements for each class of property, plant and equipment are as follows:

	Opening costs (\$)	Purchases (\$)	Disposals (\$)	Closing costs (\$)
Admin and office equipment	127,901	11,176	-	139,077
Buildings and fitout	5,527,806	20,057	-	5,547,863
Land	383,184	-	-	383,184
Land improvements	1,580,994	4,582	-	1,585,576
Plant and equipment	885,844	14,577	-	900,421
Restaurant	2,563,574	60,679	-	2,624,253
Retail store	2,676,833	8,610	-	2,685,443
Impairment expense/reversal	-	-	-	-
Vehicles and motorised plant	202,812	-	-	202,812
Total	13,948,948	119,681	-	14,068,629

7. FIXED ASSETS AND PPE IMPAIRMENT ASSESSMENT

The land on which the restaurant is situated, on the beach front, along with land on Martin Farm Road has been gazetted to form part of the Recreation Reserve and is owned by the Crown. Although this land, is not owned by the Reserve Board, it is included as an asset as the Board financed both purchases and has the use and control of them. The Crown land (including the above two properties and the additional 181.28 hectares), managed by the Reserve Board has a current rateable valuation of \$14,150,000. (2020: \$12,500,000)

Portions of the Reserve were included in the recent Te Tau Ihu (Top of the South Island) Treaty of Waitangi Settlement. The return of this land (12 hectares) to iwi occurred in August 2014. Kākā Point was returned to iwi who then gifted it back to the Crown. There will be no financial implication of this settlement shown in the Reserve's accounts, as the value of Crown land managed by the Board is not recognised in the accounts, with the exception as above already noted.

Impairment assessment

During the year ended 30 June 2020, the worldwide pandemic caused by Covid-19 led to unprecedented

disruption and uncertainty in so many areas of operations and business across the world. Additional reviews had been necessary on value of assets held against future earnings ability. This is a technical accounting issue of some complexity and subjective assessment of future trading parameters. The estimated cashflow for the next five years of each business unit was calculated in the year ends value and compared to the asset values recorded.

The recoverable amount of cash generating units was determined by calculating value in use. An impairment was recognised for those cash generating units when the value in use was lower than the carrying value. As more favourable results were achieved in the current year that an assessment completed at year ended 30 June 2021, has resulted in this impairment in total being reversed.

Assumptions used:

- WACC - weighted average cost of capital 7.5%
- Terminal value growth 2%
- Growth of revenue 6%
- Growth of expenditure 4%

Total impairment recognised for year ended 30 June 2020 \$55,139, and following a nil impairment reassessment at 30 June 2021 the full value of impairment was reversed.

	Opening accum dep and impairment (\$)	Depreciation and impairment (\$)	Closing accum dep and impairment (\$)	Opening value (\$)	Closing value (\$)
	68,720	19,530	88,250	59,181	50,827
	1,387,078	153,671	1,540,749	4,140,728	4,007,114
	-	-	-	383,184	383,184
	729,254	56,223	785,477	851,740	800,099
	848,026	14,401	862,427	37,818	37,994
	802,308	111,248	913,556	1,761,266	1,710,697
	489,093	74,986	564,079	2,187,740	2,121,364
	55,139	(55,139)	-	(55,139)	-
	164,714	11,398	176,112	38,098	26,700
	4,544,332	386,318	4,930,650	9,404,616	9,137,979

8. CORRECTION OF ERROR AND PRIOR PERIOD RESTATEMENT

During the preparation of the 2020/2021 financial statements, a mathematical formula error has been discovered in the impairment assessment performed over the café cash generating unit as at 30 June 2020.

This error resulted in the overstatement of impairment expenditure, understatement of Total Comprehensive Revenue (Expense) and understatement of Plant, Property and Equipment.

