

ISSUE 12. APRIL / MAY 2017

Central Park NEWS

LOCAL BUSINESS IS OUR BUSINESS

A man in a dark suit and striped tie stands outdoors, smiling, with his hands clasped. The background features a lush green landscape with trees and a distant view of a body of water and hills under a blue sky with scattered clouds.

Lawrence Ponniah

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FROM THE TOP



Remain calm and carry on

The merger of the Central Park and Henderson Lincoln Business Associations will take place within the next month; we are looking forward to building a bigger brighter future for West Auckland Businesses and having - ONE VOICE - ONE NAME - ONE UNITED WEST

I hope the second weather bomb hasn't affected anyone? As I write this editorial, all of New Zealand seems to be hunkering down; for me, this Easter weekend will bring me two NRL 1st Division games to referee, so let's hope they either get cancelled or the weather isn't too bad! Methinks I'm going to get wet!!

The BID process and voting has come and gone. I would like to thank Garry Bates for his untiring effort in making sure people had received their voting papers and actually voted. Some of you may have had me knocking on your door to get you to vote - thank you to all who took the time and effort. Unfortunately, we didn't quite make the 25% threshold for all votes. We have learnt a great deal during this process and realise that more time is needed for the lead in to the voting process. Shane Henderson, Henderson Massey Local Board Chair will explain a bit more in this edition.

The merger of Central Park Business Association and Henderson Lincoln Business Association will take place within the next month; we are looking forward to building a bigger brighter future for West Auckland Businesses and having ONE VOICE to tackle the issues of the day. We will announce when the merger has taken place. In the meantime, it's business as usual.

In amongst the BID we your Executive have been pressing on with the traffic issues around Central Park Drive and surrounding streets. We finally heard back from AT (Auckland Transport) about the concerns we gave them at the beginning of December 2016. These concerns included to make Paramount Drive a one way system, remove the flush median (painted central median), have two right turning lanes to the motorway and changing the traffic light sequence at the intersection of Central Park Drive and Lincoln Road, removing the cycle lane, to name a few.

AT's response was NO to everything we explored to try and make traffic flow better - they haven't heard the last from us on these issues!

On traffic issues, we also put in a Submission on the Lincoln Road upgrade and have been asked to present our submission face to face; this will happen on 15, 16 and 17 May. Lincoln Road is the gateway to our businesses so it needs to be right from the get go.

Hope you all have had a fantastic Easter break. Till the next edition!

John Schipper, Chair CPBA
johns@davisfunerals.co.nz
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Cover: Lawrence Ponniah - Always raising the bar

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'The Goods' from Garry

Garry Bates,
Business Development Manager

Freedom Campers

There has been a lot of commentary about this sector of the tourism market. I applaud Auckland Council's efforts regarding this issue, and it does seem a problem. My experience in my last year at The Falls did not endear me to some, being at the cause of this indifferent press.

I arrived at work to see washing strung out at the front the building, their 'campsite' under the veranda and complaints from early morning customers who witnessed one of the people going to the toilet in plain sight of them. This camper may not have realised he was being observed as he was in the bush

area adjacent, but he wasn't just having 'a pee' if you know what I mean. I hustled them on their way, to their bewilderment. In this case the campers were from a European Country.

Auckland

Council, assisted by the Local Boards, is conducting a two-month pilot 'dispersal' programme from February to April that could see freedom campers encouraged to spread out over 27 locations across the city, rather than crowd into a few well-known hot spots.

"A key aim of the pilot is to try to reduce the impact of freedom campers on local access to parks, beaches and amenities," says Councillor Linda Cooper, who chairs the council's Regulatory Committee. Michael Sinclair, Auckland Council's manager of Social Policy and Bylaws says, "We'll be making high-quality travel-planning information more readily available to campers, using social media and printed information about alternative paid and free camping sites."

This is good news; over the last couple of years I have talked with Parks people 'on the ground' in the West about this, and it is evident there is a problem with rubbish and human waste in our local areas. Perhaps a more robust approach to notification at entry points, camper van/ car hire, bicycle sale/ hire explaining bylaws, is an answer, also outlining penalties for camping on public land that isn't a recognised camp ground or holiday park.



Basically, it helped the team put the issue in perspective.

We have a problem Houston - the 'Cow is in the ditch'

This requires three things to happen

1. We must get the cow out of the ditch
2. Find out how the cow got into the ditch
3. 'Ring Fence' the ditch, do everything possible to make sure that the cow does not get into the ditch again

Probably problem solving 101, but it did help everyone to put the question into context, and get on with it, albeit having a certain detachment.

