

# Finance/Performance

## Tabled Documents

28 February 2019

Item 7	Chairs Report
Item 9	Quarterly property sales in the Rangitīkei, October-December 2018
Item 11	Economic Development Update

**Chairs report, February 2019**  
**Finance & Performance Committee**

**TABLED DOCUMENT**

Tabled at Finance/Performance.  
on 28/02/19

Welcome to the Finance Committee meeting for February 2019.

We have a light agenda today due to a late start after the Audit and Risk committee meeting.

The Financial report in today's agenda shows Council to be holding a strong working position financially with operational expenses running generally below budget. The capital renewals figures are very low which is typical for this time of year however requires monitoring to ensure we are getting completion of all the proposed works we intended to do.

The Statement of Service Performance again is typical for this time of year with a number of areas still to be finalised.

I look forward to the Economic Development Strategy discussion today. Our district certainly has a lot going on and growth is starting to happen. This is positive news for our businesses and communities and it is up to us as decision makers to ensure that this momentum continues.

Nigel Belsham

Finance & Performance Committee Chair

# TABLED DOCUMENT

Quarterly property sales in the Rangitikei, October-December 2018

## URAN

Valuation no.	Capital Value	Last Sale Price	Last Sale Date
1345025600	\$24,000.00	\$31,000.00	5/12/2018
1345025601	\$119,000.00	\$168,500.00	13/12/2018
1345025700	\$24,000.00	\$32,000.00	15/11/2018
1345026804	\$270,000.00	\$280,000.00	30/11/2018
1345026814	\$240,000.00	\$260,000.00	23/11/2018
1345027547	\$245,000.00	\$285,000.00	17/12/2018
1353014804	\$260,000.00	\$327,500.00	4/12/2018
1353019901	\$81,000.00	\$185,000.00	29/11/2018
1353024100	\$99,000.00	\$110,000.00	1/11/2018
1353026400	\$103,000.00	\$191,000.00	20/12/2018
1353028500	\$155,000.00	\$175,000.00	23/11/2018
1353032202	\$60,000.00	\$60,000.00	26/10/2018
1353032300	\$145,000.00	\$155,000.00	26/10/2018
1353037101	\$220,000.00	\$215,000.00	29/11/2018
1353037600	\$225,000.00	\$235,000.00	18/12/2018
1353049901	\$170,000.00	\$240,000.00	4/12/2018
1353054201	\$220,000.00	\$255,000.00	9/11/2018
1353038701A	\$105,000.00	\$100,000.00	7/12/2018
1356003200	\$140,000.00	\$110,000.00	26/10/2018
1356005600	\$54,000.00	\$85,000.00	7/12/2018
1356007200	\$150,000.00	\$180,000.00	26/10/2018
1358000800	\$230,000.00	\$388,000.00	14/12/2018
1358002800	\$126,000.00	\$160,000.00	13/12/2018
1358002900	\$125,000.00	\$190,000.00	7/12/2018
1358008302	\$118,000.00	\$125,000.00	19/12/2018
1358017900	\$138,000.00	\$116,000.00	9/11/2018
1358018201	\$75,000.00	\$75,000.00	7/12/2018
1358018202	\$17,000.00	\$20,000.00	7/12/2018
1360000513	\$75,000.00	\$75,000.00	9/11/2018
1360002714	\$330,000.00	\$411,000.00	9/11/2018
1360003000	\$330,000.00	\$381,000.00	5/12/2018
1360005101	\$480,000.00	\$450,000.00	14/12/2018
1360005221	\$455,000.00	\$555,000.00	14/12/2018