This error has been corrected by restating each of the affected financial statement line items for the prior period as follows:

	30 June 2020 (\$)	Adjustment (\$)	30 June 2020 (\$) (restated)
Statement of Comprehensive Revenue and Expense			
Total PPE impairment assessment	810,473	(755,334)	55,139
Net surplus/(loss) for year	(356,974)	755,334	398,360
Statement of Movements in Equity			
Café comprehensive revenue	(734,715)	755,334	20,619
Total comprehensive revenue	(356,974)	755,334	398,360
Equity at 30 June	9,418,622	755,334	10,173,956
Statement of Financial Position			
Non-current assets			
Less impairment assessment	(810,473)	755,334	(55,139)
Total non-current assets	8,716,520	755,334	9,471,854
Total assets	9,901,013	755,334	10,656,347
Equity – accumulated comprehensive revenue and expense	9,418,622	755,334	10,173,956
Total liabilities and equity	9,901,013	755,334	10,656,347

9. FINANCIAL INSTRUMENTS CATEGORIES

The carrying amounts of financial assets and liabilities in each of the financial instrument categories are as follows:

	2020 (\$)	2021 (\$)
Loans and receivables		
Cash and cash equivalents	868,317	1,610,656
Foodstuff deposits	47,027	54,140
Receivables	11,605	16,486
Available for sale assets		
Foodstuffs deposits	67,237	64,053
Financial liabilities		
Trade payables	92,196	143,985

10. RELATED PARTIES

Board member T King is Mayor of Tasman District Council.

During the year, the Board was involved in various transactions with Tasman District Council, these included the payment for water, rubbish, sewerage services and annual operating licenses. These were at rates no more favourable than other similar entities.

11. KEY MANAGEMENT PERSONNEL COMPENSATION

Remuneration paid during the year:

	2020 (\$)	2021 (\$)
Board remuneration paid	55,022	59,374

The Board consists of six appointed members, one new co-opted member chairing Audit & Risk Committee, one representative for the Department of Conservation and is not paid by the Reserve. (Previous year 30.6.2020, new Board appointments March 2020 – 10 people held seven positions over the year).

	2020 (\$)	2021 (\$)
Full-time paid management positions	649,114	632,618

During the 2021 year, nine people in total held nine positions, 30 June 2021, seven positions in place. (2020: Eight people held seven positions)

INDEPENDENT AUDITOR'S REPORT

TO THE READERS OF KAITERITERI RECREATION RESERVE BOARD'S FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2021

The Auditor-General is the auditor of Kaiteriteri Recreation Reserve Board (the Reserve Board). The Auditor-General has appointed me, John Mackey, using the staff and resources of Audit New Zealand, to carry out the audit of the financial statements of the Reserve Board on his behalf.

OPINION

We have audited the financial statements of the Reserve Board on pages 66 to 76, that comprise the statement of comprehensive revenue and expense as at 30 June 2021, the statement of statement of movements in equity, the statement of financial position and statement of cash flows for the year ended on that date and the notes to the financial statements that include accounting policies and other explanatory information.

In our opinion the financial statements of the Reserve Board on pages 66 to 76:

- present fairly, in all material respects:
 - » its financial position as at 30 June 2021; and
 - » its financial performance and cash flows for the year then ended; and
- comply with generally accepted accounting practice in New Zealand in accordance with Public Benefit Entity Accounting Standards Reduced Disclosure Regime.

Our audit was completed late

Our audit was completed on 19 May 2022. This is the date at which our opinion is expressed. We acknowledge that our audit was completed later than required by Section 88A of the Reserves Act 1977. This was due to an auditor shortage in New Zealand and the consequential effects of Covid-19, including lockdowns.

The basis for our opinion is explained below. In addition, we outline the responsibilities of the Board and our responsibilities relating to the financial statements, we comment on other information, and we explain our independence.

BASIS FOR OUR OPINION

We carried out our audit in accordance with the Auditor-General's Auditing Standards, which incorporate the Professional and Ethical Standards and the International Standards on Auditing (New Zealand) issued by the New Zealand Auditing and Assurance Standards Board. Our responsibilities under those standards are further described in the Responsibilities of the auditor section of our report.