It certainly is an advantage to have good people in your network you can count on for support and advice - be it; Accounting, Banking, HR, Insurance, IT, Legal, Trades etc.

At Central Park and Rosebank Business Associations I have found good folk who are willing to share their knowledge. Having experience in most issues facing business today, many members have access to information regarding leadership, management and mentoring, staffing, emerging trends and media.

Networking events are the key to meeting people involved in the above. Cheers Garry.



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Davis Funerals began in 1935 in Dominion Rd, Mt Eden and had a seed shop out the front to supplement the income. In 1950 the Little family purchased the business and have managed and grown the business to what it is today - we now have 4 chapels throughout Auckland in Henderson, Mt Eden, Pakuranga and Papatoetoe. They all have state of art equipment. The 5th generation of the Little family still manages the business today.

Our Henderson Chapel situated at 150 Central Park Drive, services the West Auckland District, South Head and surrounding areas. It offers easy access from all areas via the Lincoln Road exit from the Northwestern Motorway. Designed and purpose built in 1998 with the history of West Auckland in mind, it reflects a Tuscan Winery. Henderson underwent a refurbishment in 2015 and is nothing short of stunning to give our client families a relaxed home like atmosphere. In 2011 we added a state of art and environmentally friendly Crematorium to the facility.

Our key to success is a strong belief in family and is one of the reasons we are dedicated to what we do. We put enormous energy into every individual service, and every member of our team involved in a funeral feels a connection



to it. We believe in what we do and are proud of it. We also believe it is the dedication and professionalism of our staff, combined with our history of service, vision and commitment, that makes us unique. It was a privilege to be asked as a company to handle the late Sir Ed Hilary's state funeral in 2008, a company highlight.

I started my funeral-directing career 36 years ago, have been with Davis for 25 years, and took on the role as Branch Manager in 2009. I have served as

President of the New Zealand Embalmers Association and currently am the Deputy chair of the Funeral Service Training Trust of New Zealand; this is the Industry ITO.

I consider it an absolute privilege to serve the families of West Auckland and this is what drives me every day. To provide the ultimate funeral experience.



John Schipper, Manager
Davis Funerals
Chapel & Reception Lounge
150 Central Park Drive, Henderson,
Phone: (09) 835 3557



MOTORING FEATURE



With this issue we welcome Member West Auckland Hyundai & Isuzu into their smart new home at 156 Central Park Drive. At their new premise they will have Sales, featuring the Hyundai and Isuzu brands, with a variety of quality used vehicles together with Service and Parts departments.

West Auckland Hyundai is the first Dealership in New Zealand to display the new Hyundai Corporate Identity signage as part of the rollout from the world's fourth largest vehicle manufacturer. It

combines exterior and interior signage, modern furnishings and the latest technology to help enhance the customer experience.

The Hyundai brand has grown rapidly into a global auto industry powerhouse. But first and foremost, Hyundai New Zealand is a NZ company. All their dealerships including Hyundai's head office, are 100% owned and operated by Kiwis.

The Isuzu D-Max Ute, combining impressive styling and engineering innovation with a

refreshed design are sure to be popular in the West. The D-Max features distinctive new looks with an aggressive front grill design with integrated daytime running lights.

This engineering, combined with their 'truck-tough' chassis design and millions of kilometres of torturous testing, make the Isuzu D-MAX Ute more than capable of handling any situation you can throw at them.

See their advert on the inside cover

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Member's Car

(featuring a member / staff member car each month)

Lee Grunsell from AHG John Andrew imported her car last May 2016 from Los Angeles after finding it on Craigslist Autos. It's a 1968 Ford Galaxie Country Sedan Wagon powered by a 390 FE engine (6.4 litre), with C6 transmission.

Having the rear seats option, the car was going and in very good original condition. During the 1960s and 1970s, the Ford Country Sedan was approximate to the Galaxie / Galaxie 500 in trim elements, as pictured the full-size wagon can carry up to 9 passengers (though has carried more)



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With autumn here, what better way to have a lunch with friends over, than a hearty chowder, crusty bread and a glass of wine?