## RURAL

Valuation no	Capital Value	Last Sale Price	Last Sale Date
1329021401	\$810,000.00	\$1,200,000.00	26/10/2018
1332000200	\$17,000.00	\$7,000.00	11/10/2018
1333026911	\$114,000.00	\$150,000.00	26/10/2018
1335009900	\$146,000.00	\$200,000.00	8/10/2018
1336009601	\$143,000.00	\$320,000.00	12/10/2018
1337021406	\$580,000.00	\$443,000.00	19/12/2018
1337022405	\$500,000.00	\$1,900,000.00	30/11/2018
1337022600	\$1,360,000.00	\$2,100,000.00	14/12/2018
1341003000	\$720,000.00	\$660,000.00	1/11/2018
1341012200	\$19,000.00	\$58,000.00	19/10/2018
1341021000	\$2,190,000.00	\$2,152,507.00	3/10/2018
1344013500	\$525,000.00	\$610,000.00	16/11/2018
1344017802	\$395,000.00	\$450,000.00	30/11/2018
1344029601	\$112,000.00	\$160,542.00	12/10/2018
1344037701	\$180,000.00	\$180,000.00	16/11/2018
1346001801	\$375,000.00	\$520,000.00	14/12/2018
1346002100	\$1,025,000.00	\$1,255,000.00	2/10/2018
1346004600	\$2,210,000.00	\$2,750,000.00	15/11/2018
1346005700	\$205,000.00	\$194,000.00	16/11/2018
1346007201	\$300,000.00	\$350,000.00	8/11/2018
1346010000	\$5,250,000.00	\$4,415,000.00	19/11/2018
1346016500	\$1,880,000.00	\$821,000.00	17/12/2018
1347021600	\$138,000.00	\$213,000.00	14/11/2018
1349009500	\$200,000.00	\$295,000.00	2/10/2018
1349011400	\$335,000.00	\$350,000.00	1/11/2018
1350009904	\$155,000.00	\$190,000.00	13/11/2018
1350014400	\$375,000.00	\$475,000.00	5/12/2018
1350021201	\$118,000.00	\$155,000.00	30/11/2018
1350022300	\$1,641,000.00	\$1,305,000.00	1/10/2018
1350037003	\$175,000.00	\$225,000.00	24/10/2018
1350037007	\$210,000.00	\$250,000.00	14/12/2018
1350037511	\$205,000.00	\$290,000.00	30/10/2018
Total 32	\$22,608,000.00	\$24,644,049.00	17.85%

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1360005501	\$580,000.00	\$525,000.00	19/12/2018
1360005702	\$255,000.00	\$180,000.00	30/11/2018
1360010400	\$225,000.00	\$230,000.00	7/12/2018
1360012200	\$147,000.00	\$170,000.00	3/10/2018
1360012500	\$245,000.00	\$315,000.00	20/12/2018
1360017100	\$295,000.00	\$420,000.00	19/10/2018
1360018500	\$175,000.00	\$226,000.00	26/10/2018
1360021200	\$160,000.00	\$130,000.00	20/12/2018
1360023701	\$185,000.00	\$170,000.00	12/11/2018
1360028300	\$240,000.00	\$301,000.00	7/12/2018
1360040000	\$230,000.00	\$380,000.00	14/12/2018
1360043000	\$215,000.00	\$245,000.00	13/11/2018
1360051600	\$215,000.00	\$290,000.00	2/11/2018
1360056203	\$53,000.00	\$65,000.00	16/11/2018
1360062200	\$240,000.00	\$255,000.00	14/12/2018
1360063500	\$126,000.00	\$95,000.00	2/10/2018
1360064900	\$140,000.00	\$92,500.00	21/11/2018
1360070400	\$195,000.00	\$190,000.00	14/12/2018
1360072700	\$175,000.00	\$220,000.00	14/12/2018
1362001201	\$330,000.00	\$335,000.00	13/12/2018
1362001351	\$39,000.00	\$36,000.00	7/12/2018
1362001501	\$185,000.00	\$245,000.00	15/11/2018
1362002102	\$260,000.00	\$375,000.00	9/11/2018
1362002300	\$98,000.00	\$130,000.00	21/12/2018
1362007301D	\$113,000.00	\$208,000.00	20/11/2018
1362008405	\$46,000.00	\$80,000.00	8/11/2018
1362008408	\$46,000.00	\$80,000.00	8/11/2018
1362009604	\$175,000.00	\$210,000.00	25/10/2018
1362010800	\$330,000.00	\$435,000.00	9/11/2018
1362012006	\$46,000.00	\$93,000.00	7/12/2018
1362012208	\$480,000.00	\$520,000.00	2/11/2018
1362013501	\$103,000.00	\$185,000.00	12/10/2018
1362013709	\$100,000.00	\$116,000.00	21/12/2018
1362020201	\$122,000.00	\$179,000.00	15/11/2018
1362026317	\$26,000.00	\$46,966.00	30/11/2018
1362032400	\$122,000.00	\$27,000.00	13/12/2018
1362033800	\$240,000.00	\$235,000.00	13/12/2018