We have fulfilled our responsibilities in accordance with the Auditor-General's Auditing Standards.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

RESPONSIBILITIES OF THE BOARD FOR THE FINANCIAL STATEMENTS

The Board is responsible on behalf of the Reserve Board for preparing financial statements that are fairly presented and that comply with generally accepted accounting practice in New Zealand.

The Board is responsible for such internal control as it determines is necessary to enable it to prepare financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board is responsible on behalf of the Reserve Board for assessing the Reserve Board's ability to continue as a going concern. The Board is also responsible for disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless there is an intention to liquidate the Reserve Board or to cease operations, or there is no realistic alternative but to do so.

The Board's responsibilities arise from the Reserves Act 1977, Public Finance Act 1989 and the Crown Entities Act 2004.

RESPONSIBILITIES OF THE AUDITOR FOR THE AUDIT OF THE FINANCIAL STATEMENTS

Our objectives are to obtain reasonable assurance about whether the financial statements, as a whole, are 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 carried out in accordance with the Auditor-General's Auditing Standards will always detect a material misstatement when it exists. Misstatements are differences or omissions of amounts or disclosures, and can arise from fraud or error. Misstatements are considered material if, individually or in the aggregate, they could reasonably be expected to influence the decisions of readers taken on the basis of these financial statements.

For the budget information reported in the financial statements, our procedures were limited to checking that the information agreed to the Reserve Board's the Board approved budget.

We did not evaluate the security and controls over the electronic publication of the financial statements.

As part of an audit in accordance with the Auditor-General's Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. Also:

- We identify and assess the risks of material misstatement of the financial statements, 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.
- We 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 Reserve Board's internal control.
- We evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board.
- We conclude on the appropriateness of the use of the going concern basis of accounting by the Board and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Reserve Board's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements 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 auditor's report. However, future events or conditions may cause the Reserve Board to cease to continue as a going concern.
- We evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board 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.

Our responsibilities arise from the Public Audit Act 2001.

OTHER INFORMATION

The Board is responsible for the other information. The other information comprises the information included on pages 1 to 65 and 80, but does not include the financial statements, and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of audit opinion or assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information. In doing so, we consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on our work, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

INDEPENDENCE

We are independent of the Reserve Board in accordance with the independence requirements of the Auditor-General's Auditing Standards, which incorporate the independence requirements of Professional and Ethical Standard 1: International Code of Ethics for Assurance Practitioners issued by the New Zealand Auditing and Assurance Standards Board.

Other than the audit, we have no relationship with, or interests in, the Reserve Board.



John Mackey

Audit New Zealand

On behalf of the Auditor-General
Christchurch, New Zealand



DIRECTORY

BOARD OF DIRECTORS

Chris Hawkes (Chair)
Tim King (Deputy Chair)
Maria Fillary
Renee Thomas
Aneika Young
Lee-Anne Jago
Mark Townsend

SECRETARY

Nicola Bensemann

MANAGEMENT TEAM

David Ross (Chief Executive Officer)
Martin Brock (Commercial Manager & Reserve 2ic)
Rachelle Parkins (Guest Services Manager)
Ross Maley (Kaiteriteri Mountain Bike Park Manager)
Nicola Bensemann (Finance Manager)
Lorna Harrison (People & Safety Manager)
Dennis Petch (Facilities & Environment Manager)
Ali Kimber (Marketing Executive)
Paul Jennings (Marketing & Communications)