Seafood Chowder

100 g diced onions
100 g diced carrots
100 g diced celery
50 g diced potato
40 g butter
500 g mussel meat
2 litres water
100 ml white wine
Cornflour to thicken
Chopped parsley
Chopped thyme
Salt and pepper to taste
2 tblspn fish sauce
100 ml milk

In a large pot heat butter on moderate heat until sizzling - not brown. Add onions, carrots, celery and stir until soft - 5-10 min, do not brown. Add wine and cook for a couple of minutes. Add the water and potatoes, bring to simmer for 10 mins or when potatoes have lost their 'crunch' but are still firm then add the mussel meat. Add some milk to cornflour and whisk (no lumps). Remove from heat and thicken chowder with the cornflour, then continue to simmer until the potatoes are just cooked and the consistency is correct (using balance of milk). Add fish sauce, salt, pepper and herbs and taste/check seasoning. Allow to cool and place in fridge for when required.

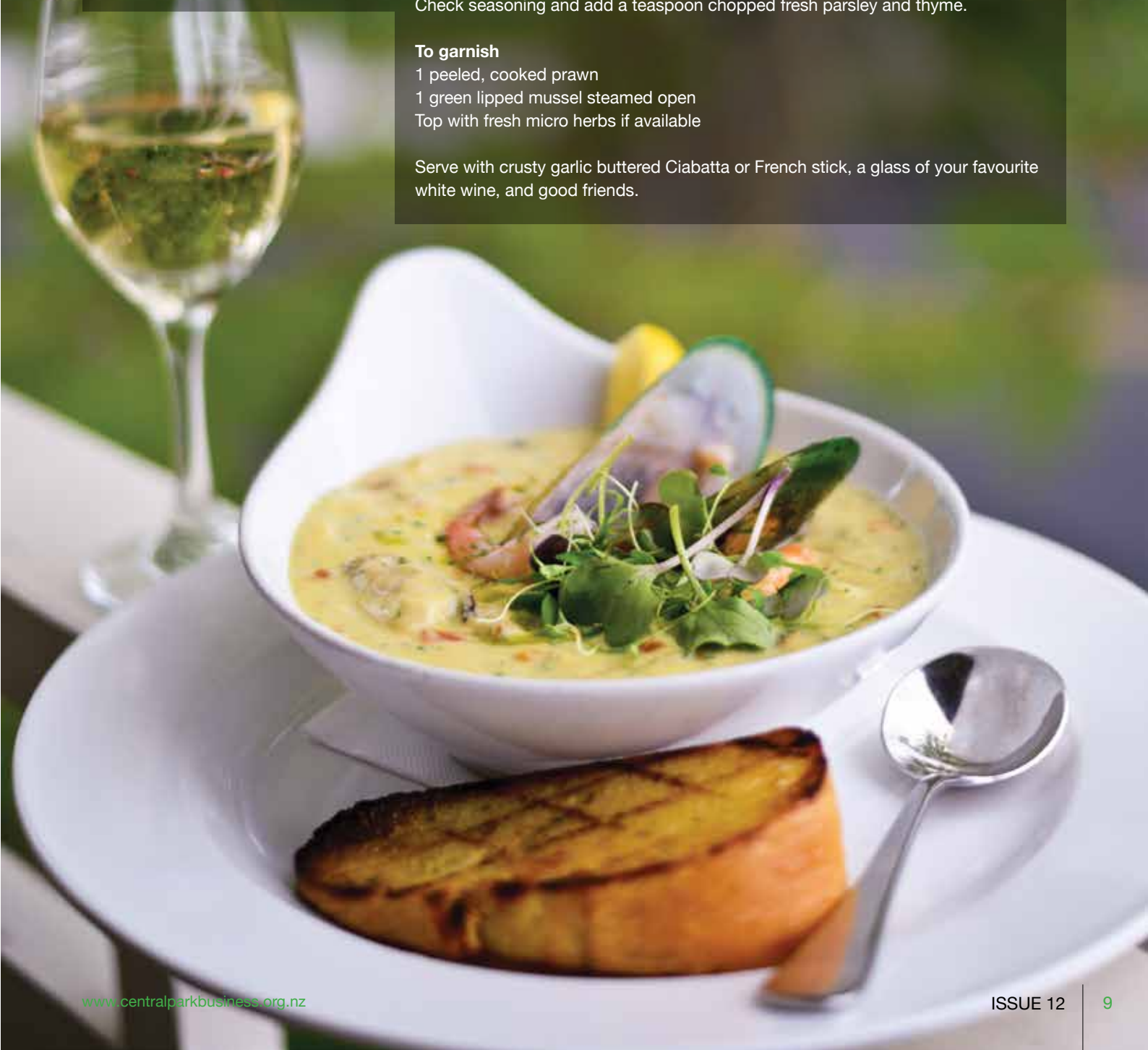
To serve...per portion

250 ml chowder
15 -20g fish goujons (thin strips)
Approx 30ml fresh cream
Add ingredients to pot and bring to boil.
Check seasoning and add a teaspoon chopped fresh parsley and thyme.