*Previous quarter*

Total: 38	\$15,783,100	\$18,739,400	18.73%
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1362036501	\$330,000.00	\$362,000.00	14/12/2018	
1362037803	\$147,000.00	\$210,000.00	12/10/2018	
1362037901	\$119,000.00	\$200,000.00	1/11/2018	
1362040600	\$100,000.00	\$150,000.00	16/11/2018	
1362051201	\$26,000.00	\$93,000.00	11/10/2018	
1362051202	\$26,000.00	\$93,000.00	11/10/2018	
1362051700	\$110,000.00	\$185,000.00	19/10/2018	
1362058900	\$24,000.00	\$22,000.00	30/11/2018	
1362059706	\$145,000.00	\$244,000.00	9/11/2018	Land & House Package in Sale price
1365000520	\$77,000.00	\$375,000.00	28/11/2018	
1365000528	\$77,000.00	\$80,000.00	26/10/2018	
1365000529	\$77,000.00	\$85,000.00	11/10/2018	
1365000532	\$77,000.00	\$90,000.00	26/11/2018	
1365005801	\$200,000.00	\$182,000.00	14/12/2018	
1365006900	\$225,000.00	\$300,711.00	26/10/2018	
1365010600	\$175,000.00	\$305,000.00	18/12/2018	
1365011909	\$190,000.00	\$100,000.00	6/12/2018	
1365011910	\$195,000.00	\$310,000.00	19/10/2018	
1365011942	\$195,000.00	\$255,000.00	7/12/2018	
1365019702	\$165,000.00	\$215,000.00	15/11/2018	
1365019707	\$185,000.00	\$275,000.00	16/11/2018	
1365020500	\$340,000.00	\$404,000.00	16/11/2018	
1365021600B	\$170,000.00	\$235,000.00	20/12/2018	
1365023200	\$89,000.00	\$90,000.00	24/10/2018	
1365035800	\$134,000.00	\$199,400.00	31/10/2018	
1365047700	\$145,000.00	\$230,000.00	26/10/2018	
1365050301	\$124,000.00	\$210,000.00	29/11/2018	
Total 97	\$16,432,000.00	\$20,161,577.00	28.78%	

**Previous quarter**

\$15,783,199	\$18,739,400	18.73%
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The background features abstract, overlapping green geometric shapes, primarily triangles and polygons, in various shades of green, creating a modern and dynamic visual effect.