SOLICITORS

McFadden McMeeken Phillips
187 Bridge Street, Nelson 7010

BANKERS

Bank of New Zealand
181 High Street, Motueka

AUDIT & RISK COMMITTEE CHAIR

Terry Kreft

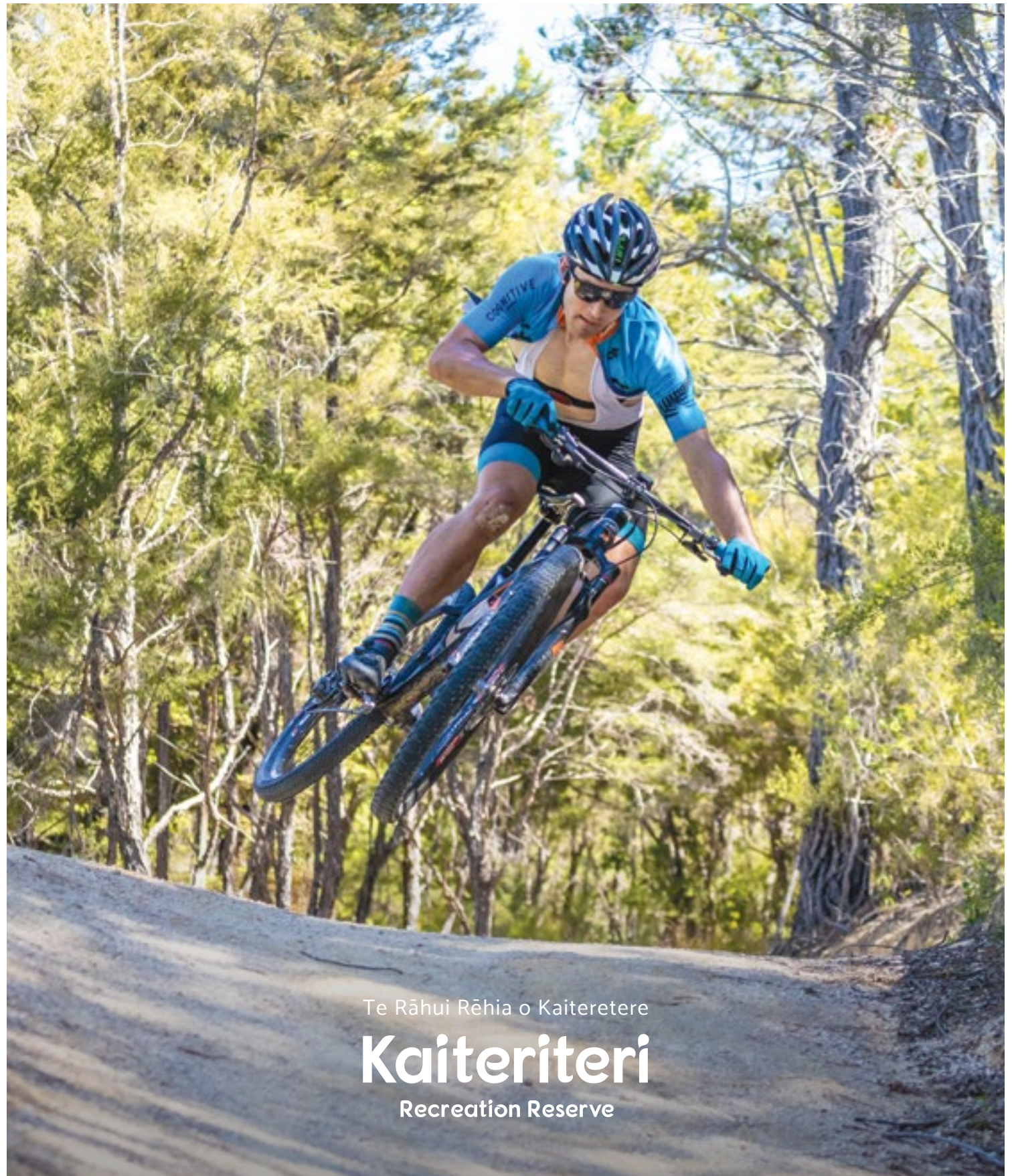
AUDITOR

Audit New Zealand (on behalf of the Auditor-General)

REGISTERED OFFICE

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Kaiteriteri 7197
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info@krr.co.nz
www.experiencekaiteriteri.co.nz
www.bikekaiteriteri.co.nz





Te Rāhui Rēhia o Kaitereterē

Kaiteriteri

Recreation Reserve

Reserve Apartments
Reserve Camp
Kaiteriteri Store