To garnish

1 peeled, cooked prawn
1 green lipped mussel steamed open
Top with fresh micro herbs if available

Serve with crusty garlic buttered Ciabatta or French stick, a glass of your favourite white wine, and good friends.





Always raising the bar

You might think you know Lawrence Ponniah, but there is so much more to the man than being a successful lawyer.

This week we met with him and uncovered what this man is really about.

Not to sound too cliché but, first, picture a humble upbringing in Malaysia, with a mother struggling to support and educate five children - Lawrence already knew at a young age that hard work and perseverance were essential.

And work hard he did. After all, his favourite quote is by Colin Powell, the former US Chairman of the Joint Chiefs of Staff: "There is no secret to success, it is the result of a positive attitude, perseverance, preparation, hard work and learning from failure."

So, influenced by his family's long standing reputation in the legal profession in Malaysia, he decided to become a lawyer.

After a Cambridge authorised education in Kuala Lumpur, he moved to England, read a BA Honours in Law in London and then in 1982 completed his bar exams with The Honourable Society of Lincoln's Inn which is one of the four Inns of Court in London to which barristers of England and Wales belong and where they are called to the Bar. Lawrence was then officially a Barrister.

Then he went back to Malaysia and worked for 6 years as a lawyer appearing mainly in the High Court and Court of Appeal. After his father's passing, in 1989, he decided to travel to New Zealand to visit a fellow law student friend who had migrated and for our benefit, Lawrence decided to stay.

He sat 5 exams to enable admission as a New Zealand lawyer and passed them all. That was 28 years ago. As a result, Lawrence is unique in being admitted as a lawyer in New Zealand, Malaysia, England and Wales.

After a couple of years with a Hamilton law firm, Lawrence joined Corban Revell Lawyers in 1992. He worked his way up to being a Partner and became Managing Partner 10 years ago. He has always had a reputation for putting in long hours at work, providing consistent advice and results for his clients over the last 25 years.

"One of my goals in life is to make a positive difference to the lives of others. Appreciating that we can not solve all the problems of the world, many years ago, Philip Revell and I decided that our focus is in West Auckland and that we can make a positive contribution by providing employment to at least 30 people and by being active leaders in the West Auckland community. By providing employment, we

believe we provide a means for a West Auckland parent to support a family and provide their children a better life. I believe that we have successfully done this for numerous families over the years."

Lawrence is a respected senior member of his profession and is a member of the Auckland District Law Society Civil Litigation Committee, has written many official papers and presented seminars for the legal profession.

Here are some of his career highlights:

1. A West Auckland builder wanted to recover his deposit of \$8000 on 2 failed land deals. Instead, Lawrence advised the client to sue the developer and his previous lawyer for loss of profits on the deals. He won and recovered for the client around \$230,000 plus costs, by proving that the client purchased the land for investment intending to build 2 spec houses for sale and the anticipated profit was lost due the wrongful cancellation of the contract.
2. An international airline had its Boeing 737 aircraft and crew arrested at Auckland airport. It was a charter contract dispute. An urgent application by Lawrence was filed securing the release of the aircraft and crew. The dispute proceeded to trial in the High Court. Lawrence won. The other party was ordered to pay significant damages and all his client's legal costs.

3. A \$12 million power station construction dispute in the High Court. Lawrence acted for a large Swiss company and spent about 6 months travelling between Switzerland, London and NZ meeting witnesses / experts and attending a mediation in Switzerland. There were 300 files of documents to review, after which Lawrence proved that there were significant inconsistencies in the available staff vs the time records. The claim settled in the client's favour.

4. Lawrence has advised on construction disputes and leaky building claims since 1997, involving multi storey apartment buildings in the City to residential houses. He has recovered millions of dollars for clients that have been used to repair the buildings and houses.

When he talks about "hard work", he means it. Whilst working at Corban Revell, Lawrence studied part time and completed a Masters of Commercial Law at Auckland University and in 2012 travelled to Harvard University in Boston to complete a course in leadership.