# Economic Development Update

# Economic Development Strategy

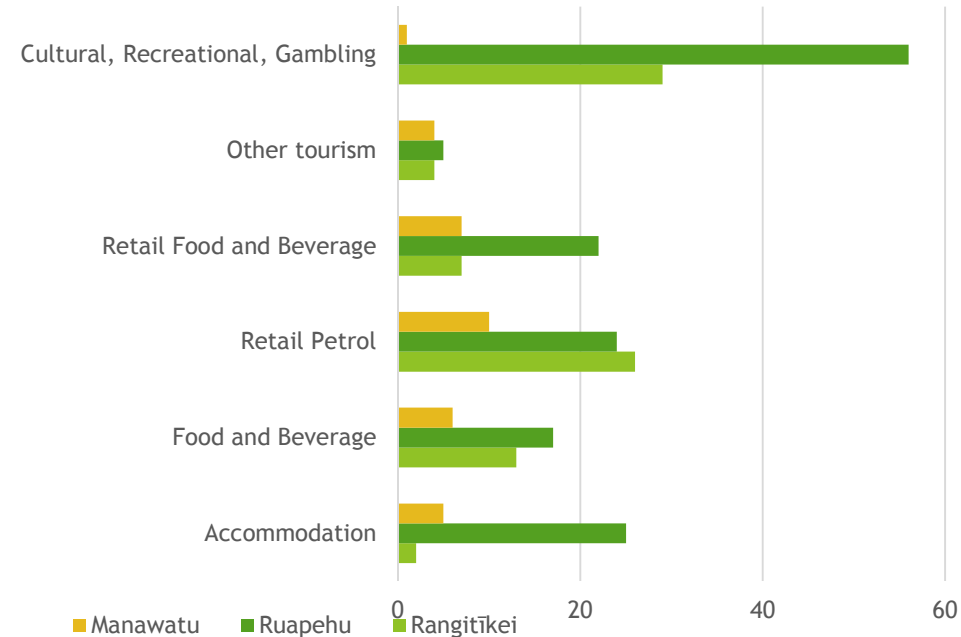
- ▶ Economic Development Working Party
- ▶ Terms of reference for this group
- ▶ Invitations
- ▶ Strategic Objectives for discussion at this meeting
- ▶ 1st Meeting Facilitation by Mark Maxwell

# Tourism

- ▶ Promotional Video - visitor stats - River Valley Lodge - Brian McGaw
  - ▶ Events/Event videos
  - ▶ Event Organisers Network
  - ▶ Distribution
  - ▶ Comms Plan
  - ▶ Digital Strategy
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- ▶ [https://www.dropbox.com/s/d79bmovf718h0ev/360-Awastone-draft\\_V2.mp4?dl=0&fbclid=IwAR1MQ97kVQiTPX4lrH5UgGnav7pgTJufoTuVht4tTjlQpIPlltbvi1ZPXNQ](https://www.dropbox.com/s/d79bmovf718h0ev/360-Awastone-draft_V2.mp4?dl=0&fbclid=IwAR1MQ97kVQiTPX4lrH5UgGnav7pgTJufoTuVht4tTjlQpIPlltbvi1ZPXNQ)



In 2018, tourism brought in an annual spend of \$67 million to the district.



A large spend on Petrol compared with other districts can be contributed to all of our towns except Marton having a State Highway running through them.

# Visitor Profile

## Definition:

- ▶ What is the group name?
- ▶ What is the group size/ significance (money, influence, numbers, etc)?
- ▶ How do we know this group exists?
- ▶ How many people from this group have we actually “met” (face-to-face, over the phone, through analytics, etc)?

## Needs:

- ▶ What is this group motivated by (personal development, family experiences, low cost, etc)?
- ▶ Where does this group go now to satisfy these motivations (museums, rail journeys, wilderness, etc)?
- ▶ Which channels will this group use to consume and research new travel activities (websites, phone, physical literature, etc)?
- ▶ How are their motivations influenced (friends, periodicals, personalities)?

## Opportunities:

- ▶ Which businesses have been successful in creating interest in this group?
- ▶ How are we currently satisfying this groups needs/ motivations?
- ▶ What is our unique offering to this group?
- ▶ Where are we dropping the ball on this group?

# Business

- ▶ BA5
- ▶ Follow ups
- ▶ Connector
- ▶ CEDA regional partnership

ANZCO  
Gallaghers  
Speirs  
Nga Wairiki Ngati Apa  
Carol Lewis Remax  
Face to Face introductions to  
local businesses  
Project Marton

# Provincial Growth Fund

- ▶ Joint Application
- ▶ Meeting with MBIE
- ▶ PGF support for local businesses
- ▶ Meeting with TPK - PGF workshop for interested businesses
- ▶ Rural Stockwater Irrigation 1st draft of application complete

# Regional Collaboration

- ▶ A25 Skills and Training
- ▶ A25 Primary Sector Reference Group
- ▶ Tararua District Council
- ▶ Manawatu District Council
- ▶ CEDA - Sarah Gauthier and Hayden Potaka
- ▶ Whanganui and Partners - tourism packages - business/training opportunities
- ▶ Regional Collaboration network
- ▶ Education Champions Network