This man does not stop.

As Trustee of the West Auckland Business Club (WABC), with Tim Livingstone of UHY Haines Norton, they have put in years of efforts to create opportunities for West Auckland businesses, focusing on networking, cross selling and socialising. With the assistance of ATEED, the WABC organises the monthly 'Business After 5' events, the 'Business Breakfast Speaker' series and seminars.

On top of that, 10 years ago, Lawrence decided to set up our Central Park Business Association (CPBA) to establish a voice for the businesses in the Central Park business precinct, particularly in areas such as rates, advocacy, security, transport, refuse and to assist networking to enhance cross-selling of business between its members. He then embarked on a journey to bring together the various business associations in West Auckland, beginning with a Memorandum of Understanding between CPBA and the Rosebank Business Association (RBA). The benefits of which are now enjoyed by the members of RBA and CPBA.

Lawrence was also instrumental in organising the Corban Revell Charity Golf day that has run for many years, raising funds for West Auckland Hospice. He says, "because I was aware that the Hospice does amazing work to help and support individuals and their families at the time of their greatest need and was

dependent on public support."

Over the years, Lawrence has also regularly undertaken pro-bono legal work as the need arises like for various community organisations.

Lawrence is now moving on from Corban Revell to become a specialist litigation lawyer. He leaves behind the daily distractions of being a Managing Partner and can focus on doing the legal work himself and achieve the desired results for his clients.

From a community perspective, his immediate goal is the completion of the CPBA merger with the Henderson / Metro Business Association. This will include constituting a new Board, putting in place a working structure and establishing the strategy moving forward. It is hoped that the new merged associations will enhance the current relationship with the RBA, with the ultimate objective of bringing all the small fragmented West Auckland business associations together to form one with a shared vision and one voice for the area.

Lawrence is keen on adventure travels and has trekked to the Everest Base Camp and the Inca Trail in Peru. In 2013 he backpacked across Mexico, Guatemala, Honduras, Nicaragua, Panama and Cuba. He has also travelled extensively through Europe and Asia. He now plans to go to Africa and climb Mt Kilimanjaro as well as experience an animal safari, travel the Silk Route and experience living with nomads in a Ger Camp in Mongolia.

There is no stopping this intrepid lawyer.

As a Barrister, Lawrence will focus on:

- general civil,
- commercial and company litigation eg debt collection and enforcement,
- disputes involving contracts, residential and commercial property, tenancy and leases,
- shareholder and partner disputes,
- employment and health and safety,
- construction contracts disputes,
- bankruptcy, company liquidations,
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Contact Lawrence directly or request your lawyer to instruct Lawrence on email Lawrence@ponniahlaw.co.nz or mobile 021 220 970; he will always find time for you and your needs....



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Business from the Local Board Chair

Shane Henderson BA. LLB
Henderson-Massey Local Board

Hi, I'm Shane, your local board chair giving you a quick update of how things are going in the community and how the Local Board and business can work together to get Central Park humming. I'm a Henderson boy, been working here all my life and local to Lincoln North for many years.

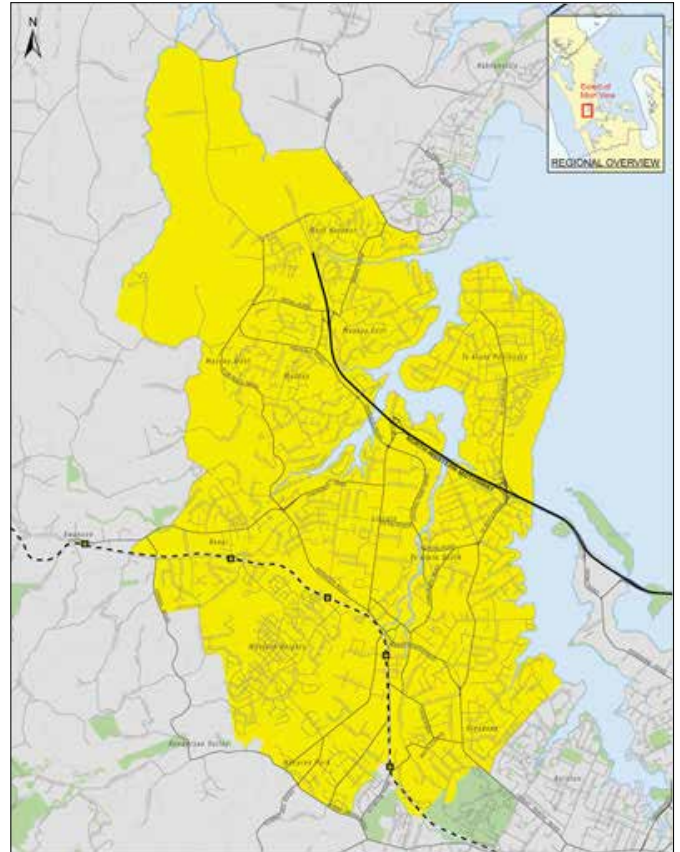
Your business is covered by the Henderson-Massey Local Board area of Auckland Council; I and my Board represent you at a local level. Our job is to advocate for the interests of the community to central Council, government, and anywhere else. We also have a (small) budget to effect local improvements to make our place great to live and work.

Our Local Board area is located at the western end of the Waitemata Harbour. It includes the Te Atatu Peninsula and the suburbs of West Harbour, Westgate, Ranui, Massey, Henderson and Glendene.

The Henderson/Lincoln/Central Park area recently joined together to seek the establishment of a Business Improvement District ("BID"). A BID is where a business area, through the rating mechanism of Council, would collect at no charge, a (business) self-imposed a rate to improve the business environment. It is a popular movement both locally and internationally, and there are 48 BID zones in Auckland at present. To make it valid, the businesses and property owners need to vote for it. A turnout of 25% must be reached, and then of that, 25% plus businesses must approve the BID by majority.

With support from the Local Board, a combined group representing the entire greater Henderson area held a vote in March. Unfortunately, a turnout of only 23.8% was not enough to get it across the line, and therefore there is a two year stand-down period before we can try again.

We understand that there was huge passion and great support from the business community. I wish to extend my appreciation to those parochial voices and, irrespective of the result, we are



looking forward to a strong partnership with local business this term. We will continue to promote our area and work hard to get jobs back to the greater Henderson area, and to ensure the growth of Central Park and Lincoln North continues to be strong.

It is an honour and a privilege to represent you locally, and I really value a strong relationship with local business. If you have any issues that you need help with, please get in touch and I'll come say giddyay. I'm at 0210 440 088 or shane.henderson@aucklandcouncil.govt.nz

Cheers,

Shane Henderson BA. LLB.

Chairman

Henderson-Massey Local Board | Auckland Council

6 Henderson Valley Road,

Henderson, Waitakere



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Business Exit Strategy, Part 1

By Michelle Coughlan
Foci Solutions

Is your business sale ready?

Understanding the meaning of this does not necessarily say you are going to sell. It refers to being fluid and responsive so that if, and when, an opportunity arises, you can seize this at any given time because your business is fully functional without you.

This is also known as harvest strategy, succession planning or remote management.

Statistics NZ says that 53% of SME's fail within the first 36 months of trading and research indicates that over 90% of the failure of SME's is due to lack of business administration (how to administer and operate the business) which can be the culprit behind, or lead to the eventual demise of the enterprise.

Passion and energy can get you so far - your business can live on that for quite a long time. Owners who survive on passion alone for many years tend to be very worn out by the time they come to sell. It's often down to having all the processes and administration in their heads - they literally hold the key to the company inside their own minds instead of being expressed and written in a very concise, replicable, trainable document form that is easily transferable.

Lack of administration and operations becomes particularly obvious when attempting to sell a business. Often business owners are confronted with the fact they don't have genuine tangible internal / external operational manuals, policies, strategies, branding guidelines, terms of trade, up to date business accounts or fully trained staff. This becomes evident when getting organised for sale while gathering essential documents, ready to be bequeathed to the next potential

owner. It can become obvious that 'oh dear, I don't know what I'm actually selling except a good idea and reputation'. It may then become all too hard; you either end up spending more money getting this done, or you simply give up and sell cheaply or, worse, don't bother going to sale.

People invest in existing businesses for many reasons; one being that they have the confidence and faith that your business has proven its resilience by still trading; it will just be a matter of walking in and taking over. If you can not offer this to a potential buyer they may walk away from the deal.

Best Business Practice: Management Organisation & Controls

Consider these management and administrative points for peace of mind; ensure that your business practices are fully functional, implemented and documented. A memorandum of information is like a business plan however more flexible to meet the business goals which is implemented as a management organisation tool. Four controls to develop: STRATEGIC, FINANCIAL, OPERATIONAL, MANAGEMENT.

Management organisation and controls are the 'Nuts and Bolts' that keep the business ticking, accountable, lubricated - like keeping your finger on the pulse. These are vital for best business practice especially when selling your business as a going concern.

Developing and implementing is the key to your exit strategy. It is vital that every team member understand the values and principles in a clear documented format in which the business operates, and how this is transitioned into deliverables. **Part 2 next issue**

Michelle Coughlan
Foci Solutions with the BIZNZ Solutions group
Phone: 0220 514 522
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The Drug Testing Company offer to:

- Help you implement our free tailored and comprehensive drug policy if you don't have one.
- Consult with your employees and management through our education program (if required).
- Provide a staff welfare program where your employees can seek help before their issues become your issues.
- Support you with ongoing services including Employment Law Advice

Let us be the fence at the top of the cliff, not the ambulance at the bottom.

For a confidential chat about
your requirements contact us on

0800 838 228



Nominations now open for the Pathways to the Future Trust Awards

Do you have a young go-getter in your workplace?

An employee you'd like to reward for her or his contribution to the team?

The Trust's objectives are:

- To encourage pride of workmanship in all industries and vocations.
- To provide employers with the opportunity to recognise employees who display the qualities worthy of recognition and the award.
- To encourage favourable employer/employee relationships and a sense of community pride in individual achievements.

NOMINATION FORM 2017

To be completed by the nominating business.

Name of Employee Age

What is the employee's role in your business?

Briefly describe what the award funds will support?

Examples may include contributions to vocational courses i.e. Sales, Marketing, Accounting, Text books, Tools, Computer Equipment, IT related activities etc.

Name of Business

Type of Business

Street Address

Postal Address

Name of person making nomination

Position held

Phone Mobile

Email

Please submit a brief statement on a separate sheet explaining why you believe the candidate is worthy of receiving a Pathways to the Future Trust Award. Please cover the following points in not more than 100 words:

1. Why do you consider your nominee to be a great employee worthy of this award? Please provide examples of how the employee has helped contribute to the success of your business.
2. How could this award be used to further develop the employee's skills and his or her contribution to your business?
3. Is there anything else you or your employee would like to add that could help the selection committee make their decision?

TERMS & CONDITIONS OF ENTRY

1st April 2017

1. Applications will be considered from nominees up to the age of 30 at the time of application, and beyond this age at the discretion of the Pathways Trust.
2. Just one application may be made per business. Applications welcomed from more than one franchise where each franchise is set up as a separate businesses. Where a company might have branches, applications from varying branches will be accepted at the discretion of the Pathways Trust.
3. Accepted applicants will be required to attend an interview as part of the judging procedure.
4. The nominee must be an employee and not a contractor.
5. The nominee may be working full time or part time but in the case of the latter, not less than 20 hours per week.
6. The nominee must have been working for the nominating company for a minimum of 12 months prior to the application being made.
7. Nominees must be either New Zealand Citizens or Permanent Residents.
8. Nominees must work for a company in West Auckland.
9. Awards are typically within the value range of \$500 to \$3,000 according at the discretion of the Pathways Trust review panel.
10. Award applications may be made for contributions to vocational courses, text books or tools of trade, etc. Appropriateness of the application will be made at the Judges' discretion on a case by case basis.
11. All or part of the costs applied for may be awarded.
12. Awarded costs will be paid directly to the supplier. Upon receipt of the award, costs may be reimbursed upon delivery of receipts.
13. Awards are non-transferable.
14. Awards will be returned to the Pathways to the Future Trust if not claimed within 12 months. Extension beyond this period may be made at the discretion of the judges.
15. Awards to be utilised while in the employment of the nominating business.
16. There is no obligation for the Judges to make awards in any particular year.
17. No responsibility for loss or misdirection of entries will be accepted.
18. Details of applications remain confidential and are viewed only by Pathways to the Future Trust representatives and Judges. All material provided will be destroyed within 3 months after judging.
19. The Judges' decision is final and no discussion will be entered into.

Nominations:

Nominations should be posted to:

For further information, contact:

Are open, and awarded every 2 months

Pathways to the Future Trust, PO Box 151190, New Lynn

Phil Clode on phone 820 0551

mobile: 027 448 7009,

email: phil@rosebankbusiness.co.nz



**Rotary Clubs
of West Auckland**

